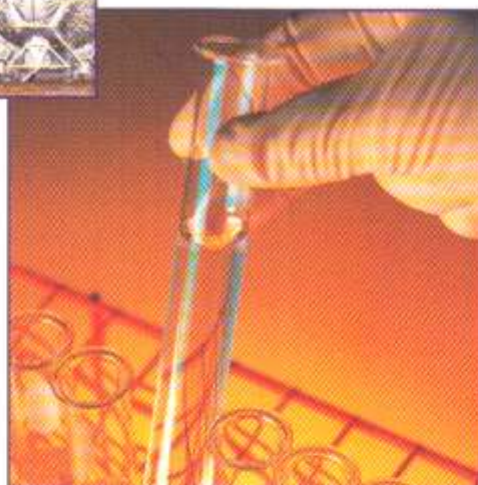
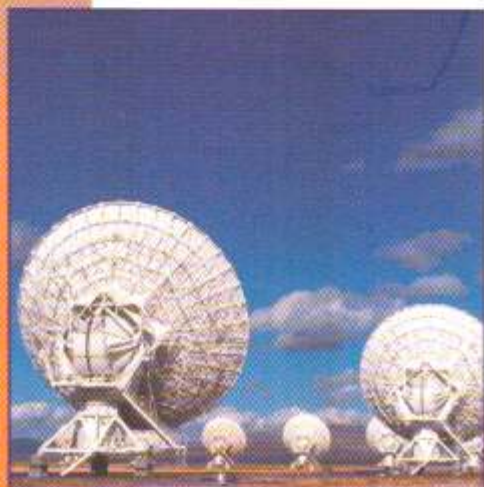


Enhancing India's Trade Relations with Africa: A Brief Analysis

Working Paper Series
Paper No. 45



 **एक्जिम बैंक**
EXIM BANK
भारतीय निर्यात-आयात बैंक
EXPORT-IMPORT BANK OF INDIA

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EXPORT-IMPORT BANK OF INDIA

WORKING PAPER NO. 45

ENHANCING INDIA'S TRADE RELATIONS WITH AFRICA: A BRIEF ANALYSIS

EXIM Bank's Working Paper Series is an attempt to disseminate the findings of research studies carried out in the Bank. The results of research studies can interest exporters, policy makers, industrialists, export promotion agencies as well as researchers. However, views expressed do not necessarily reflect those of the Bank. While reasonable care has been taken to ensure authenticity of information and data, EXIM Bank accepts no responsibility for authenticity, accuracy or completeness of such items.

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EXECUTIVE SUMMARY

Africa is a continent on the rise. According to African Development Bank's (AfDB) African Economic Outlook 2015, the African economy grew at 3.9 per cent in 2014, as compared to 3.5 per cent in the preceding year. Domestic demand has continued to boost growth in many countries while external demand has remained mostly subdued resulting in weak export, notably to advanced countries and to a lesser extent in emerging economies. Further, export values of goods were also depressed by lower export prices. Domestic demand in most African countries was boosted by private consumption and public infrastructure investment with the latter also increasingly financed by issuing international sovereign bonds. Ethiopia, Democratic Republic of the Congo, Côte d'Ivoire, Mozambique, and Mali were among the fastest growing economies in the region in 2014 (Table 1).

Since mid-2014, there have been major changes to the global economic environment, thus affecting the region's growth. Oil prices have declined since June 2014, and supply and demand factors have both contributed to these developments. During the same year, the Ebola outbreak has led to a heavy economic and social drain on the West African economies mainly Guinea, Liberia, and Sierra Leone.

Africa's GDP stood at US\$ 2.5 trillion in 2014, as compared to US\$ 2.4 trillion in the preceding year. Africa's GDP is mainly dominated by oil exporting economies. Nigeria, South Africa, Egypt, Algeria, and Angola are the largest economies in the region, together accounting for 77.1 per cent of the region's economy.

Table 1: Select Macroeconomic Indicators of African Countries

Country	GDP Growth (%)				GDP current prices (US\$ bn)				Population (mn)			
	2013	2014	2015 ^f	2016 ^f	2013	2014	2015 ^f	2016 ^f	2013	2014	2015 ^f	2016 ^f
Africa	3.5	3.9	4.5	5.0	2388.0	2461.4	1952.7	2011.4	1086.7	1114.2	1141.0	1168.3
Algeria	2.8	3.8	3.0	3.9	209.7	213.5	175.1	181.7	37.9	39.5	40.3	41.1
Angola	6.8	4.8	3.5	3.5	124.2	129.3	102.0	98.8	23.7	24.4	25.1	25.9
Benin	5.6	5.4	5.5	5.3	8.3	8.7	7.7	8.3	10.3	10.6	10.9	11.1
Botswana	9.3	4.4	2.6	3.2	15.1	15.2	13.1	13.0	2.1	2.1	2.1	2.2
Burkina Faso	6.6	4.0	5.0	6.0	12.2	12.5	11.3	12.2	16.9	17.4	17.9	18.5
Burundi	4.5	4.7	-7.2	5.2	2.7	3.1	3.0	3.2	9.0	9.2	9.4	9.6
Cabo Verde	1.0	1.8	3.5	3.7	1.8	1.9	1.6	1.7	0.5	0.5	0.5	0.5
Cameroon	5.6	5.7	5.3	5.4	29.6	31.8	28.5	30.8	22.0	22.5	23.1	23.7
Central African Republic	-36.0	1.0	5.5	5.7	1.5	1.7	1.6	1.8	4.6	4.7	4.8	4.9
Chad	5.7	6.9	6.9	4.2	13.0	13.9	11.7	12.8	11.0	11.3	11.6	11.9
Comoros	3.5	2.0	1.0	2.2	0.7	0.7	0.6	0.6	0.8	0.8	0.8	0.8
DR Congo	8.5	9.2	8.4	7.3	32.7	35.9	39.1	42.1	77.0	79.3	81.7	84.1
Republic of Congo	3.3	6.8	1.0	6.5	13.5	13.6	8.9	9.8	4.2	4.3	4.4	4.5

Côte d'Ivoire	8.7	7.9	8.2	7.6	31.1	33.7	31.3	34.3	22.5	23.1	23.7	24.3
Djibouti	5.0	6.0	6.5	7.0	1.5	1.6	1.7	1.9	0.9	0.9	1.0	1.0
Egypt	2.1	2.2	4.2	4.3	271.4	286.4	-	-	84.7	86.7	88.4	90.2
Equatorial Guinea	-6.5	-0.3	-10.2	-0.8	17.1	15.5	10.0	10.2	0.8	0.8	0.8	0.8
Eritrea	1.3	1.7	0.2	2.2	3.4	3.9	4.3	4.8	6.3	6.5	6.8	7.0
Ethiopia	9.8	10.3	8.7	8.1	47.5	54.8	63.0	70.2	87.0	88.3	89.8	91.2
Gabon	5.6	4.3	3.5	4.9	17.6	18.2	13.8	14.2	1.6	1.6	1.6	1.6
The Gambia	4.8	-0.2	4.7	5.5	0.9	0.8	0.8	0.8	1.9	1.9	2.0	2.0
Ghana	7.3	4.0	3.5	5.7	47.8	38.6	37.7	42.3	25.6	26.2	26.9	27.6
Guinea	2.3	1.1	0.0	4.9	6.2	6.7	6.7	7.1	11.7	12.0	12.3	12.6
Guinea-Bissau	0.8	2.5	4.7	4.8	1.0	1.1	1.0	1.1	1.7	1.7	1.8	1.8
Kenya	5.7	5.3	6.5	6.8	54.9	60.9	63.1	68.9	41.8	42.9	44.1	45.2
Lesotho	3.6	3.4	2.6	2.9	2.3	2.2	2.0	2.1	1.9	1.9	1.9	1.9
Liberia	8.7	0.7	0.9	5.6	2.0	2.0	2.0	2.1	4.1	4.2	4.3	4.4
Libya	-13.6	-24.0	-6.1	2.0	65.5	41.1	29.7	32.4	6.1	6.2	6.3	6.3
Madagascar	2.3	3.3	3.4	4.6	10.6	10.7	9.5	9.2	22.9	23.6	24.2	24.9
Malawi	5.2	5.7	4.0	5.0	5.4	6.1	6.4	6.1	17.1	17.6	18.1	18.6
Mali	1.7	7.2	5.0	5.0	11.1	12.1	11.0	11.9	15.3	15.8	16.3	16.8
Mauritania	5.5	6.9	4.1	6.4	5.2	5.1	4.7	4.8	3.5	3.6	3.7	3.8
Mauritius	3.2	3.6	3.2	3.8	11.9	12.6	11.6	12.1	1.3	1.3	1.3	1.3
Morocco	4.7	2.4	4.9	3.7	107.2	110.0	103.1	109.9	32.9	33.2	33.5	33.8
Mozambique	7.4	7.4	7.0	8.2	15.6	16.7	17.0	19.0	25.8	26.5	27.1	27.8
Namibia	5.1	4.5	4.8	5.0	12.9	13.6	12.9	13.7	2.2	2.2	2.2	2.2
Niger	4.6	6.9	4.3	5.4	7.5	8.0	7.1	7.7	16.6	17.1	17.6	18.2
Nigeria	5.4	6.3	4.0	4.3	521.8	574.0	493.0	484.9	169.3	173.9	178.7	183.6
Rwanda	4.7	6.9	6.5	7.0	7.5	7.9	8.5	9.2	10.8	11.1	11.4	11.7
São Tomé and Príncipe	4.0	4.5	5.0	5.2	0.3	0.3	0.3	0.4	0.2	0.2	0.2	0.2
Senegal	3.6	4.7	5.1	5.9	15.0	15.7	14.0	15.2	14.1	14.5	15.0	15.4
Seychelles	6.0	3.3	3.5	3.7	1.4	1.4	1.4	1.5	0.1	0.1	0.1	0.1
Sierra Leone	20.1	7.1	-23.9	-0.7	4.9	4.8	4.3	4.6	6.1	6.2	6.3	6.4
South Africa	2.2	1.5	1.4	1.3	366.2	350.1	317.3	326.5	53.2	54.0	54.9	55.7
South Sudan	29.3	2.9	-5.3	0.7	15.3	14.3	12.9	13.8	10.9	11.4	11.9	12.1
Sudan	3.9	3.6	3.5	4.0	66.6	74.8	84.3	85.2	36.2	37.3	38.4	39.6
Swaziland	2.9	2.5	1.9	0.7	4.6	4.4	4.3	4.4	1.1	1.1	1.1	1.1
Tanzania	7.3	7.0	6.9	7.0	44.4	48.1	46.2	46.9	45.8	46.7	47.7	48.6
Togo	5.4	5.0	5.4	5.6	4.4	4.6	4.2	4.5	6.8	7.0	7.2	7.4
Tunisia	2.3	2.3	1.0	3.0	47.0	48.6	44.3	44.6	10.9	11.0	11.1	11.2
Uganda	3.9	4.8	5.2	5.5	25.6	27.6	24.9	26.6	37.6	38.7	39.9	41.1
Zambia	6.7	5.6	4.3	4.0	26.8	26.6	24.5	25.2	14.5	15.0	15.5	16.0
Zimbabwe	4.5	3.3	1.4	2.4	13.5	13.8	13.9	14.3	13.1	13.3	13.4	13.6

Note: † forecast; - not available

Source: IMF, WEO April 2015; and AfDB, African Economic Outlook 2015

Africa's Foreign Trade

In the recent years, Africa's global trade has witnessed significant upward trend. During the period 2004 to 2014, Africa's total trade has risen more-than three-fold, from US\$ 340.4 billion to US\$ 1,168.9 billion. This upward trend has been underlined by rise in both Africa's exports and imports (**Chart 1**).

In the case of exports, Africa's total exports have risen from US\$ 164.5 billion in 2004 to US\$ 552 billion in 2014, with a resultant rise in the share of Africa in global exports from 1.8 per cent to 3 per cent during the period.

As regards imports, Africa's total imports have also witnessed a growth. In 2014, Africa's total imports amounted to US\$ 616.9 billion (3.3 per cent of global imports), up from US\$ 176 billion (1.9 per cent of global imports) in 2004.

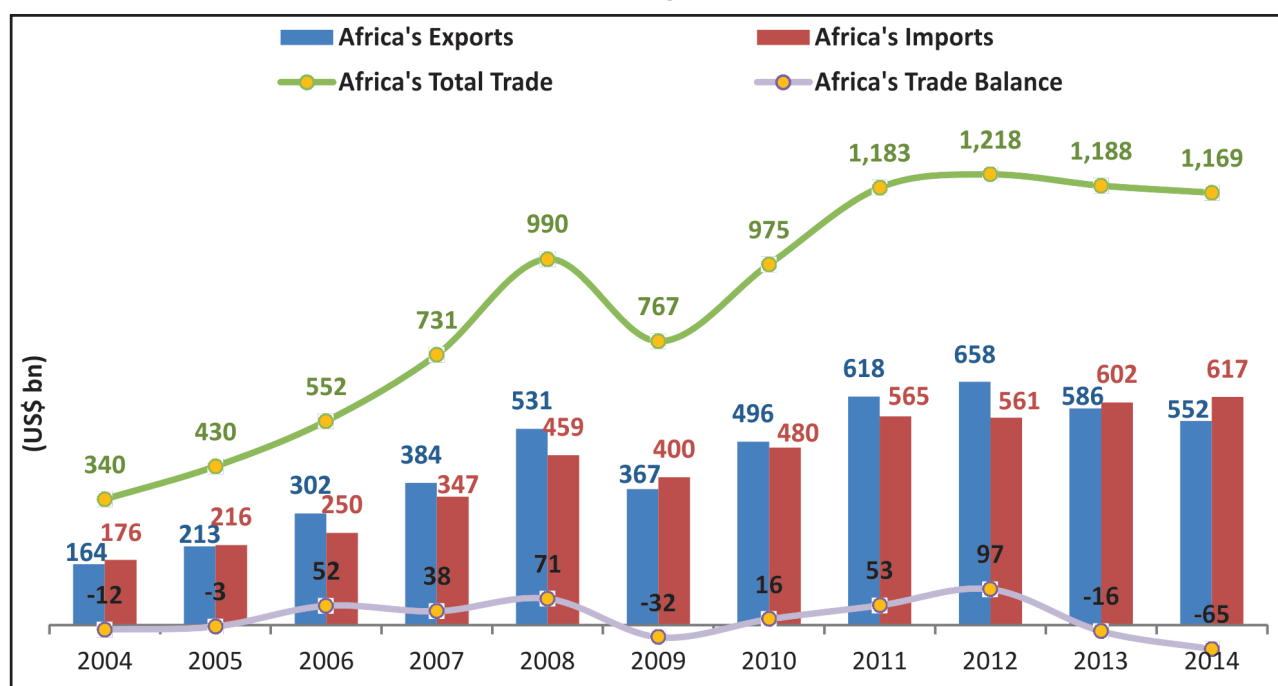
Africa generally maintains a trade surplus, barring a few years. In 2013, Africa's trade balance turned into deficit after three consecutive years of surplus. In 2014, Africa's trade deficit stood at US\$ 64.8 billion.

Amongst the countries in Africa, the largest exporters are Nigeria, South Africa, Angola and Algeria, together accounting for as much as 56 per cent of Africa's total exports in 2014. Other important exporters from Africa include Egypt, Morocco, Libya, Tunisia and Côte d'Ivoire.

As regards imports, the leading importers in Africa are South Africa, Egypt, Algeria, Nigeria and Morocco, which together accounted for 53 per cent of Africa's total imports in 2014.

Reflecting the significant rise in export of petroleum crude from Africa, mineral fuels are the largest export item from Africa, accounting for as much as

Chart 1: Africa's Foreign Trade, 2004-2014



Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

55 per cent of Africa's total exports in 2014. Other major items of export from Africa include pearls and precious stones, ores and slag, electrical and electronic equipment, vehicles other than railway and tramway, copper and its articles, and cocoa and cocoa preparations.

In contrast to Africa's export basket which is dominated by crude oil, Africa's import basket is relatively diversified. Minerals fuels (mainly dominated by petroleum oils not crude) (16.5 per cent of Africa's imports in 2014) and machinery (11.3 per cent of Africa's imports in 2014) are the two largest import items, followed by electronic and electrical equipment, vehicles other than railway and tramway, cereals, and plastics and its articles. Nigeria, South Africa, Egypt, Morocco and Kenya are the largest importers of petroleum oils, not crude (HS-2710) cumulatively accounting for 45 per cent of Africa's petroleum oil imports.

While western developed countries such as France, Spain, the USA, Italy, the Netherlands, the UK and Germany continue to be major markets for Africa's exports, developing countries such as China and India have emerged as major export destinations in recent years. In fact, in 2014, China was the largest market for Africa's global exports (accounting for 12.7 per cent of Africa's total exports), from being the seventh-largest market for Africa in 2004. At the same time, India was the second-largest market in 2014 (accounting for 6.7 per cent of Africa's total exports), from being the eighteenth-largest market for Africa in 2004. Other major destinations for Africa's exports in 2014 include France (6.3 per cent of Africa's total exports), Spain (6.1 per cent), the USA (5.6 per cent), and Italy (5.1 per cent).

As regards imports, while western countries such as the USA, France, Germany and Italy remain

major sources for Africa's global imports, China has emerged as the leading supplier to Africa, accounting for as much as 15.7 per cent of Africa's total imports in 2014. Other major sources for Africa's imports include the USA (accounting for 6 per cent of Africa's total imports), France (5.6 per cent), Germany (5.1 per cent), India (5 per cent), and South Africa (4.7 per cent).

Africa's Foreign Direct Investment

Foreign Direct Investment (FDI) flows into the African region remained unchanged at US\$ 54 billion in 2014, while FDI flows to North Africa declined by 15 per cent to US\$ 12 billion, FDI flows to Sub-Saharan Africa increased by 5 per cent to US\$ 42 billion. In Sub-Saharan Africa, FDI flows to West Africa declined by 10 per cent to US\$ 13 billion, as Ebola and falling commodity prices negatively affected several countries. Flows to Southern Africa also fell by 2 per cent to US\$ 11 billion. By contrast, FDI flows to Central Africa and East Africa increased by 33 per cent and 11 per cent, to US\$ 12 billion and US\$ 7 billion, respectively.

Outward FDI from Africa declined by 18 per cent to US\$ 13.1 billion in 2014, as compared to US\$ 16 billion in the preceding year. However, intra-African investments rose significantly in 2014. South African Multi-National Enterprises (MNEs) invested in telecommunications, mining and retail, while those from Nigeria focused largely on financial services.

India-Africa Trade Relations

India and Africa have had a long-standing relationship that is marked with historic, cultural, economic and political exchanges and cooperation. The recent years have witnessed tremendous increase and deepening of economic and cultural

exchanges and cooperation between India and Africa. The synergy that exists between India and Africa can be gauged from the robust trends in India-Africa trade relations, wherein bilateral trade has risen around nine-fold in the decade, from US\$ 8.2 billion in 2004 to US\$ 75 billion in 2014 (**Table 2**).

India's exports to Africa have increased almost seven-fold from US\$ 4.8 billion in 2004 to US\$ 34.6 billion in 2014, thereby accounting for 10.9 per cent share in India's total exports. Concomitant rise in imports from Africa during the comparable period attest to increased two-way trade relations, wherein India's imports from Africa have increased nearly twelve-fold from US\$ 3.4 billion in 2004 to US\$ 40.4 billion in 2014, thereby accounting for 8.8 per cent share in India's total imports.

Consequently, due to large imports from the region, India's trade deficit with Africa stood at US\$ 5.7 billion in 2014, from a surplus of US\$ 1.4 billion in 2004. India's imports from Africa grew at an annual average of 35 per cent during 2004 to 2014, as against India's exports to Africa that stood at an annual average of 23 per cent during the same period.

As regards major trading partners in the African region, South Africa remained the leading destination for India's exports during 2014, accounting for around 16.5 per cent of India's total exports to Africa. Other major export destinations include Kenya (12.7 per cent of total exports to Africa), Tanzania, Egypt, and Nigeria.

As regards India's imports from Africa, Nigeria dominated with a significant share of 38.8 per cent of India's total imports from Africa during 2014, reflecting significant imports of crude petroleum from the country. South Africa was the second-largest import source with a share of 14.8 per cent during 2014, followed by Angola, Egypt and Botswana.

Mineral fuels, oils and distillation products (mainly petroleum products) are the largest items in India's export basket to Africa, contributing 33 per cent to India's total exports to Africa during 2014. Other important items of exports to Africa in 2014 include vehicles other than railway or tramway, pharmaceuticals products, machinery and equipments, cereals and electrical machinery and equipment. The importance of Africa as India's export destination can be assessed from the fact that Africa accounts for 10.9 per cent of its global exports in 2014.

Table 2: India's Trade with Africa (US\$ bn)

Items	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
India's exports to Africa	4.8	6.7	9.5	12.4	15.4	13.3	17.9	23.3	27.3	34.1	34.6
<i>Share in India's exports to world (%)</i>	6.3	6.7	7.8	8.5	8.5	7.5	8.1	7.7	9.4	10.1	10.9
India's imports from Africa	3.4	4.9	12.8	18.3	26.7	21.1	31.4	39.8	43.0	39.4	40.4
<i>Share in India's imports from world (%)</i>	3.4	3.5	7.2	8.4	8.4	7.9	9.0	8.6	8.8	8.5	8.8
India's Trade with Africa	8.2	11.7	22.2	30.8	42.0	34.4	49.3	63.1	70.3	73.5	75.0
India's Trade Balance with Africa	1.4	1.8	-3.3	-5.9	-11.3	-7.8	-13.6	-16.4	-15.7	-5.3	-5.7

Note: Imports include oil imports from 2006 onwards

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Mineral fuels, mineral oils and its products (mainly crude petroleum) accounted for two-third of India's total imports from Africa during 2014. Other major imports from Africa include natural or cultured pearls, precious or semiprecious stones; ores, slag and ash; inorganic chemicals; and edible fruit and nuts.

Underlying the robust trend in bilateral trade between India and Africa has been the rising trend in India's trade deficit with Africa. Amongst the major trade partners with which India maintains a trade deficit, the largest countries are Nigeria, Angola, Botswana, Gabon, Equatorial Guinea, Morocco, Cameroon, Guinea, South Africa and Côte d'Ivoire.

India-Africa Investment Relations

In recent years, besides being major recipients of global foreign direct investment (FDI) inflows, India is emerging as an important global investor with increasing overseas investments in target markets.

According to data from the Ministry of Finance and Reserve Bank of India, approved cumulative India's investments in Africa¹ during April 1996 to March 2015 amounted to US\$ 50.1 billion. Mauritius, Mozambique, Sudan and Egypt were the top destinations of India's investments in the African region.

Select Indian investors in Africa include Bharati Airtel, ONGC Videsh, Reliance Industries, Tata Group, Vedanta Resources, Shree Renuka Sugars Ltd, Appolo Tyres, Mahindra Group, Cipla, Kanoria Chemicals, Glenmark Pharmaceuticals, Onmobile Global, RITES, Larsen & Toubro Ltd, and Ashok Leyland, among others.

Indian banks are growing their partnerships with Africa largely based on their clients, who have increased demand for banking options in the African continent. Select Indian Banks in Africa include Bank of India (Kenya, South Africa, Tanzania, Uganda, and Botswana), Bank of Baroda (Mauritius, Seychelles, South Africa, Uganda, Kenya, Botswana, Tanzania, and Ghana), State Bank of India (South Africa, Mauritius, Botswana, and Egypt), Canara Bank (South Africa), HDFC Bank (Kenya), Central Bank of India (Kenya), and ICICI Bank Ltd (South Africa). Select Joint ventures by Indian Banks in Africa include Indo Zambia Bank Ltd. (Bank of Baroda, Bank of India and Central Bank of India); and Sterling Bank PLC, Nigeria (State Bank of India).

FDI inflows to India from Africa have been dominated by investments from Mauritius that accounts for 35.2 per cent of India's overall FDI inflow. Mauritius is the largest investor in India in terms of cumulative FDI inflows, mainly due to the Double Taxation Avoidance Convention. Other African countries investing in India include South Africa, Seychelles, Morocco, and Kenya.

India's Initiatives to Enhance Regional and Bilateral Trade and Investment Relations with Africa

With a view to facilitate and further enhance bilateral trade and commercial relations with countries in Africa, India has put in place important policy measures as also institutional frameworks to create an enabling trade and business environment. Major policy initiatives and institutional frameworks include, among others, 'Focus Africa' Programme, India's Duty Free Tariff Preference (DFTP-LDC) Scheme for Least

¹Approved Overseas Direct Investment implies RBI Approvals for Overseas Direct Investment in Equity, Loan and Guarantees

Developed Countries, Pan-African E-Network: India and Pan-African Countries Initiative, IBSA Initiative, Inter-bank cooperation among BRICS members, and India-Africa Forum Summit.

Export-Import Bank of India in Africa

Countries in the African continent have always been a focus region for Exim India, and thus a critical component of its strategy to promote and support two-way trade and investment. As a partner institution to promote economic development in Africa, the commitment towards building relationships with the African region is reflected in the various activities and programmes, which Exim India has set in place.

Exim India has representative offices in Addis Ababa, Ethiopia and Johannesburg, South Africa, which play a key role in facilitating economic cooperation with the African Region, and are closely associated with several initiatives of the institution. The representative offices interface with multilateral institutions such as African Development Bank (AfDB), Afreximbank, regional financial institutions such as Eastern and Southern African Trade and Development Bank (PTA Bank), and West African Development Bank (BOAD), and developmental financial institutions such as Industrial Development Corporation of South Africa Ltd. (IDC), as well as Indian missions in the region with the aim of increasing bilateral commercial engagements between the two regions.

Lines of Credit

To enhance bilateral trade and investment relations, Exim India has in place several Lines of Credit (LOCs) extended to a number of institutions/agencies in Africa. These LOCs supplement the 'Focus Africa' programme of the Government of India (GOI) and are extended

especially to priority sectors, identified by GOI for mutual cooperation and benefit. Besides these operating LOC extended at the behest of GOI, Exim India extends its own commercial LOCs to various financial institutions and other entities in Africa, such as, PTA Bank (covering 17 countries in the eastern and southern African region), Banque Ouest Africaine De Development (BOAD, covering 8 countries in the West African region), Indo-Zambia Bank, Nigerian Exim Bank and Afreximbank. These LOCs facilitate import of project-related equipments and services from India on deferred credit terms. At the same time, many of these LOCs are earmarked for infrastructure and related projects. As on September 30, 2015, the total number of operative LOCs to Africa stood at 144 extended to 44 countries and amounting to US\$ 7.23 billion. Of these, 139 LOCs aggregating to US\$ 7.14 billion, to 41 countries are guaranteed by GOI.

Project Exports

Exim India plays a pivotal role in promoting and financing Indian companies in execution of projects. Towards this end, the institution extends funded and non-funded facilities for overseas industrial turnkey projects, civil construction contracts, supplies as well as technical and consultancy service contracts. In the African Region, Indian companies have implemented numerous projects, spanning various sectors, with support from Exim India. These projects, in turn, facilitate and support infrastructure development in host countries, thereby contributing to the overall development process in the region.

As on March 31, 2015, Exim India supported 194 project contracts secured by Indian Project exporters in Africa valued at ₹ 564 billion. Of these, 137 project contracts valued at ₹ 184.9 billion

are under GOI-supported LOCs. Such projects include, besides others: upgrading road project in Tanzania; setting up of industrial park project and textile project in Angola; project of rehabilitation of existing water facility in Sierra Leone; power (generation and transmission) projects in Benin, Burkina Faso, Burundi, Cameroon, Côte d'Ivoire, DR Congo, Egypt, Ethiopia, the Gambia, Kenya, Liberia, Libya, Mauritius, Mozambique, Niger, Nigeria, Republic of Congo, Rwanda, Senegal, Sudan, Tanzania, Tunisia, Uganda and Zambia; and design and construction of housing units and related infrastructure facilities in Libya.

Buyer's Credit under National Export Insurance Account (NEIA)

In order to provide further impetus to project exports from India on medium - or long-term basis, especially in the infrastructure sector, in April 2011, a new product called Buyer's Credit under National Export Insurance Account (BC-NEIA) was introduced. Under this programme, Exim India facilitates project exports from India by way of extending credit facility to overseas sovereign governments and government owned entities for import of goods and services from India on deferred credit terms. Indian exporters can obtain payment of eligible value from Exim India, without recourse to them, against negotiation of shipping documents. NEIA is a Trust, set up by Ministry of Commerce and Industry and administered by ECGC.

As on March 31, 2015, Exim India has sanctioned an aggregate amount of US\$ 1.3 billion under BC-NEIA for 11 projects in Africa valued US\$ 2.6 billion.

Finance for Joint Ventures Overseas

Further, Exim India supports Indian companies in their endeavour to globalise their operations,

through overseas joint ventures (JVs) and wholly owned subsidiaries (WOS). Such support includes loans and guarantees, equity finance and in select cases direct participation in equity along with Indian promoters to set up such ventures overseas. In the African Region, Exim India has supported several such ventures in countries such as South Africa, Kenya, Mauritius, Ghana, Nigeria, Sudan, Egypt, Zambia, Morocco, Uganda and Tanzania, across a range of sectors like agro and food processing, agro-based products, auto and auto components, chemicals, construction, electronics, engineering goods, EPC services, mining and minerals, plastics and rubber products, packaging, pharmaceuticals, software and IT enabled services, and textiles. These ventures serve to promote value addition, as also contribute to capacity building and capacity creation in host countries. As on March 31, 2015, Exim India has supported 49 ventures amounting to ₹ 36.4 billion in Africa.

Association with African Development Bank (AfDB)

India is a member of the African Development Bank (AfDB) Group. Many Indian companies participate in projects funded by the AfDB Group. Exim India works very closely with AfDB and has an active programme which offers a range of information, advisory and support services to Indian companies to enable more effective participation in projects funded by multilateral funding agencies, including AfDB. Exim India assists Indian companies in projects supported by AfDB by not only fund and non-fund based assistance, but also by providing advance alerts on upcoming opportunities. With support from Exim India, Indian project exporters have secured a number of overseas contracts in Africa in sectors such as power, telecommunications, transport, water supply & sanitation. Exim India and AfDB have also signed an agreement for co-financing

projects in Africa. The agreement envisages joint financing of projects (priority being given to support projects of small and medium enterprises) in regional member countries of AfDB. Exim India also organizes Business Opportunities seminars in Projects funded by AfDB across various centres in India.

Africa – India Partnership Day

Exim India together with FICCI (Federation of Indian Chambers of Commerce and Industry) organizes the Africa – India Partnership Day, on the sidelines of the African Development Bank's (AfDB) Annual Meeting, with an objective of sharing India's developmental experiences with Africa, particularly in Public-Private Partnership model of financing infrastructure development. Exim India, along with FICCI, has so far hosted three such events; first being on May 30, 2013 in Marrakech, Morocco; followed by Kigali, Rwanda, on May 22, 2014, and Abidjan, Côte d'Ivoire, on May 27, 2015. The Africa-India Partnership Day has become a regular feature of the AfDB Annual Meeting, and showcases the immense scope for expanding the mutually enriching partnership between Africa-India.

Project Development Company (PDC) in Africa

Africa is a region of opportunities, as the continent is receiving plenty of investments in the infrastructure space. The PPP structure is slowly getting popularised by the national governments, increasing the interest of the private sector in infrastructure development. However, institutional capacity in several African nations is in a nascent stage.

Addressing the limited institutional capacity in Africa on conceptualisation, management,

execution and imparting project development initiatives, Indian institutions such as Exim Bank of India, IL&FS, and State Bank of India have joined hands with the AfDB, and promoted a Project Development Company (PDC) for infrastructure development in Africa.

The PDC, named Kukuza Project Development Company, has been incorporated in Mauritius in July 2015. 'Kukuza' in Swahili means 'a cause to growth'. Reflecting the name, the PDC is expected to provide specialist project development expertise to take the infrastructure project from concept to commissioning in the African Continent. The PDC will provide the entire gamut of project development expertise to various infrastructure projects, such as project identification, pre-feasibility / feasibility studies, preparation of detailed project reports, environmental and social impact assessment, etc.

The PDC shall utilise the domain expertise of each partner during the project development process to establish a bankable and sustainable implementation format based on an in-depth understanding of the concerns of all the stakeholders - public authority, users community, developers/investors and lenders.

Exim India's Country Mission

With a view to enhancing India's bilateral trade and investment relations and in order to support Indian entrepreneurs in their globalisation endeavours, Exim India has commissioned a Country Mission to select countries in Africa. The Mission endeavours to provide a framework for enhancing India's engagement in select countries in Africa by way of identifying key areas for commercial engagement while also assisting these countries in achieving their developmental objectives. This initiative is backed by Exim India's longstanding

strategic and commercial relations with various institutions, bodies and organisations in Africa through its various capacity building programmes in various sectors in these countries.

The Mission to Africa covered countries including Mozambique, Rwanda and Tanzania in November 2014. The Mission team closely coordinated with Indian Missions, and held various rounds of interactions with Government officials of partner countries, multilateral institutions, business community, exporters, banks, Indian business diaspora, and other stakeholders, with a view to identifying business, trade and investment opportunities for Indian entrepreneurs.

Exim India's engagements in ITC's SITA

On March 9, 2014, Department for International Development (DFID), United Kingdom mandated the International Trade Centre (ITC) to design and implement a project, called 'Supporting India's Trade Preferences for Africa' now called 'Supporting Indian Trade and Investment for Africa' (SITA). SITA is a six-year (2014-2020) project that aims at promoting exports from five East African countries – Ethiopia, Kenya, Rwanda, Tanzania and Uganda – to India through investment and skills transfer from the Indian side. Exim India had entered into an MOU with ITC in Geneva on March 26, 2014, under which it was associated with ITC's SITA initiative. The Project was in its inception Phase during March 2014 to March 2015, where a roadmap for SITA, including the focus sectors, was defined. The implementation phase of SITA (March 2015-March 2020) was officially launched in New Delhi, India, during March 19-20, 2015.

Member of Association of African Development Finance Institutions (AADFI)

Exim India is a member of Association of African Development Finance Institutions (AADFI), a

forum of institutions / banks with the objective of creating co-ordination and economic solidarity among the development finance institutions in the African continent. The membership of AADFI helps to provide a platform for building linkages with other institutions in Africa, which are members of AADFI.

Further, Exim India's equity in Agricultural Finance Corporation, which offers consultancy support in development of agro-technology; promoter membership in 'Small Farmers' Agri-Business Consortium (SFAC)', an investment institution whose objectives include promoting small and medium agri-business ventures, places Exim India in a vantage position to share its expertise and support development related activities in Africa.

Global Network of Exim Banks and Development Finance Institutions (G-NEXID)

Exim India has entered into a Memorandum of Understanding (MOU) with four Exim Banks and Development Financial Institutions (DFIs) to form Global Network of Exim Banks and Development Financial Institutions (G-NEXID). The five signatories are Export-Import Bank of India, Export-Import Bank of Malaysia, African Export-Import Bank, Andean Development Corporation and Export-Import Bank of Slovakia. G-NEXID was formally launched at its inaugural meeting at UNCTAD, Geneva on March 13, 2006. Annual Meetings are held to deliberate upon measures to foster long-term relationship, share experience and strengthen financial cooperation to promote trade and investment relations between developing countries. G-NEXID has been granted 'observer' status by UNCTAD.

G-NEXID members in the African Region include: African Export-Import Bank, Cairo; Banque Nationale d'Investissement, Côte d'Ivoire; Banque Pour Le Financement De Petites Et Moyennes

Entreprises, Tunis; Central African States Development Bank, Brazza Ville; Development Bank of Mali, Bamako; Development Bank of Namibia, Windhoek; Development Bank of Zambia, Lusaka; Development Bank of Southern Africa, Midrand; East African Development Bank, Kampala; Economic Community of Western African States, Lome; Industrial Development Bank of Kenya, Nairobi; Industrial Development Corporation South Africa, Sandton; Nigerian Export-Import Bank, Nigeria; and PTA Bank, Nairobi.

GPCL as a Consultant

Global Procurement Consultants Ltd. (GPCL) has been promoted by Exim India in association with leading public sector and private sector consultancy organizations. GPCL's shareholding pattern creates a synergetic fusion of expertise, thereby providing a unique platform for sharing of collective Indian experience in a partnership mode with developing countries and emerging economies, in the professional management of projects, with particular reference to procurement services. GPCL synthesizes India's consultancy expertise in project management and procurement across varied sectors of the economy including finance, infrastructure, energy, transportation, environment, information and communication technology, industry, agriculture, mining, water resources, health and education. GPCL provides technical assistance in enhancing quality, transparency, efficiency and effectiveness of procurement and implementation services to help attain desired institutional and corporate objectives. GPCL supports, enhances and extends scope of project supervision, monitoring and evaluation as also strengthening of institutional capacity for effective programme/ project implementation. In doing so, GPCL leverages upon its demonstrated

strengths derived from its core staff, panel of specialists, and resources of its shareholders to assist funding and project executing agencies.

GPCL has a demonstrated track record spanning all stages of the procurement cycle covering procurement advisory services, procurement management, procurement review, performance review, provision of support services, valuations, financial advisory services, overall procurement audit and governance, as also associated services related to training and capacity building. GPCL has undertaken a number of assignments, in India and numerous countries abroad, directly for multilateral funding agencies or in projects funded by them. GPCL also has the distinction of being selected in some instances by the World Bank on a sole source basis, both in India and abroad.

GPCL has extensive experience supporting projects in Africa, and assignments undertaken include:

1. **Procurement Audit** of contracts in World Bank funded projects in Eritrea, Ghana, Malawi, Nigeria and Uganda covering Health, Education, Agriculture, Infrastructure, Power, Privatization and Emergency rehabilitation.
2. **Comprehensive re-appraisal** of Water Supply Projects in Nigeria funded by African Development Bank.
3. **Country Procurement Assessment Review (CPAR)** in the Kingdom of Swaziland for African Development Bank in order to examine the existing public procurement framework, benchmark them with good procurement practices, and provide recommendations to revamp the system for better governance.

4. **Procurement Monitoring Agent** for a World Bank funded health project in Kenya calling for review of the procurement of goods, services and minor works including an audit of the procurement processes of the institutions and procurement units supported by the project.

Partner in Institutional Building in Africa

As a partner institution in promoting economic development in Africa, Exim India shares its experience in the setting up of institutional infrastructure for enhancing international trade. In this regard, the Bank has taken active participation in the institutional building process in a number of countries in Africa. Besides being associated in the setting up of the Afreximbank, Exim India undertook an assignment to design, develop, and implement a programme on Film Financing for Nigerian Export-Import Bank (NEXIM Bank) for expanding its exposure in financing films (under Film Financing Programme). Exim India has also been involved in the design and implementation of Export Finance Programmes for Industrial Development Corporation, South Africa; Consultancy Assignment for the Government of Mauritius on 'Projecting Mauritius as an investment hub for Indian Firms'; establishment of Export Credit Guarantee Company in Zimbabwe; and preparing a blue print for setting up of Export-Import Bank of Zimbabwe.

In 2015, International Trade Centre (ITC), Geneva, under its 'Supporting Indian Trade and Investment for Africa (SITA)' Project, awarded Exim India with Phase - 1 of an assignment for 'Institution Capacity Building for Export Credit and Insurance' to enhance trade competitiveness in Rwanda. The objective of the assignment is to establish a rationale and suggest a broad framework for establishing an Export Credit Insurance Corporation in Rwanda.

Institutional Linkages

Exim India has been consciously forging a network of alliances and institutional linkages to help further economic co-operation with the African Region. Towards this end, Exim India has taken up equity in Afreximbank, West African Development Bank (BOAD), and Development Bank of Zambia. These endeavours are supplemented by the various Memoranda of Cooperation (MOCs) / Memoranda of Understanding (MOUs), the Bank has in place, with key institutions in the African Region including: African Development Bank (AfDB); Eastern and Southern African Trade and Development Bank (PTA Bank); Afreximbank; Banque De Financement Des Petites Et Moyennes Entreprises (BFPME), Tunisia; Banque Internationale Arabe de Tunisie, Tunisia; Board of Investment, Mauritius; ECO Bank (Pan African Bank); Foreign Investment Promotion Agency, Tunisia; Industrial Development Bank of Sudan; Industrial Development Corporation of South Africa Limited (IDC); Nigerian Export-Import Bank (NEXIM); National Bank of Egypt; and Societe Tunisienne de Banque, Tunisia.

Knowledge Building and Technology Transfer

In the area of knowledge building and technology transfer, Exim India conducts periodic research studies in order to promote the existing institutional linkages and external competitiveness of the Indian Companies. The studies range from areas of international trade (including sector specific studies) to international investments; it also focuses on areas of bilateral/ multilateral cooperation among countries and their potential for further development. These are published in the form of Occasional Papers, Working Papers, and Books. Some of the research studies published by Exim India pertaining to Africa include:

- ECOWAS: A Study of India's Trade and Investment Potential;
- West African region: A Study of India's Trade and Investment Potential;
- Southern African development community (SADC): A Study of India's Trade and Investment Potential;
- Southern African Customs Union (SACU): A Study of India's Trade and Investment Potential;
- COMESA: A Study of India's Trade and Investment Potential;
- South Africa: A Study of India's Trade and Investment Potential;
- Select Southern African Countries: A Study of India's Trade and Investment Potential;
- Strategy for Quantum Jump in Exports: Focus on Africa, Latin America and China;
- Snap Market Survey for Pharmaceutical Products in South Africa;
- The Commonwealth: Promoting a Shared Vision on Trade and Investment;
- India's Trade and Investment Relations with LDCs (Least Developed Countries): Harnessing Synergies.

In sum, Exim India, with its comprehensive range of financing, advisory and support services, seeks to create an enabling environment for enhancing two-way flow of trade, investment and technology between India and the African Region. While promoting infrastructure development and facilitating private sector development in host countries, the various efforts of Exim India, ensconced in its range of activities, also contribute towards institutional building in the African Region.

1. AFRICA: RECENT ECONOMIC PERFORMANCE

Africa is a continent on the rise. According to African Development Bank's (AfDB) African Economic Outlook 2015, the African economy grew at 3.9 per cent in 2014, as compared to 3.5 per cent in the preceding year. Domestic demand has continued to boost growth in many countries while external demand has remained mostly subdued resulting in weak export, notably to advanced countries and to a lesser extent in emerging economies. Further, export values of goods were also depressed by lower export prices. Domestic demand in most African countries was boosted by private consumption and public infrastructure investment with the latter also increasingly financed by issuing international sovereign bonds. Ethiopia, Democratic Republic of the Congo, Côte d'Ivoire, Mozambique, and Mali were among the fastest growing economies in the region in 2014.

Africa's combined GDP stood at US\$ 2.5 trillion in 2014 (**Table 1.1**).

Since mid-2014, there have been major changes to the global economic environment, thus affecting the region's growth. Oil prices have declined since June 2014, and supply and demand factors have both contributed to these developments. During the same year, the Ebola outbreak has led to a heavy economic and social drain on the West African economies mainly Guinea, Liberia, and Sierra Leone.

Africa's GDP was at US\$ 2.5 trillion in 2014, as compared to US\$ 2.4 trillion in the preceding year. Africa's GDP is dominated by oil exporting economies. Nigeria, South Africa, Egypt, Algeria, and Angola are the largest economies in the region, together accounting for 77.1 per cent of the region's economy.

Table 1.1: Table 1: Select Macroeconomic Indicators of African Countries

Country	GDP Growth (%)				GDP current prices (US\$ bn)				Population (mn)			
	2013	2014	2015 ^f	2016 ^f	2013	2014	2015 ^f	2016 ^f	2013	2014	2015 ^f	2016 ^f
Africa	3.5	3.9	4.5	5.0	2388.0	2461.4	1952.7	2011.4	1086.7	1114.2	1141.0	1168.3
Algeria	2.8	3.8	3.0	3.9	209.7	213.5	175.1	181.7	37.9	39.5	40.3	41.1
Angola	6.8	4.8	3.5	3.5	124.2	129.3	102.0	98.8	23.7	24.4	25.1	25.9
Benin	5.6	5.4	5.5	5.3	8.3	8.7	7.7	8.3	10.3	10.6	10.9	11.1
Botswana	9.3	4.4	2.6	3.2	15.1	15.2	13.1	13.0	2.1	2.1	2.1	2.2
Burkina Faso	6.6	4.0	5.0	6.0	12.2	12.5	11.3	12.2	16.9	17.4	17.9	18.5
Burundi	4.5	4.7	-7.2	5.2	2.7	3.1	3.0	3.2	9.0	9.2	9.4	9.6
Cabo Verde	1.0	1.8	3.5	3.7	1.8	1.9	1.6	1.7	0.5	0.5	0.5	0.5
Cameroon	5.6	5.7	5.3	5.4	29.6	31.8	28.5	30.8	22.0	22.5	23.1	23.7
Central African Republic	-36.0	1.0	5.5	5.7	1.5	1.7	1.6	1.8	4.6	4.7	4.8	4.9
Chad	5.7	6.9	6.9	4.2	13.0	13.9	11.7	12.8	11.0	11.3	11.6	11.9
Comoros	3.5	2.0	1.0	2.2	0.7	0.7	0.6	0.6	0.8	0.8	0.8	0.8
DR Congo	8.5	9.2	8.4	7.3	32.7	35.9	39.1	42.1	77.0	79.3	81.7	84.1

Republic of Congo	3.3	6.8	1.0	6.5	13.5	13.6	8.9	9.8	4.2	4.3	4.4	4.5
Côte d'Ivoire	8.7	7.9	8.2	7.6	31.1	33.7	31.3	34.3	22.5	23.1	23.7	24.3
Djibouti	5.0	6.0	6.5	7.0	1.5	1.6	1.7	1.9	0.9	0.9	1.0	1.0
Egypt	2.1	2.2	4.2	4.3	271.4	286.4	-	-	84.7	86.7	88.4	90.2
Equatorial Guinea	-6.5	-0.3	-10.2	-0.8	17.1	15.5	10.0	10.2	0.8	0.8	0.8	0.8
Eritrea	1.3	1.7	0.2	2.2	3.4	3.9	4.3	4.8	6.3	6.5	6.8	7.0
Ethiopia	9.8	10.3	8.7	8.1	47.5	54.8	63.0	70.2	87.0	88.3	89.8	91.2
Gabon	5.6	4.3	3.5	4.9	17.6	18.2	13.8	14.2	1.6	1.6	1.6	1.6
The Gambia	4.8	-0.2	4.7	5.5	0.9	0.8	0.8	0.8	1.9	1.9	2.0	2.0
Ghana	7.3	4.0	3.5	5.7	47.8	38.6	37.7	42.3	25.6	26.2	26.9	27.6
Guinea	2.3	1.1	0.0	4.9	6.2	6.7	6.7	7.1	11.7	12.0	12.3	12.6
Guinea-Bissau	0.8	2.5	4.7	4.8	1.0	1.1	1.0	1.1	1.7	1.7	1.8	1.8
Kenya	5.7	5.3	6.5	6.8	54.9	60.9	63.1	68.9	41.8	42.9	44.1	45.2
Lesotho	3.6	3.4	2.6	2.9	2.3	2.2	2.0	2.1	1.9	1.9	1.9	1.9
Liberia	8.7	0.7	0.9	5.6	2.0	2.0	2.0	2.1	4.1	4.2	4.3	4.4
Libya	-13.6	-24.0	-6.1	2.0	65.5	41.1	29.7	32.4	6.1	6.2	6.3	6.3
Madagascar	2.3	3.3	3.4	4.6	10.6	10.7	9.5	9.2	22.9	23.6	24.2	24.9
Malawi	5.2	5.7	4.0	5.0	5.4	6.1	6.4	6.1	17.1	17.6	18.1	18.6
Mali	1.7	7.2	5.0	5.0	11.1	12.1	11.0	11.9	15.3	15.8	16.3	16.8
Mauritania	5.5	6.9	4.1	6.4	5.2	5.1	4.7	4.8	3.5	3.6	3.7	3.8
Mauritius	3.2	3.6	3.2	3.8	11.9	12.6	11.6	12.1	1.3	1.3	1.3	1.3
Morocco	4.7	2.4	4.9	3.7	107.2	110.0	103.1	109.9	32.9	33.2	33.5	33.8
Mozambique	7.4	7.4	7.0	8.2	15.6	16.7	17.0	19.0	25.8	26.5	27.1	27.8
Namibia	5.1	4.5	4.8	5.0	12.9	13.6	12.9	13.7	2.2	2.2	2.2	2.2
Niger	4.6	6.9	4.3	5.4	7.5	8.0	7.1	7.7	16.6	17.1	17.6	18.2
Nigeria	5.4	6.3	4.0	4.3	521.8	574.0	493.0	484.9	169.3	173.9	178.7	183.6
Rwanda	4.7	6.9	6.5	7.0	7.5	7.9	8.5	9.2	10.8	11.1	11.4	11.7
São Tomé and Príncipe	4.0	4.5	5.0	5.2	0.3	0.3	0.3	0.4	0.2	0.2	0.2	0.2
Senegal	3.6	4.7	5.1	5.9	15.0	15.7	14.0	15.2	14.1	14.5	15.0	15.4
Seychelles	6.0	3.3	3.5	3.7	1.4	1.4	1.4	1.5	0.1	0.1	0.1	0.1
Sierra Leone	20.1	7.1	-23.9	-0.7	4.9	4.8	4.3	4.6	6.1	6.2	6.3	6.4
South Africa	2.2	1.5	1.4	1.3	366.2	350.1	317.3	326.5	53.2	54.0	54.9	55.7
South Sudan	29.3	2.9	-5.3	0.7	15.3	14.3	12.9	13.8	10.9	11.4	11.9	12.1
Sudan	3.9	3.6	3.5	4.0	66.6	74.8	84.3	85.2	36.2	37.3	38.4	39.6
Swaziland	2.9	2.5	1.9	0.7	4.6	4.4	4.3	4.4	1.1	1.1	1.1	1.1
Tanzania	7.3	7.0	6.9	7.0	44.4	48.1	46.2	46.9	45.8	46.7	47.7	48.6
Togo	5.4	5.0	5.4	5.6	4.4	4.6	4.2	4.5	6.8	7.0	7.2	7.4
Tunisia	2.3	2.3	1.0	3.0	47.0	48.6	44.3	44.6	10.9	11.0	11.1	11.2
Uganda	3.9	4.8	5.2	5.5	25.6	27.6	24.9	26.6	37.6	38.7	39.9	41.1
Zambia	6.7	5.6	4.3	4.0	26.8	26.6	24.5	25.2	14.5	15.0	15.5	16.0
Zimbabwe	4.5	3.3	1.4	2.4	13.5	13.8	13.9	14.3	13.1	13.3	13.4	13.6

Note: † forecast; - not available

Source: IMF, WEO April 2015; and AfDB, African Economic Outlook 2015

Within the African region, its largest oil exporter, Nigeria, continued to witness strong growth in the non-oil sector and registered a real GDP growth of 6.3 per cent in 2014. South Africa's growth slowed to 1.5 per cent in 2014, as compared 2.2 per cent in the preceding year, mainly due to a weak currency and slowdown in the mining sector. Real GDP growth of Egypt is estimated to have increased marginally in 2014 to 2.2 per cent, compared to a growth of 2.1 per cent witnessed in 2013, growth was mainly supported by a recovery in domestic demand. Growth in Algeria stood at 3.8 per cent in 2014 as compared to 2.8 per cent in 2013, main due to the expansion in oil and natural gas with new fields producing at capacity. Ethiopia's growth in 2014 was mainly driven by the agriculture sector in addition to the expansion of roads, power and market networks. Rise in mining production, pick up in construction activities and accelerated growth in the agriculture sector resulted in strong growth of the Democratic Republic of Congo.

Despite the medium-term risks of lower oil and commodity prices, slow recovery or decelerating growth, tighter global monetary policy, the Ebola

outbreak, weather-related shocks and, in some countries, political instability, Africa's prospects are strong². Africa has enhanced its productivity through structural transformation, associated with its strong growth performance. Expanded intra-African trade; increased export diversification from agricultural commodities, minerals and oil through value addition; and steps to promote industrialization and structural change should help consolidate its growth.

In order to translate growth into sustainable, inclusive development, Africa needs to keep improving its business environment, political and economic governance, and economic management to enhance productivity in sectors where it has a comparative advantage. That improvement entails addressing deficits in infrastructure, technology and human capital by mobilizing domestic resources innovatively.

Acceleration of regional integration through trade and investment, would lead to the mobilization of resources in Africa and thus translate to sustainable growth with inclusive development.

²Economic Report on Africa 2015: Industrialising Through Trade, United Nations Economic Commission for Africa (UNECA)

2. TRENDS IN AFRICA'S FOREIGN TRADE AND INVESTMENT: AN OVERVIEW

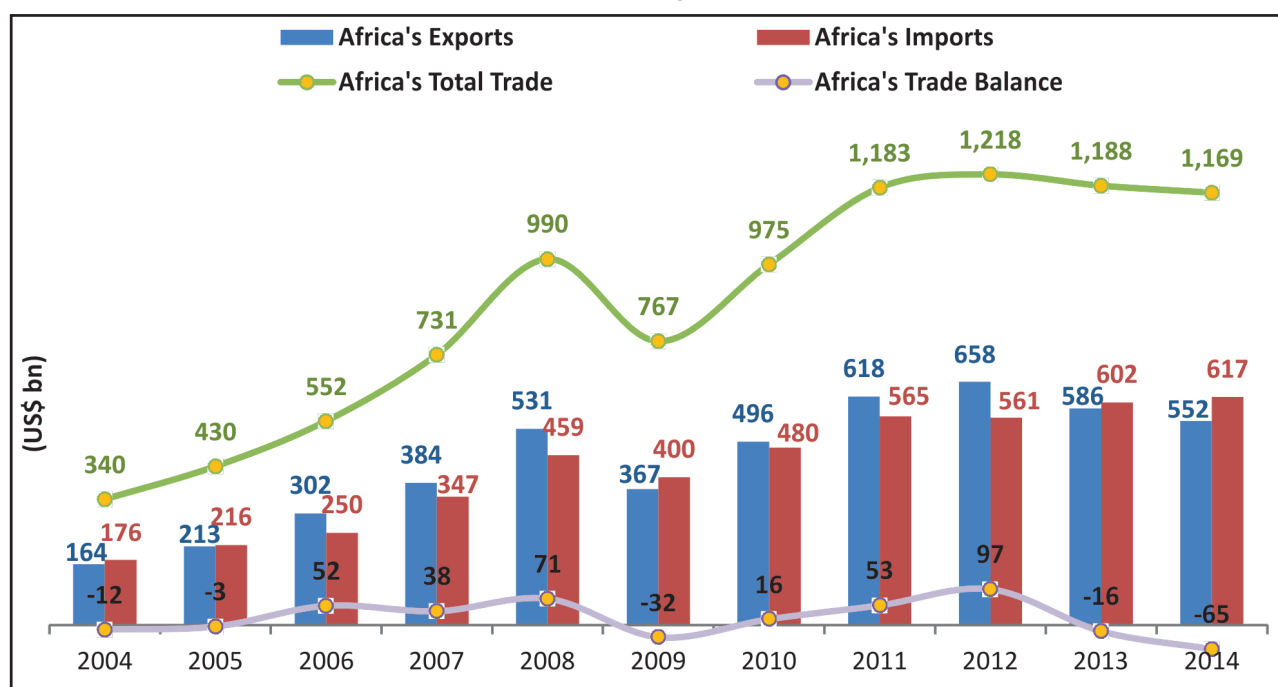
In the recent years, Africa's global trade has witnessed significant upward trend. During the period 2004 to 2014, Africa's total trade has risen more-than three-fold, from US\$ 340.4 billion to US\$ 1,168.9 billion. This upward trend has been underlined by rise in both Africa's export and imports (Chart 2.1).

In the case of exports, Africa's total exports have risen from US\$ 164.5 billion in 2004 to US\$ 552 billion in 2014, with a resultant rise in the share of Africa in global exports from 1.8 per cent to 3 per cent during the period.

As regards imports, Africa's total imports have also witnessed a growth. In 2014, Africa's total imports amounted to US\$ 616.9 billion (3.3 per cent of global imports), up from US\$ 176 billion (1.9 per cent of global imports) in 2004.

Africa generally maintains a trade surplus, barring a few years. In 2013, Africa's trade balance turned into deficit after three consecutive years of surplus. In 2014, Africa's trade deficit stood at US\$ 64.8 billion.

Chart 2.1: Africa's Foreign Trade, 2004-2014



Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Africa – Major Exporters & Importers

Amongst the countries in Africa, the largest exporters are Nigeria, South Africa, Angola, and Algeria, together accounting for as much as 56 per cent of Africa's total exports in 2014. Other

important exporters from Africa include Egypt, Morocco, Libya, Tunisia and Côte d'Ivoire.

As regards imports, the leading importers in Africa are South Africa, Egypt, Algeria, Nigeria and Morocco, which together accounted for 53 per cent of Africa's total imports in 2014 (**Table 2.1**).

Table 2.1: Africa's Major Exporters and Importers

Africa's Major Exporters			Africa's Major Importers		
Country	2014 (US\$ bn)	Share in Africa's Exports (%)	Country	2014 (US\$ bn)	Share in Africa's Imports (%)
Africa	552.0	100.0	Africa	616.9	100.0
Nigeria	93.6	17.0	South Africa	99.9	16.2
South Africa	90.6	16.4	Egypt	71.3	11.6
Angola	63.7	11.5	Algeria	58.6	9.5
Algeria	63.2	11.5	Nigeria	51.6	8.4
Egypt	26.8	4.9	Morocco	45.9	7.4
Morocco	23.7	4.3	Angola	26.0	4.2
Libya	20.1	3.6	Tunisia	23.0	3.7
Tunisia	16.4	3.0	Ethiopia	21.9	3.6
Côte d'Ivoire	13.0	2.4	Kenya	19.7	3.2
Equatorial Guinea	12.9	2.3	Libya	16.4	2.7
Ghana	11.9	2.1	Ghana	13.5	2.2
Zambia	9.7	1.8	Tanzania	12.7	2.1
Gabon	8.9	1.6	Liberia	11.6	1.9
Botswana	7.9	1.4	Côte d'Ivoire	11.2	1.8
Sudan (North+South)	7.5	1.4	Zambia	9.5	1.5
DR Congo	6.8	1.2	Mozambique	8.7	1.4
Congo	6.5	1.2	Botswana	7.8	1.3
Kenya	6.1	1.1	Cameroon	7.6	1.2
Tanzania	5.7	1.0	Namibia	7.5	1.2
Ethiopia	5.7	1.0	Sudan (North+South)	7.2	1.2

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Africa – Major Export Items

Reflecting the significant rise in exports of petroleum crude from Africa, mineral fuels are the largest export items from Africa, accounting for as much as 55 per cent of Africa's total exports in 2014. Other major items of export from Africa include pearls & precious stones, ores & slag, electrical & electronic equipment, vehicles other than railway and tramway, copper and its articles, and cocoa and cocoa preparations (**Table 2.2**).

• Africa's Crude Petroleum Exports (HS-2709)

Countries in Africa such as Nigeria, Angola, Algeria and Libya are among the leading global exporters of crude oil, with a combined share of as much as 80 per cent of Africa's crude petroleum exports (which is 12.2 per cent of world's exports) in 2014.

Africa's export of crude petroleum has risen eight-fold from US\$ 27.6 billion in 2004 to as much as

Table 2.2: Africa's Major Export Items

HS Code	Product label	2014 (US\$ bn)	Share in Africa's Exports (%)
TOTAL	All products	552.0	100.0
27	Mineral fuels, oils, and distillation products	303.5	55.0
71	Pearls, precious stones, metals, coins	33.9	6.1
26	Ores, slag and ash	22.1	4.0
85	Electrical, electronic equipment	13.4	2.4
87	Vehicles other than railway, tramway	12.8	2.3
74	Copper and articles	11.5	2.1
18	Cocoa and cocoa preparations	9.7	1.8
84	Machinery, reactors, boilers	9.5	1.7
72	Iron and steel	8.9	1.6
08	Edible fruit, nuts, peel of citrus fruit, melons	7.4	1.3
62	Articles of apparel, accessories, not knit or crochet	7.2	1.3
28	Inorganic chemicals, precious metal compound, isotopes	5.1	0.9
76	Aluminium and articles	4.7	0.8
39	Plastics and articles	4.4	0.8
03	Fish, crustaceans, molluscs, aquatic invertebrates	4.4	0.8
07	Edible vegetables and certain roots and tubers	4.2	0.8
31	Fertilizers	4.0	0.7
09	Coffee, tea, mate and spices	4.0	0.7
61	Articles of apparel, accessories, knit or crochet	3.9	0.7
25	Salt, sulphur, earth, stone, plaster, lime and cement	3.7	0.7

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

US\$ 220.7 billion in 2014, with a resultant rise in share in global crude petroleum exports from 5.3 per cent in 2004 to 15.2 per cent in 2014.

Africa – Major Import Items

In contrast to Africa's export basket which is dominated by crude oil, Africa's import basket is relatively diversified. Minerals fuels (mainly dominated by petroleum oils, not crude) (16.5 per cent of Africa's imports in 2014) and machinery

(11.3 per cent of Africa's imports in 2014) are the two largest import items, followed by electronic and electrical equipment, vehicles other than railway and tramway, cereals, and plastics and its articles (**Table 2.3**).

Nigeria, South Africa, Egypt, Morocco and Kenya are the largest importers of petroleum oils, not crude (HS-2710) cumulatively accounting for 45 per cent of Africa's petroleum oil imports.

Table 2.3: Africa's Major Import Items

HS Code	Product label	2014 (US\$ bn)	Share in Africa's Imports (%)
TOTAL	All products	616.9	100.0
27	Mineral fuels, oils, and distillation products	101.6	16.5
84	Machinery, reactors, boilers	70.0	11.3
85	Electrical, electronic equipment	48.9	7.9
87	Vehicles other than railway, tramway	48.8	7.9
10	Cereals	25.0	4.1
39	Plastics and articles	21.2	3.4
73	Articles of iron or steel	19.1	3.1
72	Iron and steel	19.1	3.1
30	Pharmaceutical products	15.8	2.6
89	Ships, boats and other floating structures	10.6	1.7
90	Optical, photo, technical, medical apparatus	9.3	1.5
15	Animal, vegetable fats and oils, cleavage products	8.5	1.4
48	Paper and paperboard, articles of pulp, paper and board	7.8	1.3
40	Rubber and articles	7.7	1.2
38	Miscellaneous chemical products	7.6	1.2
94	Furniture, lighting, signs, prefabricated buildings	7.2	1.2
04	Dairy products, eggs, honey, edible animal product	6.5	1.1
71	Pearls, precious stones, metals, coins	6.1	1.0
17	Sugars and sugar confectionery	6.1	1.0
29	Organic chemicals	6.0	1.0

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Africa – Major Export Markets

While western developed countries such as France, Spain, the USA, Italy, the Netherlands, the UK and Germany continue to be major markets for Africa's exports, developing countries such as China and India have emerged as major export destinations in recent years. In fact, in 2014, China was the largest market for Africa's global exports (accounting for 12.7 per cent of Africa's total

exports), from being the seventh-largest market for Africa in 2004. At the same time, India was the second-largest market in 2014 (accounting for 6.7 per cent of Africa's total exports), from being the eighteenth-largest market for Africa in 2004.

Other major destinations for Africa's exports in 2014 include France (6.3 per cent of Africa's total exports), Spain, the USA, and Italy (**Table 2.4**).

Table 2.4: Africa's Major Export Markets

Importers	2004 (US\$ bn)	Share in Africa's Exports (%)	Importers	2014 (US\$ bn)	Share in Africa's Exports (%)
Africa's Exports	164.5	100.0	Africa's Exports	552.0	100.0
USA	38.5	23.4	China	70.0	12.7
Italy	20.2	12.3	India	36.8	6.7
France	17.9	10.9	France	34.8	6.3
Spain	14.6	8.9	Spain	33.8	6.1
UK	12.6	7.7	USA	30.9	5.6
Germany	9.9	6.0	Italy	27.9	5.1
China	8.6	5.2	Netherlands	23.9	4.3
Netherlands	8.1	5.0	UK	21.1	3.8
Japan	6.8	4.1	Germany	18.6	3.4
Brazil	6.0	3.6	South Africa	17.2	3.1
South Africa	4.6	2.8	Brazil	16.8	3.0
Belgium	4.4	2.7	Japan	14.3	2.6
Turkey	3.9	2.4	Switzerland	13.7	2.5
Switzerland	3.6	2.2	Belgium	12.0	2.2
Taipei, Chinese	3.4	2.1	Gabon	9.7	1.8
Canada	3.0	1.8	South Korea	8.7	1.6
Portugal	2.8	1.7	Turkey	6.7	1.2
India	2.3	1.4	Portugal	6.2	1.1
South Korea	2.0	1.2	Taipei, Chinese	6.0	1.1
Indonesia	1.7	1.0	Botswana	5.8	1.1

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Africa – Major Import Sources

As regards imports, while western countries such as the USA, France, Germany and Italy remain major sources for Africa's global imports, China has emerged as the leading supplier to Africa,

accounting for as much as 15.7 per cent of Africa's total imports in 2014. Other major sources for Africa's imports include the US (accounting for 6 per cent of Africa's total imports), France, Germany, India and South Africa (**Table 2.5**).

Table 2.5: Africa's Major Import Sources

Exporters	2004 (US\$ bn)	Share in Africa's Imports (%)	Exporters	2004 (US\$ bn)	Share in Africa's Imports (%)
Africa's Imports	176.0	100.0	Africa's Imports	616.9	100.0
France	21.6	12.3	China	96.7	15.7
Germany	14.8	8.4	USA	36.7	6.0
South Africa	12.9	7.3	France	34.2	5.6
USA	12.5	7.1	Germany	31.5	5.1
China	12.3	7.0	India	30.7	5.0
Italy	11.4	6.5	South Africa	29.3	4.7
UK	9.3	5.3	Italy	26.0	4.2
Saudi Arabia	9.1	5.2	Spain	20.2	3.3
Japan	8.6	4.9	UK	15.4	2.5
Spain	6.0	3.4	Netherlands	15.4	2.5
South Korea	5.3	3.0	Saudi Arabia	15.4	2.5
Iran	5.2	2.9	South Korea	15.2	2.5
Netherlands	4.4	2.5	Japan	13.9	2.3
India	4.3	2.5	Turkey	13.8	2.2
Belgium	4.2	2.4	Belgium	12.4	2.0
Brazil	4.2	2.4	Singapore	10.0	1.6
Russian Federation	2.8	1.6	Brazil	9.9	1.6
Turkey	2.6	1.5	Nigeria	9.7	1.6
Nigeria	2.5	1.4	UAE	8.9	1.4
Argentina	2.5	1.4	Thailand	8.5	1.4

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

In a nutshell, Africa's major export and import items, with their respective exporters and importers and

respective export destinations and import sources are represented in **Table 2.6** and **2.7**.

Table 2.6: Africa's Major Exports, Exporters and Export Destinations

HS Code	Product label	2014 (US\$ mn)	Share in Africa's Exports (%)	Africa's Major Exporters for each product	Share (%)	Africa's Major Export Destinations for each product	Share (%)
TOTAL	All products	552008.1	100.0	Nigeria	17.0	China	12.7
				South Africa	16.4	India	6.7
				Angola	11.5	France	6.3
				Algeria	11.5	Spain	6.1
				Egypt	4.9	USA	5.6
27	Mineral fuels, oils, and distillation products	303491.6	55.0	Nigeria	29.8	China	8.9
				Angola	20.6	India	5.0
				Algeria	20.3	Spain	4.5
				Libya	6.4	Italy	3.5
				Equatorial Guinea	4.0	France	3.4
71	Pearls, precious stones, metals, coins	33882.4	6.1	South Africa	41.5	Switzerland	17.7
				Botswana	20.0	Belgium	12.8
				Ghana	7.1	India	8.4
				Burkina Faso	4.3	South Africa	7.1
				Tanzania	4.0	Japan	5.4
26	Ores, slag and ash	22086.3	4.0	South Africa	53.0	China	45.7
				DR Congo	8.9	Zambia	6.4
				Sierra Leone	8.2	Japan	5.5
				Mauritania	4.8	India	4.8
				Guinea	3.7	USA	3.8
85	Electrical, electronic equipment	13431.2	2.4	Tunisia	30.8	France	23.5
				Morocco	28.0	Spain	11.2
				South Africa	18.5	Germany	8.0
				Egypt	14.6	UAE	5.9
				Mauritius	2.5	Italy	4.8
87	Vehicles other than railway, tramway	12769.0	2.3	South Africa	68.9	Germany	10.9
				Morocco	19.1	France	10.1
				Tunisia	3.4	USA	9.6
				Côte d'Ivoire	2.3	Belgium	6.8
				Egypt	1.0	Namibia	6.4

74	Copper and articles	11463.8	2.1	Zambia	62.9	Switzerland	37.0
				DR Congo	20.7	China	26.4
				South Africa	4.4	Italy	5.6
				Namibia	2.8	South Korea	4.8
				Egypt	2.3	Australia	3.1
18	Cocoa and cocoa preparations	9745.1	1.8	Côte d'Ivoire	47.5	Netherlands	27.2
				Ghana	32.4	USA	11.3
				Nigeria	8.5	Belgium	7.2
				Cameroon	6.9	France	7.1
				Egypt	1.5	Germany	6.6
84	Machinery, reactors, boilers	9539.8	1.7	South Africa	69.6	Germany	10.9
				Tunisia	6.2	USA	7.7
				Morocco	3.4	Zambia	6.0
				Egypt	2.6	France	5.9
				Zambia	1.7	Namibia	5.0
72	Iron and steel	8936.9	1.6	South Africa	77.8	China	13.3
				Egypt	7.0	USA	9.7
				Zimbabwe	3.2	India	6.2
				Libya	1.6	Mozambique	6.0
				Kenya	1.1	Netherlands	4.7
08	Edible fruit, nuts, peel of citrus fruit, melons	7366.2	1.3	South Africa	38.3	India	15.0
				Egypt	14.3	Netherlands	12.7
				Côte d'Ivoire	13.6	UK	9.1
				Morocco	9.2	Viet Nam	6.7
				Tanzania	5.4	Russian Federation	5.4

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 2.7: Africa's Major Imports, Importers and Import Sources

HS Code	Product label	2014 (US\$ mn)	Share in Africa's Imports (%)	Africa's Major Importers of each product	Share (%)	Africa's Major Import Sources for each product	Share (%)
TOTAL	All products	616853.2	100.0	South Africa	16.2	China	15.7
				Egypt	11.6	USA	6.0
				Algeria	9.5	France	5.6
				Nigeria	8.4	Germany	5.1
				Morocco	7.4	India	5.0
27	Mineral fuels, oils, and distillation products	101595.4	16.5	South Africa	22.9	Saudi Arabia	1.8
				Morocco	10.8	Nigeria	1.5
				Egypt	9.7	India	1.3
				Nigeria	8.1	Netherlands	1.0
				Tunisia	4.5	Kuwait	0.9
84	Machinery, reactors, boilers	69972.5	11.3	South Africa	19.0	China	21.0
				Algeria	14.6	USA	10.1
				Nigeria	9.1	Germany	9.3
				Egypt	8.2	Italy	8.7
				Angola	5.7	France	6.1
85	Electrical, electronic equipment	48946.7	7.9	South Africa	19.8	China	35.2
				Algeria	10.4	France	7.9
				Nigeria	9.6	Germany	6.1
				Egypt	9.6	Italy	4.7
				Morocco	8.1	USA	3.8
87	Vehicles other than railway, tramway	48838.8	7.9	South Africa	16.8	China	14.1
				Algeria	14.3	Japan	12.1
				Egypt	10.7	Germany	11.0
				Nigeria	8.7	South Africa	7.3
				Morocco	6.8	India	6.9
10	Cereals	25022.7	4.1	Egypt	20.2	France	13.3
				Algeria	14.6	Russian Federation	10.5
				Morocco	8.5	Thailand	10.1
				Nigeria	8.3	Ukraine	8.9
				Benin	4.1	India	8.4
39	Plastics and articles	21247.9	3.4	Egypt	15.5	China	16.1
				South Africa	12.0	Saudi Arabia	10.8
				Algeria	10.5	South Africa	5.7
				Nigeria	9.9	Germany	5.3
				Morocco	9.1	South Korea	5.0

73	Articles of iron or steel	19147.4	3.1	Egypt	13.5	China	28.9
				Algeria	13.1	Italy	7.9
				Nigeria	10.7	South Africa	7.0
				Angola	8.8	USA	6.8
				South Africa	6.7	France	5.0
72	Iron and steel	19135.9	3.1	Egypt	22.7	China	17.0
				Algeria	18.7	Ukraine	10.6
				Morocco	7.5	Spain	9.2
				South Africa	6.5	Turkey	8.5
				Nigeria	5.7	Italy	7.3
30	Pharmaceutical products	15824.9	2.6	Algeria	15.9	France	19.3
				South Africa	13.1	India	18.2
				Egypt	11.9	Germany	10.6
				Nigeria	7.2	Switzerland	6.4
				Morocco	3.7	Belgium	5.3
89	Ships, boats and other floating structures	10556.0	1.7	Liberia	52.2	South Korea	40.9
				Angola	18.5	China	10.9
				Mauritania	7.6	USA	9.9
				Côte d'Ivoire	6.0	Japan	9.8
				Nigeria	4.4	Bahamas	6.1

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Foreign Direct Investment (FDI) flows in African region³

Foreign Direct Investment (FDI) flows into the African region remained unchanged at US\$ 54 billion in 2014, while FDI flows to North Africa declined by 15 per cent to US\$ 12 billion, FDI flows to Sub-Saharan Africa increased by 5 per cent to US\$ 42 billion. In Sub-Saharan Africa, FDI flows to West Africa declined by 10 per cent to US\$ 13 billion, as Ebola and falling commodity prices negatively affected several countries. Flows to Southern Africa also fell by 2 per cent to

US\$ 11 billion. By contrast, FDI flows to Central Africa and East Africa increased by 33 per cent and 11 per cent, to US\$ 12 billion and US\$ 7 billion, respectively.

Outward FDI from Africa declined by 18 per cent to US\$ 13.1 billion in 2014, as compared to US\$ 16 billion in the preceding year. However, intra-African investments rose significantly in 2014. South African Multi-National Enterprises (MNEs) invested in telecommunications, mining and retail, while those from Nigeria focused largely on financial services.

³ Source: UNCTADstat and World Investment Report 2015, UNCTAD

3. REGIONAL TRADE AGREEMENTS IN AFRICA

Since the early 1990s, many countries in Africa have made significant progress in opening up their economies to external competition through trade and exchange rate liberalisation. At the same time, with creation or expansion of a number of important Regional Trading Agreements (RTA) in other parts of the world, there has been a revival of interest among policy makers in Africa for regional integration, resulting in the establishment or renewal of such arrangements in the region. Thus, Africa is home to some 30 RTAs or trade blocs⁴, many of which are part of deeper regional integration schemes. While some RTAs have been revived, there has been a renewed push in recent years to broaden and deepen such RTAs.

Intra-regional trading agreements in Africa that have been notified to the WTO include:

- **Common Market for Eastern and Southern Africa (COMESA)** - Burundi, Comoros, Democratic Republic of Congo, Djibouti, Arab Republic of Egypt, Eritrea, Ethiopia, Kenya, Libya, Madagascar, Malawi, Mauritius, Rwanda, Seychelles, Sudan, Swaziland, Uganda, Zambia and Zimbabwe;
- **Southern African Development Community (SADC)** - Angola, Botswana, Democratic Republic of Congo, Lesotho, Madagascar, Malawi, Mauritius, Mozambique, Namibia, Seychelles, South Africa, Swaziland, Tanzania, Zambia and Zimbabwe;

- **Southern African Customs Union (SACU)** - Botswana, Lesotho, Namibia, South Africa and Swaziland;
- **West African Economic and Monetary Union (UEMOA)** - Benin, Burkina Faso, Côte d'Ivoire, Guinea-Bissau, Mali, Niger, Senegal and Togo;
- **Economic Community of West African States (ECOWAS)** - Benin, Burkina Faso, Cape Verde, Côte d'Ivoire, the Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone and Togo;
- **Economic and Monetary Community of Central Africa (CEMAC)** - Cameroon, the Central African Republic, Chad, the Republic of Congo, Equatorial Guinea and Gabon;
- **East African Community (EAC)** – Burundi, Kenya, Rwanda, Tanzania, and Uganda;

These trading arrangements are envisaged to foster trade and investment relations amongst member countries by removal or lowering of tariffs and other impediments to intra-regional trade flows. In some cases, the arrangement also aims at fostering common economic and monetary union amongst member states, as also a common currency.

⁴Bilateral and Regional Trade Agreements and Technical Barriers to Trade: An African Perspective, OECD Trade Policy Working Paper No. 96 (2010)

4. INDIA-AFRICA TRADE RELATIONS: RECENT TRENDS

India and Africa have had a long-standing relationship that is marked with historic, cultural, economic and political exchanges and cooperation. The recent years have witnessed tremendous increase and deepening of economic and cultural exchanges and cooperation between India and Africa. The synergy that exists between India and Africa can be gauged from the robust trends in India-Africa trade relations, wherein bilateral trade has risen around nine-fold in the decade, from US\$ 8.2 billion in 2004 to US\$ 75 billion in 2014 (**Table 4.1**).

India's exports to Africa have increased almost seven-fold from US\$ 4.8 billion in 2004 to US\$ 34.6 billion in 2014, thereby accounting for 10.9 per cent share in India's total exports.

Concomitant rise in imports from Africa during the comparable period attest to increased two-way trade relations, wherein India's imports from Africa have increased nearly twelve-fold from US\$ 3.4 billion in 2004 to US\$ 40.4 billion in 2014, thereby accounting for 8.8 per cent share in India's total imports.

Consequently, due to large imports from the region, India's trade deficit with Africa stood at US\$ 5.7 billion in 2014, from a surplus of US\$ 1.4 billion in 2004. India's imports from Africa grew at an annual average of 35 per cent during 2004 to 2014, as against India's exports to Africa that stood at an annual average of 23 per cent during the same period.

Table 4.1: India's Trade with Africa (US\$ bn)

Items	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
India's exports to Africa	4.8	6.7	9.5	12.4	15.4	13.3	17.9	23.3	27.3	34.1	34.6
<i>Share in India's exports to world (%)</i>	6.3	6.7	7.8	8.5	8.5	7.5	8.1	7.7	9.4	10.1	10.9
India's imports from Africa	3.4	4.9	12.8	18.3	26.7	21.1	31.4	39.8	43.0	39.4	40.4
<i>Share in India's imports from world (%)</i>	3.4	3.5	7.2	8.4	8.4	7.9	9.0	8.6	8.8	8.5	8.8
India's Trade with Africa	8.2	11.7	22.2	30.8	42.0	34.4	49.3	63.1	70.3	73.5	75.0
India's Trade Balance with Africa	1.4	1.8	-3.3	-5.9	-11.3	-7.8	-13.6	-16.4	-15.7	-5.3	-5.7

Note: Imports include oil imports from 2006 onwards

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Major Export Partners

As regards major trading partners in the African region, South Africa remained the leading destination for India's exports during 2014, accounting for around 16.5 per cent of India's total

exports to Africa. Other major export destinations include Kenya (12.7 per cent of total exports to Africa), Tanzania, Egypt, and Nigeria. Trends in India's exports to major markets in Africa are shown in the **Table 4.2**.

Table 4.2: India's Major Export Destinations in Africa

Importers	2004 (US\$ mn)	Share in India's exports to Africa (%)	2014 (US\$ mn)	Share in India's exports to Africa (%)
World	75904.2	-	317544.6	-
Africa	4804.8	100.0	34630.0	100.0
South Africa	891.6	18.6	5722.4	16.5
Kenya	375.4	7.8	4405.4	12.7
Tanzania	172.8	3.6	3714.3	10.7
Egypt	415.0	8.6	3136.2	9.1
Nigeria	539.8	11.2	2872.2	8.3
Mozambique	73.9	1.5	1957.9	5.7
Mauritius	204.8	4.3	1504.5	4.3
Algeria	205.4	4.3	1080.3	3.1
Sudan (North + South)	249.0	5.2	882.4	2.5
Ethiopia	55.4	1.2	762.8	2.2
Ghana	168.1	3.5	670.4	1.9
Togo	214.5	4.5	665.0	1.9
Angola	65.1	1.4	610.4	1.8
Uganda	77.3	1.6	546.4	1.6
Benin	40.7	0.8	529.6	1.5

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Major Import Partners

As regards India's imports from Africa, Nigeria dominated with a significant share of 38.8 per cent of India's total imports from Africa during 2014,

reflecting significant imports of crude petroleum from the country. South Africa was the second-largest import source with a share of 14.8 per cent during 2014, followed by Angola, Egypt and Botswana (**Table 4.3**).

Table 4.3: India's Major Import Sources in Africa

Exporters	2004 (US\$ mn)	Share in India's imports from Africa (%)	2004 (US\$ mn)	Share in India's imports from Africa (%)
World	98981.1	-	459369.5	
Africa	3380.2	100.0	40366.3	100.0
Nigeria	53.0	1.6	15663.4	38.8
South Africa	1791.8	53.0	5993.8	14.8
Angola	0.7	0.0	5641.7	14.0
Egypt	125.0	3.7	1873.3	4.6
Botswana	0.2	0.0	1046.0	2.6
Tanzania	131.4	3.9	927.2	2.3
Morocco	269.0	8.0	867.8	2.1
Ghana	41.3	1.2	805.1	2.0
Gabon	38.2	1.1	784.4	1.9
Equatorial Guinea	0.8	0.0	716.3	1.8
Sudan (North + South)	22.8	0.7	714.3	1.8
Algeria	6.5	0.2	643.1	1.6
Cameroon	10.8	0.3	578.0	1.4
Guinea	26.6	0.8	569.8	1.4
Côte d'Ivoire	157.6	4.7	523.8	1.3

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Major Traded Items

Exports

Mineral fuels, oils and distillation products (mainly petroleum products) are the largest items in India's export basket to Africa, contributing 33 per cent to India's total exports to Africa during 2014. Other important items of exports to Africa in 2014 include vehicles other than railway or tramway, pharmaceuticals products, machinery and equipments, cereals and electrical machinery and equipment (**Table 4.4**).

The importance of Africa as India's export destination can be assessed from the fact that Africa accounts for 10.9 per cent of its global exports in 2014. Africa accounts for 18.4 per cent of India's global export of mineral fuels, mineral oils and its products (mainly petroleum oils), likewise, it also accounts for 23.4 per cent of India's global export of vehicles other than railway or tramway.

Commodity-wise India's major export destinations in Africa are represented in **Table 4.5**

Table 4.4: India's Major Export Items to Africa

HS code	Product label	2004			2014		
		Value (US\$ mn)	Share in India's exports to Africa (%)	Share in India's exports to world (%)	Value (US\$ mn)	Share in India's exports to Africa (%)	Share in India's exports to world (%)
TOTAL	All products	4804.8	100.0	6.3	34630.0	100.0	10.9
27	Mineral fuels, oils, distillation products	532.0	11.1	8.7	11441.9	33.0	18.4
87	Vehicles other than railway, tramway	345.2	7.2	15.4	3390.8	9.8	23.4
30	Pharmaceutical products	391.6	8.1	20.5	2956.4	8.5	25.3
84	Machinery, reactors, boilers	342.5	7.1	11.7	1693.3	4.9	12.5
10	Cereals	310.9	6.5	17.0	1675.9	4.8	16.7
85	Electrical, electronic equipment	126.1	2.6	6.4	991.8	2.9	11.0
52	Cotton	401.9	8.4	16.2	851.3	2.5	9.6
39	Plastics and articles	196.8	4.1	10.4	841.4	2.4	15.6
02	Meat and edible meat offal	51.2	1.1	12.1	818.7	2.4	16.1
72	Iron and steel	282.7	5.9	8.1	789.8	2.3	8.7
89	Ships, boats and other floating structures	9.1	0.2	2.7	754.1	2.2	16.5
73	Articles of iron or steel	318.0	6.6	15.7	733.4	2.1	9.8
17	Sugars and sugar confectionery	11.0	0.2	14.7	567.9	1.6	43.5
29	Organic chemicals	96.0	2.0	2.9	491.1	1.4	4.1
62	Articles of apparel, accessories, not knit or crochet	87.9	1.8	2.3	452.5	1.3	5.0

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 4.5: India's Major Export Items and Export Markets in Africa

HS code	Product label	Value in 2014 (US\$ mn)	Major Export Destination for each product	Share (%)
TOTAL	All products	34630.0	South Africa	16.5
			Kenya	12.7
			Tanzania	10.7
			Egypt	9.1
			Nigeria	8.3
27	Mineral fuels, oils, distillation products	11441.9	Kenya	26.4
			Tanzania	22.9
			South Africa	17.1
			Mozambique	13.1
			Mauritius	10.0
87	Vehicles other than railway, tramway	3390.8	South Africa	26.2
			Nigeria	16.1
			Algeria	12.5
			Egypt	9.8
			Angola	5.4
30	Pharmaceutical products	2956.4	South Africa	15.5
			Nigeria	13.0
			Kenya	7.9
			Tanzania	7.6
			Ghana	5.7
84	Machinery, reactors, boilers	1693.3	Nigeria	21.3
			South Africa	11.9
			Kenya	10.2
			Egypt	7.5
			Algeria	5.1
10	Cereals	1675.9	Benin	15.3
			Senegal	12.3
			Nigeria	9.2
			South Africa	8.7
			Guinea	7.7

85	Electrical, electronic equipment	991.8	Nigeria	18.1
			South Africa	10.5
			Kenya	9.8
			Tanzania	8.2
			Egypt	8.1
52	Cotton	851.3	Egypt	26.9
			Togo	12.1
			Senegal	7.1
			Benin	5.2
			Mozambique	5.2
39	Plastics and articles	841.4	Nigeria	20.7
			Egypt	11.5
			South Africa	9.0
			Kenya	7.3
			Ethiopia	5.1
02	Meat and edible meat offal	818.7	Egypt	58.0
			Algeria	15.9
			Angola	13.3
			Congo	4.1
			Gabon	1.6
72	Iron and steel	789.8	Ethiopia	15.2
			Kenya	10.9
			Egypt	8.7
			Nigeria	7.6
			Ghana	7.5

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Imports

Table 4.6 highlights the major items imported by India from the African region. As is evident, mineral fuels, mineral oils and its products (mainly crude petroleum) accounted for two-third of India's total imports from Africa during 2014. Other major

imports from Africa include natural or cultured pearls, precious or semiprecious stones; ores, slag and ash; inorganic chemicals; and edible fruit and nuts.

Commodity-wise India's major import sources in Africa are represented in **Table 4.7**

Table 4.6: India's Major Import Items from Africa

HS code	Product label	2004			2014		
		Value (US\$ mn)	Share in India's imports from Africa (%)	Share in India's imports from world (%)	Value (US\$ mn)	Share in India's imports from Africa (%)	Share in India's imports from world (%)
TOTAL	All products	3380.2	100.0	3.4	40366.3	100.0	8.8
27	Mineral fuels, oils, distillation products	50.3	1.5	0.2	28756.1	71.2	16.3
71	Pearls, precious stones, metals, coins	1329.9	39.3	7.5	4408.0	10.9	7.4
26	Ores, slag and ash	50.6	1.5	5.2	1140.3	2.8	15.1
28	Inorganic chemicals	625.0	18.5	40.5	1049.8	2.6	21.0
08	Edible fruit, nuts, peel of citrus fruit, melons	336.2	9.9	55.3	1039.1	2.6	40.5
72	Iron and steel	183.5	5.4	6.8	692.4	1.7	6.1
25	Salt, sulphur, earth, stone, plaster, lime and cement	86.0	2.5	16.1	514.3	1.3	19.1
74	Copper and articles	4.9	0.1	1.0	365.5	0.9	11.3
52	Cotton	113.2	3.4	28.7	283.7	0.7	37.9
07	Edible vegetables and certain roots and tubers	26.3	0.8	5.6	278.5	0.7	10.3
44	Wood and articles of wood, wood charcoal	148.0	4.4	16.9	252.4	0.6	9.3
76	Aluminium and articles	37.5	1.1	8.4	230.8	0.6	6.5
84	Machinery, reactors, boilers	32.2	1.0	0.4	150.9	0.4	0.5
12	Oil seed, oleagic fruits, grain, seed, fruit	9.2	0.3	17.6	148.5	0.4	40.5
09	Coffee, tea, mate and spices	16.2	0.5	12.1	142.1	0.4	21.4

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 4.7: India's Major Import Items and Import Sources in Africa

HS code	Product label	Value in 2014 (US\$ mn)	Major Import Source for each product	Share (%)
TOTAL	All products	40366.3	Nigeria	38.8
			South Africa	14.8
			Angola	14.0
			Egypt	4.6
			Botswana	2.6
27	Mineral fuels, oils, distillation products	28756.1	Nigeria	53.9
			Angola	19.0
			South Africa	8.0
			Egypt	5.1
			Equatorial Guinea	2.5
71	Pearls, precious stones, metals, coins	4408.0	South Africa	40.9
			Botswana	22.1
			Ghana	13.4
			Tanzania	11.5
			Guinea	5.0
26	Ores, slag and ash	1140.3	South Africa	59.2
			Eritrea	17.1
			Guinea	7.6
			Botswana	6.2
			Gabon	5.5
28	Inorganic chemicals	1049.8	Morocco	63.0
			Tunisia	15.2
			Senegal	11.3
			South Africa	4.3
			Kenya	3.5

08	Edible fruit, nuts, peel of citrus fruit, melons	1039.1	Côte d'Ivoire	33.6
			Guinea-Bissau	15.4
			Benin	13.6
			Tanzania	13.4
			Ghana	7.1
72	Iron and steel	692.4	South Africa	71.2
			Angola	7.0
			Togo	3.3
			Senegal	2.3
			Ghana	1.8
25	Salt, sulphur, earth, stone, plaster, lime and cement	514.3	Egypt	36.8
			Morocco	28.9
			Togo	28.1
			South Africa	2.7
			Kenya	1.8
74	Copper and articles	365.5	Zambia	49.5
			Congo	17.7
			DR Congo	8.9
			South Africa	5.9
			Tanzania	4.3
52	Cotton	283.7	Mali	25.1
			Côte d'Ivoire	17.2
			Burkina Faso	12.9
			Egypt	8.4
			Benin	6.9
07	Edible vegetables and certain roots and tubers	278.5	Tanzania	46.1
			Mozambique	21.1
			Malawi	10.2
			Kenya	7.6
			Ethiopia	7.2

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

India's Trade Balance with Africa

Underlying the robust trend in bilateral trade between India and Africa has been the rising trend in India's trade deficit with Africa. From a trade surplus of US\$ 1.4 billion in 2004, India's trade balance stood at a deficit of US\$ 5.7 billion in 2014 (**Table 4.8**).

Amongst the major trade partners with which India's maintains a trade deficit, the largest countries are Nigeria, Angola, Botswana, Gabon, Equatorial Guinea, Morocco, Cameroon, Guinea, South Africa and Côte d'Ivoire. In the case of Nigeria, Angola, Gabon, Equatorial Guinea, Guinea and Cameroon, large and rising volume of crude petroleum imports from these countries have underlined India's rising trade deficit with these countries. The dependence of India on these

countries for crude oil imports can be assessed from the high share of crude oil in India's imports from these countries.

India's deficit with Botswana is primarily due to the large deficit in pearls, precious stones, metals, and coins (mainly diamonds), while deficit with South Africa is mainly due to large imports of gold. In the case of Côte d'Ivoire, large imports of cashew nuts have underlined the trade deficit with the country. India's large imports of inorganic chemicals from Morocco have added to the rising trade deficit with the country.

In Africa, major countries with which India maintains a trade surplus include Kenya, Tanzania, Mozambique, Mauritius, Egypt, Ethiopia, and Uganda, among others.

Table 4.8: India's Trade Balance with Africa (US\$ mn)

Partners	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
India's Trade Balance with Africa	1424.6	1809.2	-3292.4	-5869.0	-11270.0	-7805.5	-13553.3	-16434.1	-15702.3	-5340.6	-5736.3
Major Partners with Trade Deficit											
Nigeria	486.8	789.7	-4749.3	-6024.6	-8755.3	-4101.7	-8339.6	-11047.7	-11133.7	-10862.2	-12791.2
Angola	64.5	100.6	13.2	-686.4	-959.3	-2808.0	-4241.4	-5469.1	-7485.6	-6238.6	-5031.3
Botswana	6.7	11.3	12.3	13.6	2.5	16.1	8.1	8.5	-11.3	-131.3	-995.4
Gabon	-28.4	-29.2	-89.6	-60.8	-184.1	-148.4	-285.6	-21.8	-796.7	-855.6	-743.8
Equatorial Guinea	2.5	6.5	3.7	-63.6	-75.7	-134.2	-117.4	16.0	-431.7	-475.4	-701.9
Morocco	-166.5	-359.2	-358.5	-316.4	-776.3	-480.0	-573.8	-1138.6	-1068.1	-520.8	-525.3
Cameroon	10.2	27.4	58.0	56.7	62.2	7.7	-96.7	-154.7	-262.4	17.5	-347.0
Guinea	18.4	35.9	-145.8	-645.4	-239.8	12.4	-280.3	14.1	-21.8	-367.9	-313.6
South Africa	-900.2	-1279.4	-412.6	-1052.1	-3070.3	-3075.7	-3262.1	-5009.6	-3061.4	-1609.3	-271.4
Côte d'Ivoire	-95.5	-55.3	-60.6	65.8	-183.7	-197.6	-152.3	-225.3	-19.4	29.2	-235.4
Major Partners with Trade Surplus											
Kenya	326.8	404.1	1233.0	1227.0	1552.3	1280.9	1886.6	1911.5	3665.7	3817.6	4277.8
Tanzania	41.4	124.4	175.0	343.7	867.0	646.6	838.8	1512.3	1110.2	2846.8	2787.1
Mozambique	36.9	60.3	142.1	363.0	366.1	322.5	408.7	448.0	620.8	1368.2	1629.3
Mauritius	196.7	249.0	525.9	1033.5	1160.7	385.5	664.4	1329.3	640.6	924.6	1483.2
Egypt	290.0	352.5	-678.4	-685.0	-319.0	-342.8	519.6	-735.5	175.6	480.7	1262.9
Ethiopia	47.2	55.9	99.8	150.3	205.0	267.6	233.0	392.6	612.9	925.1	725.4
Uganda	71.0	81.8	106.8	119.9	164.7	215.7	234.7	411.6	424.2	526.6	510.0
Togo	179.3	54.5	30.8	144.8	41.5	48.2	106.0	199.9	88.1	356.0	458.4
Algeria	198.9	248.5	-206.3	-758.1	-729.7	69.1	-1120.9	-1148.8	-61.1	262.2	437.2
Benin	-27.7	5.1	58.4	148.9	126.1	79.0	122.5	321.7	173.8	697.1	316.5

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

5. INDIA'S INVESTMENT RELATIONS WITH AFRICA

In recent years, besides being major recipients of global foreign direct investment (FDI) inflows, India is emerging as an important global investor with increasing overseas investments in target markets.

Though India had business interest and investment in Africa since very long, these were largely driven by small and medium enterprises and traders. But the recent wave of FDI from India to Africa is driven by the bigger Indian companies. Most of these companies have made significant investment in the extraction sector of different African countries. Sustained increase in commodity prices coupled with increasing demand for energy and raw materials in the domestic economy seems to be the major driving forces for these companies. Particularly for oil and energy companies, the quest for energy security in India is one of the major motivating factors for investing in Africa.

Indian Multi-National Enterprises (MNEs) have ventured into both Greenfield and Brownfield investments, spanning telecommunications, energy, computer services, power and the automobiles sector among others. A large proportion of Indian FDI has also gone into the infrastructure sector in Africa. Several of these investments are actually tied to the investments made in the extraction sector. In other cases, Indian construction and telecommunication companies have made investments in Africa to build roads, ports and telecommunication backbone in several African countries. Apart from these, market seeking FDI from India is also present in Africa. Several auto industry majors like

Tata Motors and Mahindra and Mahindra have investments in Africa. Broadly it can be said that Indian investments in Africa are predominantly resource seeking, though market seeking and efficiency seeking investments are also present. Select Indian investors in Africa include Bharati Airtel, ONGC Videsh, Reliance Industries, Tata Group, Vedanta Resources, Shree Renuka Sugars Ltd, Appolo Tyres, Mahindra Group, Cipla, Kanoria Chemicals, Glenmark Pharmaceuticals, Onmobile Global, RITES, Larsen & Toubro Ltd, and Ashok Leyland, among others.

Indian banks are growing their partnerships with Africa largely based on their clients, who have increased demand for banking options in the African continent. Select Indian Banks in Africa include Bank of India (Kenya, South Africa, Tanzania, Uganda, and Botswana), Bank of Baroda (Mauritius, Seychelles, South Africa, Uganda, Kenya, Botswana, Tanzania, and Ghana), State Bank of India (South Africa, Mauritius, Botswana, and Egypt), Canara Bank (South Africa), HDFC Bank (Kenya), Central Bank of India (Kenya), and ICICI Bank Ltd (South Africa). Select Joint ventures by Indian Banks in Africa include Indo Zambia Bank Ltd. (Bank of Baroda, Bank of India and Central Bank of India); and Sterling Bank PLC, Nigeria (State Bank of India).

According to data from the Ministry of Finance and Reserve Bank of India, approved cumulative India's investments in Africa⁵ during April 1996 to March 2015 amounted to US\$ 50.1 billion. Mauritius, Mozambique, Sudan and Egypt were the top destinations of India's investments in the African region (**Table 5.1**).

⁵Approved Overseas Direct Investment implies RBI Approvals for Overseas Direct Investment in Equity, Loan and Guarantees

Indian FDI in Africa has traditionally been concentrated in Mauritius, taking advantage of the latter country's offshore financial facilities and

favourable tax conditions. Indian investors have, however, been investing in other countries in the region, too.

Table 5.1: India's Approved Overseas Direct Investments in Africa (US\$ mn)

S. No	Country	April 1996 to March 2009	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	April 1996 to March 2015
1	Mauritius	6729.6	2351.8	13106.9	7421.1	4438.9	4581.9	4580.8	43211.0
2	Mozambique	18.2	0.04	3.0	1.0	0.6	2643.1	7.7	2673.5
3	Sudan	1218.0	6.9	13.9	-	0.04	-	0.01	1238.8
4	Egypt	811.2	10.7	24.0	11.8	76.6	29.2	17.6	981.0
5	South Africa	127.4	70.2	41.8	12.2	137.5	19.1	29.5	437.6
6	Libya	151.7	11.6	56.0	-	0.8	27.2	7.4	254.6
7	Liberia	191.0	-	-	0.4	0.4	0.3	0.2	192.3
8	Kenya	149.6	0.8	0.7	1.8	8.7	1.8	6.1	169.4
9	Nigeria	65.0	1.4	8.9	16.3	7.7	6.6	12.7	118.6
10	Tunisia	5.2	-	-	-	4.7	103.5	-	113.4
11	Gabon	64.3	4.8	0.1	0.2	-	18.7	12.1	100.0
12	Morocco	35.3	0.7	38.0	0.0	4.9	5.8	14.9	99.5
13	Ghana	11.4	4.5	11.6	17.4	8.9	24.4	2.2	80.5
14	Ethiopia	10.2	2.0	3.7	3.6	3.1	6.0	42.2	70.7
15	Zambia	3.0	0.1	0.9	2.8	4.5	12.0	41.7	64.8
16	Tanzania	15.0	21.3	6.6	7.4	7.4	3.8	1.6	63.2
17	Botswana	13.9	5.7	2.9	5.6	3.9	0.9	5.0	38.0
18	The Gambia	1.5	28.2	0.9	-	-	-	-	30.6
19	Uganda	3.6	-	23.3	0.3	0.5	0.7	1.5	29.8
20	Senegal	23.3	-	-	-	1.1	-	0.01	24.3
21	Rwanda	18.9	-	-	-	1.0	2.3	1.5	23.7
22	Côte d'Ivoire	15.3	0.3	-	-	-	0.1	-	15.7
23	Mali	-	0.3	-	1.2	1.4	4.1	1.4	8.3
24	Algeria	1.3	-	-	2.0	-	-	3.1	6.5

25	Mauritania	1.6	0.03	-	1.4	2.9	0.2	-	6.1
26	Congo	4.4	-	-	0.7	-	-	0.2	5.3
27	Seychelles	-	-	2.5	0.7	-	0.3	-	3.5
28	Zimbabwe	2.5	-	-	0.1	0.05	-	0.2	2.9
29	Madagascar	0.1	0.03	0.01	0.6	1.9	0.01	0.3	2.8
30	Namibia	0.2	-	0.6	1.3	-	0.2	-	2.3
31	Malawi	1.0	0.3	-	-	0.02	-	0.1	1.4
32	Niger	0.01	0.5	0.2	0.2	0.01	-	-	0.9
33	Guinea	-	-	-	0.1	0.2	0.2	0.3	0.9
34	Swaziland	-	0.4	-	-	-	-	-	0.4
35	Chad	-	-	0.1	-	-	-	0.1	0.2
36	Central African Republic	-	-	-	0.02	0.1	-	-	0.1
37	Djibouti	-	-	-	-	0.1	-	-	0.1
38	Benin	0.1	-	-	-	-	-	-	0.1
39	Burkina Faso	0.1	-	-	-	-	-	-	0.1
40	Sierra Leone	0.02	-	-	-	-	0.02	-	0.04
41	Cameroon	0.02	-	-	-	-	-	-	0.02
Total		9693.6	2522.3	13346.7	7510.0	4717.5	7492.5	4790.2	50072.8

Note: '-' not available / negligible

Source: Ministry of Commerce and Industry (MOCI), Government of India and RBI

FDI inflows to India from Africa have been dominated by investments from Mauritius that accounts for 35.2 per cent of India's overall FDI inflow. Mauritius is the largest investor in India in terms of cumulative FDI inflows, mainly due

to the Double Taxation Avoidance Convention. Others African countries investing in India include South Africa, Seychelles, Morocco, and Kenya (Table 5.2).

Table 5.2: FDI Equity Inflows to India from Africa (US\$ mn)

Country	FDI Inflow during April 2000 to March 2015	
	(US\$ mn)	Share in India's FDI inflow (%)
Africa	88,230.7	35.5
Mauritius	87,555.0	35.2
South Africa	289.6	0.1
Seychelles	181.3	0.1
Morocco	137.6	0.1
Kenya	21.7	-
Liberia	14.6	-
Nigeria	13.1	-
Ghana	7.7	-
Egypt	3.3	-
Tanzania	1.6	-
Others	5.3	-

Note: '-' not available / negligible

Source: Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, Government of India

6. INDIA'S INITIATIVES TO ENHANCE REGIONAL AND BILATERAL TRADE AND INVESTMENT RELATIONS WITH AFRICA

With a view to facilitate and further enhance bilateral trade and commercial relations with countries in Africa, India has put in place important policy measures as also institutional frameworks to create an enabling trade and business environment. Major policy initiatives and institutional frameworks include, among others, Focus Africa Programme, India's Duty Free Tariff Preference (DFTP-LDC) Scheme for Least Developed Countries, Pan-African E-Network: India and Pan-African Countries Initiative, IBSA Initiative, Inter-bank cooperation among BRICS members, and India-Africa Forum Summit. Briefs of these select initiatives are highlighted below:

"Focus Africa" Programme

With a view to significantly enhance India's trade with Africa, the Government of India launched an integrated programme "Focus Africa" from the year 2002-03. The main objective of the programme is to increase interactions between the two regions by identifying the areas of bilateral trade and investment. The "Focus Africa" programme when first introduced, focused on the Sub-Saharan African region with added emphasis on seven major trading partners of the region, namely, Nigeria, South Africa, Mauritius, Kenya, Ethiopia, Tanzania and Ghana, which together accounted for around 69 per cent of India's total bilateral trade with the Sub-Saharan African region. Effective April 1, 2003, the "Focus Africa" programme has

been extended to cover in effect the entire African continent.

Specific focus products for exports to these countries have been identified, which in turn can be broadly classified into the following major product groups: cotton yarn, fabrics and other textile items; drugs and pharmaceuticals; machinery and instruments; transport equipments; and telecom and information technology. At the same time the "Focus Africa" programme envisages enhancing India's exports to the region through integrated efforts of the Government of India, India Trade Promotion Organisation, Export Promotion Councils, Apex Chambers of Commerce and Industry, Indian Missions and institutions such as the Export-Import Bank of India and ECGC. The "Focus Africa" programme would also complement the Lines of Credit programme, which the Government of India has already extended to many countries in the African region.

India's Duty Free Tariff Preference (DFTP-LDC) Scheme for Least Developed Countries

India's DFTP-LDC Scheme for LDCs came into effect in August, 2008 with tariff preferences spread over five years. The Scheme provides for duty free entry of about 85 per cent of India's total tariff lines to be implemented over a period of 5 years with 20 per cent reduction in each year,

Margins of Preference (MOP) on 9 per cent tariff lines to be implemented over a period of 5 years with 5 equal cuts and an Exclusion (or Sensitive) List of 6 per cent of India's total lines on which no tariff preference would be given. DFTP Scheme provides duty free and preferential market access on tariff lines that constitute 92.5 per cent of global exports of LDCs. Products of interest to Africa, which are covered, include cotton, cocoa, aluminium ores, copper ores, cane-sugar, ready-made garments, fish fillets and non-industrial diamonds. Individual LDC members are required to submit a Letter of Intent, details of officials responsible for issuing Certificate of Origin to the Government of India to avail of the Scheme.

Thirty-three African LDCs are beneficiaries of the DFTP-LDC Scheme from India (**Table 6.1**).

Pan-African E-Network: India and Pan-African Countries Initiative

An important element of the strategy to enhance Indo-African cooperation in the 21st century is the Pan African E-Network Project that is funded entirely by India. The project was announced by the then President of India, H.E. Dr. A.P.J. Abdul Kalam, during the Inaugural session of the Pan-African Parliament held in Johannesburg in September 2004. Towards this end, an MOU was signed between the Government of India

Table 6.1: List of African LDCs eligible for DFTP

S. No.	Countries	S. No.	Countries
1	Angola	18	Madagascar
2	Benin	19	Malawi
3	Burkina Faso	20	Mali
4	Burundi	21	Mauritania
5	Central African Republic	22	Mozambique
6	Chad	23	Niger
7	Comoros	24	Rwanda
8	DR of Congo	25	Sao Tome & Principe
9	Djibouti	26	Senegal
10	Equatorial Guinea	27	Sierra Leone
11	Eritrea	28	Somalia
12	Ethiopia	29	Sudan
13	Guinea	30	Togo
14	Guinea-Bissau	31	Uganda
15	The Gambia	32	Tanzania
16	Lesotho	33	Zambia
17	Liberia		

Source: Ministry of Commerce and Industry, Government of India

and the African Union in October 2005, and Telecommunications Consultants India Ltd. (TCIL) has been selected to implement the project.

The Pan-African E-Network Project, with a budget of US\$ 125 million, covers the cost of supply, installation, testing and commissioning of hardware and software, end-to-end connectivity, satellite bandwidth, operational and maintenance (O&M) support, and providing the tele-education and tele-medicine services to 53 African countries. The first phase of the project was launched on 26 February 2009 by the then Minister of External Affairs and included the 11 countries of Benin, Burkina Faso, Gabon, the Gambia, Ghana, Ethiopia, Mauritius, Nigeria, Rwanda, Senegal and Seychelles. The second phase of the project that covers 12 countries- Botswana, Burundi, Côte d'Ivoire, Djibouti, Egypt, Eritrea, Libya, Malawi, Mozambique, Somalia, Uganda and Zambia- was launched in 2010 by the then Minister of External Affairs.

IBSA Initiative

India – Brazil – South Africa (IBSA) Trilateral Commission is an outcome of the IBSA Dialogue Forum, which was formed amongst the three countries during the visit of the Indian Foreign Minister to Brazil in June 2003. The first meeting of the trilateral commission involving foreign ministers of India, Brazil and South Africa took place in March 2004 in New Delhi.

An important outcome of the Trilateral Commission meeting was the decision to hold regular meetings of the foreign ministers of the three countries. Another important outcome was the formation of a Trilateral Joint Commission, which, would be co-chaired by the foreign ministers. The IBSA Dialogue Forum plays an increasingly important

role in the foreign policies of India, Brazil and South Africa, and contributed to enhancing trilateral cooperation in sectoral areas including agriculture, education, energy, science & technology, trade and transport.

Inter-bank cooperation among BRICS members

BRICS comprising Brazil, Russia, India, China and South Africa, is an association of five major emerging national economies. In order to develop and strengthen economic ties and investment cooperation between BRICS countries, in 2010 state financial institutions for development and export support of the BRICS nations entered into an MOU, laying the foundation of BRICS Inter-Bank Cooperation Mechanism. Export-Import Bank of India (Exim India) is the nominated member development bank under the BRICS Interbank Cooperation Mechanism, along with other nominated member development banks from member nations of BRICS namely Banco Nacional de Desenvolvimento Economico e Social (BNDES), Brazil; State Corporation Bank for Development and Foreign Economic Affairs – Vnesheconombank, Russia; China Development Bank Corporation, and Development Bank of Southern Africa. The inter-bank cooperation among BRICS countries is expected to facilitate trade and help raise the economic profile of member countries at regional and global levels. Inter-bank cooperation is a first step toward closer cooperation within BRICS, and the member countries will jointly finance projects in high technology, innovation and energy saving.

During the fourth BRICS (Brazil, Russia, India, China and South Africa) Summit hosted by India in New Delhi during March 2012, Exim India signed two multilateral financial cooperation agreements with other member development banks, to

enhance cooperation among BRICS development banks and to significantly promote intra-BRICS trade. Exim India signed two multilateral financial cooperation agreements with member development banks of BRICS (Brazil, Russia, India, China, and South Africa) nations during the fifth BRICS Summit held in March 2013 at Durban, South Africa. The two Agreements signed are 'BRICS Multilateral Infrastructure Co-financing for Africa' and 'BRICS Multilateral Cooperation and Co-financing Agreement for Sustainable Development'. Exim India has also entered into a Cooperation Agreement on Innovation with the four major development banks of the BRICS countries during the Sixth BRICS Summit held in Fortaleza, Brazil, in 2014, to enhance cooperation among BRICS development banks in the field of innovation and to promote intra-BRICS cooperation in innovation financing.

During the Sixth BRICS Summit, the New Development Bank (NDB) was conceptualized and established by the member nations of BRICS. The NDB entered into force during the Seventh BRICS Summit held in Ufa, Russia on July 9, 2015. With its headquarters in Shanghai and the first Presidency with India, the New Development Bank, was formally launched in Shanghai on July 21, 2015. The Bank is essentially set up to foster greater financial and development cooperation among the five emerging markets. The New Development Bank is envisaged to serve as a powerful instrument for financing infrastructure investment and sustainable development projects in the BRICS and other developing countries and

emerging market economies and for enhancing economic cooperation between the countries.

India-Africa Forum Summit

In April 2008, India hosted the First India-Africa Forum Summit in Delhi. This summit built upon the foundations of the historical relationship that existed between India and Africa, and designed a new architecture for a structured engagement, interaction and co-operation between India and Africa in the 21st century. The summit celebrated friendship and renewed Indian commitment to Africa. The historic documents, the Delhi Declaration and the India-Africa Framework for co-operation adopted at the end of the summit now serve as the contours for one systematic engagement with Africa.

In order to continue and enhance the systematic engagement with Africa in the coming years, second India-Africa Forum Summit was organized in Addis-Ababa during May 24-25, 2011. This was the first time that such a meeting between India and its African partners at the level of Heads of State/Government was organized in Africa.

The third summit in a rotation basis is scheduled to be held in New Delhi, India from 26-30 October 2015. The summit would enable consultations on official level followed by the head of states/governments level between the heads of government of 54 nations across Africa and the Indian government.

7. POTENTIAL FOR ENHANCING INDIA'S TRADE WITH AFRICA

As highlighted in the previous chapters, underlying the robust trend in bilateral trade between India and Africa has been the rising trend in India's trade deficit with Africa. From a trade surplus of US\$ 1.4 billion in 2004, India's trade balance with Africa stood at a deficit of US\$ 5.7 billion in 2014.

Amongst the major trade partners with which India maintains a trade deficit, the largest countries are Nigeria, Angola, Botswana, Gabon, Equatorial Guinea, Morocco, Cameroon, Guinea, South Africa and Côte d'Ivoire (**Table 7.1**).

To further enhance India's trade with the African region, and at the same time to address the rising trade deficit, an important strategy would be to focus on India's export potential to the major countries in Africa with which India maintains the largest and rising trade deficit, viz. Nigeria, Angola, Botswana, Gabon, Equatorial Guinea, Morocco, Cameroon, Guinea, South Africa and Côte d'Ivoire.

Such a strategy would also contribute to the overall efforts to enhance India's exports to Africa, as these countries are also among the leading importers in Africa.

Table 7.1: India's Trade Deficit with Africa – Major Countries (US\$ mn)

Partners	Balance in 2010	Balance in 2011	Balance in 2012	Balance in 2013	Balance in 2014
Africa	-13553.3	-16434.1	-15702.3	-5340.6	-5736.3
Nigeria	-8339.6	-11047.7	-11133.7	-10862.2	-12791.2
Angola	-4241.4	-5469.1	-7485.6	-6238.6	-5031.3
Botswana	8.1	8.5	-11.3	-131.3	-995.4
Gabon	-285.6	-21.8	-796.7	-855.6	-743.8
Equatorial Guinea	-117.4	16.0	-431.7	-475.4	-701.9
Morocco	-573.8	-1138.6	-1068.1	-520.8	-525.3
Cameroon	-96.7	-154.7	-262.4	17.5	-347.0
Guinea	-280.3	14.1	-21.8	-367.9	-313.6
South Africa	-3262.1	-5009.6	-3061.4	-1609.3	-271.4
Côte d'Ivoire	-152.3	-225.3	-19.4	29.2	-235.4

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Identification of potential items of India's exports to the focus markets, would be based on the following criteria:

- Identification of major items of imports of the select focus markets, and share of India in each product line of imports, based on 2-digit HS commodity code; and
- Selection of potential items of India's exports to each of the focus markets, based on low share of India in target country's import basket of major commodities, keeping in view India's global export capability. This would entail identification of potential export items to each focus market, under each 2-digit HS code, upto the 6-digit HS commodity code.

While India's current global capability could be matched with Africa's import demand, leading to enhanced exports from India, strategy to promote bilateral trade relations could also encompass the case for enhancing domestic production in India to cater to the large demand existing in focus countries in Africa.

Given India's expertise in several manufactured products, and technology which is affordable and adaptable, African countries would also stand to gain with increased imports of such items from India. Moreover, matching India's capability in high value-added production and manufacturing with an increasing import demand in Africa for such products and technology, could prove to be a win-win situation for both India and Africa. This would also help in further strengthening bilateral ties, and resulting in a mutually rewarding long-term partnership. With many Indian companies exporting high-value products to markets in the US and the European region, rising demand for such products in emerging economies including African countries would present opportunities for enhancing exports and partnerships.

Nigeria

While Nigeria is the largest importer in the ECOWAS region and fourth-largest importer in Africa, India is yet to achieve a sizeable share in the country's import basket. Further, India's trade deficit with Africa is primarily due to the large and

Table 7.2: Nigeria's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Nigeria's imports (%)
World	51624.9	100.0
China	15393.6	29.8
USA	5967.8	11.6
Netherlands	3498.9	6.8
India	2872.2	5.6
UK	2271.6	4.4
Belgium	2181.2	4.2
France	2018.1	3.9
Germany	1867.6	3.6
South Korea	1323.8	2.6
Italy	1288.9	2.5

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

rising volume of crude petroleum imports, mainly from Nigeria.

The largest suppliers to Nigeria are China, the USA, and the Netherlands, with a cumulative share of 48 per cent in Nigeria's imports. In the case of India, India's exports of US\$ 2.9 billion to Nigeria accounts for 5.6 per cent of the country's total imports (**Table 7.2**).

Table 7.3 presents Nigeria's top 20 import categories, as per 2-digit HS code, and India's share in Nigeria's global import under each category. As can be seen from the table, though India has achieved a respectable share major import categories of Nigeria, its share in the other major import items of Nigeria is still marginal. This would serve to highlight the potential to enhance these exports to Nigeria, in light of the demand in the country as also India's global export capability.

Table 7.3: Nigeria's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Nigeria's imports from world	Nigeria's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	51624.9	2872.2	5.6	317544.6
27	Mineral fuels, oils, distillation products	8271.4	35.8	0.4	62348.5
84	Machinery, reactors, boilers	6356.5	360.6	5.7	13596.1
85	Electrical, electronic equipment	4698.8	179.9	3.8	9002.3
87	Vehicles other than railway, tramway	4233.4	546.1	12.9	14482.0
10	Cereals	2079.0	154.4	7.4	10059.3
39	Plastics and articles	2056.5	173.9	8.5	5398.3
73	Articles of iron or steel	2049.8	91.2	4.4	7518.7
30	Pharmaceutical products	1131.9	384.4	34.0	11663.3
72	Iron and steel	1097.2	59.9	5.5	9080.6
03	Fish, crustaceans, molluscs, aquatic invertebrates	855.6	-	-	5358.6
62	Articles of apparel, accessories, not knit or crochet	798.5	64.3	8.1	9055.7
76	Aluminium and articles	771.1	46.9	6.1	2582.5
94	Furniture, lighting, signs, prefabricated buildings	765.5	2.6	0.3	1204.4
48	Paper and paperboard, articles of pulp	734.1	38.9	5.3	1130.5
17	Sugars and sugar confectionery	699.4	16.7	2.4	1306.2
40	Rubber and articles	684.3	41.3	6.0	2763.2
04	Dairy products, eggs, honey, edible animal product	662.0	10.3	1.6	481.9
38	Miscellaneous chemical products	644.4	41.7	6.5	3164.4
61	Articles of apparel, accessories, knit or crochet	642.9	44.0	6.8	7482.5
33	Essential oils, perfumes, cosmetics, toiletries	586.6	18.4	3.1	1442.8

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Nigeria would include:

- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Fish, crustaceans, molluscs, aquatic invertebrates (HS-03)
- Furniture, lighting, signs, prefabricated buildings (HS-94)
- Sugar and sugar confectionery (HS-17)

- Essential oils and perfumes (HS-33)

Based on the above analysis, potential items of export to Nigeria, under each identified category, up to the 6-digit HS code, have been presented in **Annexure 1**.

Angola

China and Portugal are the two largest suppliers to Angola, with a combine share of 39 per cent of Angola's total imports in 2014. Other major suppliers to Angola include the USA, South Korea, Brazil and South Africa (**Table 7.4**). India's exports to Angola stood at US\$ 610 million in 2014, accounting for 2.4 per cent of Angola's imports.

Table 7.4: Angola's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Angola's imports (%)
World	25961.5	100.0
China	5975.3	23.0
Portugal	4216.5	16.2
USA	2039.1	7.9
South Korea	1800.0	6.9
Brazil	1261.7	4.9
South Africa	1050.6	4.0
France	1022.1	3.9
UK	999.9	3.9
Singapore	786.2	3.0
India	610.4	2.4

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.5 presents Angola's top 20 import categories, as per 2-digit HS code, and India's share in Angola's global import under each category. As can be seen from the table, India has achieved respectable share in Angola's imports of vehicles, meat and edible meat offal, plastics and articles and beverages, spirits and vinegar.

However, India's share in many of the other major items of Angola's imports is still marginal. This, in turn, would serve to highlight the potential to enhance these exports to Angola, in light of the demand in the country as also India's global export capability.

Table 7.5: Angola's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Angola's imports from world	Angola's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	25961.5	610.4	2.4	317544.6
84	Machinery, reactors, boilers	3972.1	14.0	0.4	13596.1
85	Electrical, electronic equipment	2068.4	8.7	0.4	9002.3
87	Vehicles other than railway, tramway	2021.1	183.0	9.1	14482.0
89	Ships, boats and other floating structures	1950.9	0.01	-	4556.6
73	Articles of iron or steel	1688.6	4.1	0.2	7518.7
94	Furniture, lighting, signs, prefabricated buildings	1155.8	1.4	0.1	1204.4
27	Mineral fuels, oils, distillation products	1069.5	0.1	-	62348.5
02	Meat and edible meat offal	937.6	108.9	11.6	5075.6
39	Plastics and articles	731.7	29.5	4.0	5398.3
90	Optical, photo, technical, medical apparatus	616.3	5.5	0.9	2334.6
22	Beverages, spirits and vinegar	615.7	35.0	5.7	376.8
72	Iron and steel	587.2	5.5	0.9	9080.6
15	Animal, vegetable fats and oils, cleavage products	437.4	0.002	-	903.7
11	Milling products, malt, starches, inulin, wheat gluten	360.3	0.4	0.1	305.5
64	Footwear, gaiters and the like, parts	325.6	1.3	0.4	2990.7
69	Ceramic products	317.9	1.8	0.6	768.6
04	Dairy products, eggs, honey, edible animal product	314.9	0.004	-	481.9
48	Paper and paperboard, articles of pulp	311.2	2.8	0.9	1130.5
19	Cereal, flour, starch, milk preparations and products	307.7	23.5	7.6	488.6
16	Meat, fish and seafood food preparations	301.3	0.02	-	145.4

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Angola would include:

- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Ships, boats and other floating structures (HS-89)
- Articles of iron or steel (HS-73)
- Furniture, lighting, signs, prefabricated buildings (HS-94)
- Mineral fuels, oils, distillation products (HS-27)

- Optical, photo, technical, medical apparatus (HS-90)

- Iron and steel (HS-72)

- Footwear, gaiters and the like, parts (HS-64)

Based on the above analysis, potential items of export to Angola under each identified category, up to the 6-digit HS code, have been presented in **Annexure 2**.

Botswana

In 2013, Botswana's total imports amounted to US\$ 7.8 billion. South Africa is the leading supplier to Botswana, accounting for 63.2 per cent of Botswana's total imports in 2014, followed by Namibia (12.1 per cent) and Canada (10. per cent) (**Table 7.6**).

Table 7.6: Botswana's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Botswana's imports (%)
World	7830.5	100.0
South Africa	4952.7	63.2
Namibia	944.3	12.1
Canada	783.7	10.0
Belgium	312.4	4.0
Israel	118.7	1.5
USA	112.4	1.4
China	88.2	1.1
India	76.4	1.0
Germany	76.1	1.0
UK	64.6	0.8

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Botswana's imports from India amounted to US\$ 76.4 million in 2014, accounting for a marginal 1 per cent of Botswana's total imports in 2014. Among the top categories in Botswana's global imports, India has a significant share in only one category, i.e., pharmaceuticals, where India accounts for a 25 per cent share in Botswana's global imports (**Table 7.7**).

In line with Botswana's import demand and India's export capability, potential exists to enhance India's exports of other major items imported by Botswana. Based on analysis of the table, potential items of exports to Botswana would include:

- Pearls, precious stones, metals, coins (HS-71)

Table 7.7: Botswana's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Botswana's imports from world	Botswana's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	7830.5	76.4	1.0	317544.6
71	Pearls, precious stones, metals, coins	2666.4	25.9	1.0	40703.5
27	Mineral fuels, oils, distillation products	1214.5	0.001	-	62348.5
84	Machinery, reactors, boilers	557.6	7.7	1.4	13596.1
87	Vehicles other than railway, tramway	554.7	2.1	0.4	14482.0
85	Electrical, electronic equipment	327.8	2.2	0.7	9002.3
73	Articles of iron or steel	153.3	1.6	1.0	7518.7
39	Plastics and articles	136.1	0.7	0.5	5398.3
10	Cereals	119.2	0.8	0.7	10059.3
30	Pharmaceutical products	109.9	27.8	25.3	11663.3
40	Rubber and articles	94.4	0.7	0.8	2763.2
48	Paper and paperboard, articles of pulp	80.9	0.5	0.7	1130.5
72	Iron and steel	72.9	0.1	0.2	9080.6
25	Salt, sulphur, earth, stone, plaster, lime and cement	71.4	0.01	-	1990.0
94	Furniture, lighting, signs, prefabricated buildings	71.4	0.1	0.1	1204.4
90	Optical, photo, technical, medical apparatus	65.6	0.8	1.3	2334.6
33	Essential oils, perfumes, cosmetics, toiletries	64.4	0.2	0.3	1442.8
17	Sugars and sugar confectionery	62.0	0.1	0.2	1306.2
34	Soaps, lubricants, waxes, candles, modelling pastes	60.9	0.03	-	547.1
31	Fertilizers	60.2	-	-	77.6
04	Dairy products, eggs, honey, edible animal product	59.2	0.003	-	481.9

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Electrical, electronic equipment (HS-85)
- Articles of iron or steel (HS-73)
- Plastics and articles (HS-39)
- Cereals (HS-10)

Based on the above analysis, potential items of export to Botswana under each identified category, up to the 6-digit HS code, have been presented in **Annexure 3**.

Gabon

France and Belgium are the two largest suppliers to Gabon, with a combined share of 40 per cent of Gabon's total imports in 2014. Other major import sources of Gabon include China, the USA and Togo (**Table 7.8**).

Table 7.8: Gabon's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Gabon's imports (%)
World	3905.7	100.0
France	971.1	24.9
Belgium	601.1	15.4
China	336.8	8.6
USA	248.2	6.4
Togo	189.3	4.8
Singapore	120.1	3.1
Italy	114.7	2.9
Netherlands	114.1	2.9
Spain	77.3	2.0
South Africa	75.6	1.9

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.9 presents Gabon's top 20 import categories, as per 2-digit HS code, and India's share in Gabon's global import under each category. As can be seen from the table, India has achieved respectable share in Gabon's imports of meat and edible meat offal. However, India's

share in many of the other major items of Gabon's imports is still marginal. This, in turn, would serve to highlight the potential to enhance these exports to Gabon in light of its global demand in the country as also India's global export capability.

Table 7.9: Gabon's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Gabon's imports from world	Gabon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	3905.7	38.3	1.0	317544.6
84	Machinery, reactors, boilers	649.4	4.8	0.7	13596.1
27	Mineral fuels, oils, distillation products	481.5	0.02	-	62348.5
73	Articles of iron or steel	339.1	1.0	0.3	7518.7
85	Electrical, electronic equipment	283.7	1.8	0.6	9002.3
87	Vehicles other than railway, tramway	236.9	2.2	0.9	14482.0
02	Meat and edible meat offal	184.2	16.4	8.9	5075.6
89	Ships, boats and other floating structures	117.3	-	-	4556.6
10	Cereals	107.4	0.4	0.3	10059.3
30	Pharmaceutical products	105.9	2.6	2.5	11663.3
90	Optical, photo, technical, medical apparatus	96.4	0.1	0.1	2334.6
39	Plastics and articles	94.2	0.3	0.3	5398.3
38	Miscellaneous chemical products	74.3	0.1	0.1	3164.4
94	Furniture, lighting, signs, prefabricated buildings	71.4	0.7	1.0	1204.4
40	Rubber and articles	69.9	1.5	2.2	2763.2
04	Dairy products, eggs, honey, edible animal product	62.7	0.01	-	481.9
19	Cereal, flour, starch, milk preparations and products	57.7	0.3	0.6	488.6
72	Iron and steel	56.8	0.2	0.4	9080.6
25	Salt, sulphur, earth, stone, plaster, lime and cement	56.8	0.03	0.1	1990.0
22	Beverages, spirits and vinegar	53.1	-	-	376.8
86	Railway, tramway locomotives, rolling stock, equipment	39.0	-	-	140.3

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Gabon would include:

- Machinery, reactors, boilers (HS-84)
- Mineral fuels, oils, distillation products (HS-27)
- Articles of iron or steel (HS-73)
- Electrical, electronic equipment (HS-85)
- Vehicles other than railway, tramway (HS-87)
- Ships, boats and other floating structures (HS-89)
- Cereals (HS-10)

Based on the above analysis, potential items of export to Gabon under each identified category, based on the 6-digit HS code, have been presented in **Annexure 4**.

Equatorial Guinea

Equatorial Guinea's total imports stood at US\$ 2.5 billion in 2014. The USA is the largest supplier to Equatorial Guinea, accounting for 23 per cent of Equatorial Guinea's imports, followed by Spain and China (**Table 7.10**). India's share in Equatorial Guinea's total imports is marginal at 0.6 per cent.

Table 7.11 presents Equatorial Guinea's top 20 import categories, as per 2-digit HS code, and India's share in Equatorial Guinea's global import under each category. As can be seen from the table, India has achieved respectable share in meat and edible meat offal, and cereal, flour, starch, milk preparations and products. India's share in the other major import items of Equatorial Guinea is still marginal. This would serve to highlight the potential to enhance these exports to Equatorial Guinea, in light of the demand in the country as also India's global export capability.

Table 7.10: Equatorial Guinea's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Equatorial Guinea's imports (%)
World	2502.6	100.0
USA	574.8	23.0
Spain	424.9	17.0
China	352.5	14.1
France	137.4	5.5
Côte d'Ivoire	106.5	4.3
UK	96.3	3.8
Italy	93.2	3.7
Netherlands	81.7	3.3
Portugal	72.8	2.9
Belgium	69.5	2.8

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.11: Equatorial Guinea's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Equatorial Guinea's im-ports from world	Equatorial Guinea's im-ports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	2502.6	14.4	0.6	317544.6
84	Machinery, reactors, boilers	450.0	0.4	0.1	13596.1
73	Articles of iron or steel	192.3	0.1	0.1	7518.7
85	Electrical, electronic equipment	169.8	0.4	0.2	9002.3
27	Mineral fuels, oils, distillation products	166.5	-	-	62348.5
22	Beverages, spirits and vinegar	133.6	0.3	0.2	376.8
87	Vehicles other than railway, tramway	119.9	0.2	0.2	14482.0
94	Furniture, lighting, signs, prefabricated build-ings	88.4	0.2	0.2	1204.4
02	Meat and edible meat offal	71.6	4.8	6.8	5075.6
90	Optical, photo, technical, medical apparatus	61.1	0.04	0.1	2334.6
72	Iron and steel	61.0	1.2	1.9	9080.6
25	Salt, sulphur, earth, stone, plaster, lime and cement	51.4	0.1	0.2	1990.0
39	Plastics and articles	46.8	0.1	0.2	5398.3
76	Aluminium and articles	33.1	-	-	2582.5
38	Miscellaneous chemical products	30.6	0.02	0.1	3164.4
88	Aircraft, spacecraft, and parts	26.4	-	-	6721.2
40	Rubber and articles	25.2	-	-	2763.2
69	Ceramic products	23.4	0.3	1.5	768.6
19	Cereal, flour, starch, milk preparations and products	22.3	0.9	4.0	488.6
68	Stone, plaster, cement, asbestos, mica articles	20.1	0.04	0.2	1406.0
34	Soaps, lubricants, waxes, candles, modelling pastes	20.0	0.3	1.4	547.1

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Equatorial Guinea would include:

- Machinery, reactors, boilers (HS-84)
- Articles of iron or steel (HS-73)
- Electrical, electronic equipment (HS-85)
- Mineral fuels, oils, distillation products (HS-27)
- Vehicles other than railway, tramway (HS-87)

Based on the above analysis, potential items of export to Equatorial Guinea, under each identified

category, up to the 6-digit HS code, have been presented in **Annexure 5**.

Morocco

Morocco's total imports stood at US\$ 45.9 billion in 2014, accounting for 7.4 per cent of Africa's total imports, and the country is the fifth largest importer in Africa. Spain and France are the two largest suppliers to Morocco, accounting for 26.7 per cent of Morocco's imports (**Table 7.12**). Other major suppliers to Morocco include China, the USA, Saudi Arabia, Germany, and Italy. In the case of India, while India's exports to Morocco have risen from US\$ 102.5 million in 2004 to US\$ 504.7 million in 2014, India's share in Morocco's imports is still marginal at around 1 per cent.

Table 7.12: Morocco's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Morocco's imports (%)
World	45878.8	100.0
Spain	6145.8	13.4
France	6083.8	13.3
China	3511.1	7.7
USA	3285.6	7.2
Saudi Arabia	2495.8	5.4
Germany	2387.6	5.2
Italy	2300.7	5.0
Russian Federation	1981.2	4.3
Turkey	1681.6	3.7
Algeria	1339.9	2.9

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.13 presents Morocco's top 20 import categories, as per 2-digit HS code, and India's share in Morocco's global import under each category. As can be seen from the table, India has achieved respectable share in only two categories out of the major import categories of Morocco,

viz. manmade staple fibres and cotton. India's share in the other major import items of Morocco is still marginal. This would serve to highlight the potential to enhance these exports to Morocco, in light of the demand in the country as also India's global export capability.

Table 7.13: Morocco's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	45878.8	504.7	1.1	317544.6
27	Mineral fuels, oils, distillation products	10983.3	66.6	0.6	62348.5
85	Electrical, electronic equipment	3941.6	19.6	0.5	9002.3
84	Machinery, reactors, boilers	3854.9	43.3	1.1	13596.1
87	Vehicles other than railway, tramway	3314.4	42.7	1.3	14482.0
10	Cereals	2131.4	1.1	-	10059.3
39	Plastics and articles	1942.5	13.6	0.7	5398.3
72	Iron and steel	1438.6	6.2	0.4	9080.6
73	Articles of iron or steel	891.2	27.5	3.1	7518.7
55	Manmade staple fibres	779.9	33.3	4.3	2181.6
25	Salt, sulphur, earth, stone, plaster, lime and cement	764.3	0.4	-	1990.0
48	Paper and paperboard, articles of pulp	750.5	0.1	-	1130.5
23	Residues, wastes of food industry, animal fodder	615.5	0.9	0.1	2042.8
52	Cotton	585.9	30.1	5.1	8883.9
30	Pharmaceutical products	579.1	18.2	3.1	11663.3
15	Animal,vegetable fats and oils, cleavage products	562.5	0.3	-	903.7
28	Inorganic chemicals	560.8	3.4	0.6	1429.4
40	Rubber and articles	526.5	4.4	0.8	2763.2
44	Wood and articles of wood, wood charcoal	520.3	0.1	-	353.8
90	Optical, photo, technical, medical apparatus	488.8	4.9	1.0	2334.6
38	Miscellaneous chemical products	474.8	16.5	3.5	3164.4

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Morocco would include:

- Mineral fuels, oils, distillation products (HS-27)
- Electrical, electronic equipment (HS-87)
- Machinery, reactors, boilers (HS-84)
- Vehicles other than railway, tramway (HS-85)
- Cereals (HS-10)
- Plastics and articles (HS-39)
- Iron and steel (HS-72)

- Salt, sulphur, earth, stone, plaster, lime and cement (HS-25)

- Articles of iron or steel (HS-73)

Based on the above analysis, potential items of export to Morocco, under each identified category, up to the 6-digit HS code, have been presented in **Annexure 6**.

Cameroon

India's share of 2.9 per cent in Cameroon's total imports is still much below that of the major suppliers to the country. China is the largest supplier to Cameroon, with a share of around 18 per cent of its total imports. Other major suppliers to Cameroon are Nigeria, France, Thailand and the USA (**Table 7.14**).

Table 7.14: Cameroon's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Cameroon's imports (%)
World	7561.1	100.0
China	1358.5	18.0
Nigeria	1352.4	17.9
France	771.9	10.2
Thailand	270.5	3.6
USA	263.7	3.5
Germany	256.0	3.4
India	220.7	2.9
Togo	176.5	2.3
Japan	165.8	2.2
Netherlands	164.8	2.2

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.15 presents Cameroon's top 20 import categories, as per 2-digit HS code, and India's share in Cameroon's global import under each category. As can be seen from the table, India's share in many of the other major items of

Cameroon's imports is low, which, in turn, would serve to highlight the potential to enhance these exports to Cameroon, in light of the demand in the country as also India's global export capability.

Table 7.15: Cameroon's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Cameroon's imports from world	Cameroon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	7561.1	220.7	2.9	317544.6
27	Mineral fuels, oils, distillation products	2118.7	16.0	0.8	62348.5
84	Machinery, reactors, boilers	684.0	13.1	1.9	13596.1
85	Electrical, electronic equipment	538.1	11.5	2.1	9002.3
10	Cereals	488.0	17.5	3.6	10059.3
87	Vehicles other than railway, tramway	431.6	1.2	0.3	14482.0
03	<i>Fish, crustaceans, molluscs, aquatic invertebrates</i>	293.6	13.3	4.5	5358.6
30	<i>Pharmaceutical products</i>	240.1	75.6	31.5	11663.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	235.6	0.9	0.4	1990.0
73	Articles of iron or steel	193.5	5.5	2.9	7518.7
39	<i>Plastics and articles</i>	178.4	7.7	4.3	5398.3
72	Iron and steel	170.4	5.7	3.4	9080.6
89	Ships, boats and other floating structures	125.8	-	-	4556.6
48	Paper and paperboard, articles of pulp	124.4	1.7	1.4	1130.5
38	<i>Miscellaneous chemical products</i>	118.5	6.4	5.4	3164.4
28	Inorganic chemicals	106.1	1.5	1.4	1429.4
40	Rubber and articles	102.8	1.2	1.1	2763.2
63	Other made textile articles, sets, worn clothing	96.3	1.9	1.9	4613.2
33	Essential oils, perfumes, cosmetics, toiletries	91.9	0.6	0.7	1442.8
15	Animal, vegetable fats and oils, cleavage products	89.7	-	-	903.7
90	Optical, photo, technical, medical apparatus	71.9	0.7	0.9	2334.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Cameroon would include:

- Mineral fuels, oils, distillation products (HS – 27)
- Machinery, reactors, boilers (HS – 84)
- Electrical, electronic equipment (HS – 85)
- Cereals (HS – 10)
- Vehicles other than railway, tramway (HS – 87)
- Salt, sulphur, earth, stone, plaster, lime and cement (HS – 25)

- Paper and paperboard, articles of pulp (HS – 48)

Based on the above analysis, potential items of export to Cameroon, under each identified category, up to the 6-digit HS code, have been presented in **Annexure 7**.

Guinea

China was the largest supplier of Guinea, accounting for 30.7 per cent of Guinea's total imports in 2014, followed by the Netherlands (**Table 7.16**). An examination of Guinea's import basket of major items would reveal that India accounts for a respectable share in several items (**Table 7.17**). However, in the case of other major items of Guinea's imports, India's share is still low.

Table 7.16: Guinea's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Guinea's imports (%)
Total	3584.6	100.0
China	1101.5	30.7
Netherlands	652.7	18.2
India	256.2	7.1
France	168.2	4.7
Belgium	124.9	3.5
Senegal	113.0	3.2
Morocco	100.8	2.8
Turkey	66.4	1.9
USA	65.2	1.8
Brazil	65.1	1.8

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.17: Guinea's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Guinea's imports from world	Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	3584.6	256.2	7.1	317544.6
27	Mineral fuels, oils, distillation products	696.2	1.0	0.1	62348.5
85	Electrical, electronic equipment	300.3	5.7	1.9	9002.3
87	Vehicles other than railway, tramway	266.9	30.6	11.5	14482.0
84	Machinery, reactors, boilers	228.4	5.4	2.4	13596.1
10	Cereals	202.2	128.6	63.6	10059.3
64	Footwear, gaiters and the like, parts	144.6	0.2	0.1	2990.7
72	Iron and steel	104.4	7.1	6.8	9080.6
73	Articles of iron or steel	102.3	1.8	1.7	7518.7
17	Sugars and sugar confectionery	89.4	1.3	1.4	1306.2
39	Plastics and articles	85.1	4.7	5.6	5398.3
30	Pharmaceutical products	84.6	37.1	43.9	11663.3
11	Milling products, malt, starches, inulin, wheat gluten	74.9	0.01	-	305.5
62	Articles of apparel, accessories, not knit or crochet	74.5	1.1	1.5	9055.7
52	Cotton	73.6	3.4	4.6	8883.9
25	Salt, sulphur, earth, stone, plaster, lime and cement	66.5	0.1	0.1	1990.0
69	Ceramic products	66.1	1.0	1.5	768.6
15	Animal, vegetable fats and oils, cleavage products	64.8	0.01	-	903.7
94	Furniture, lighting, signs, prefabricated buildings	58.5	0.1	0.1	1204.4
63	Other made textile articles, sets, worn clothing	51.2	0.6	1.1	4613.2
19	Cereal, flour, starch, milk preparations and products	44.5	5.1	11.5	488.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Guinea would include:

- Mineral fuels, oils, distillation products (HS-27)
- Electrical, electronic equipment (HS-85)
- Machinery, reactors, boilers (HS-84)
- Footwear, gaiters and the like, parts (HS-64)
- Articles of iron or steel (HS-73)

Under each identified categories, potential items of export to Guinea up to the 6-digit HS code, have been presented in **Annexure 8**.

South Africa

Although South Africa is India's leading export market in Africa, accounting for almost 16.5 per cent of India's total exports to Africa in 2014, India still lags behind other major suppliers to the country. China and Germany are the two largest suppliers, with a combine share of around 25 per cent of South Africa's total imports. Other major suppliers to South Africa are Saudi Arabia and the US. As a supplier to South Africa, India accounts for 5.7 per cent of South Africa's imports, way behind the leading suppliers (**Table 7.18**).

Table 7.18: South Africa's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in South Africa's imports
World	99892.7	100.0
China	15449.4	15.5
Germany	10003.2	10.0
Saudi Arabia	7129.4	7.1
USA	6595.5	6.6
India	5722.4	5.7
Nigeria	5135.8	5.1
Japan	3777.4	3.8
UK	3271.7	3.3
Italy	2642.9	2.6
Thailand	2376.3	2.4

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 4.19 presents South Africa's top 20 import categories, as per 2-digit HS code, and India's share in South Africa's global import under each category. As can be seen from the table, India has achieved respectable share in about nine of South Africa's major import categories. However,

India's share in many of the other major items of South Africa's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to South Africa, in light of the demand in the country as also India's global export capability.

Table 7.19: South Africa's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	South Africa's imports from world	South Africa's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	99892.7	5722.4	5.6	317544.6
27	Mineral fuels, oils, distillation products	23256.8	1647.0	7.1	62348.5
84	Machinery, reactors, boilers	13327.9	179.3	1.3	13596.1
85	Electrical, electronic equipment	9669.7	117.6	1.2	9002.3
87	Vehicles other than railway, tramway	8197.9	876.0	10.7	14482.0
39	Plastics and articles	2560.1	61.3	2.4	5398.3
90	Optical, photo, technical, medical apparatus	2284.7	28.1	1.2	2334.6
30	Pharmaceutical products	2069.6	334.3	16.2	11663.3
38	Miscellaneous chemical products	1701.8	37.2	2.2	3164.4
29	Organic chemicals	1568.9	151.4	9.7	12035.1
40	Rubber and articles	1329.6	48.8	3.7	2763.2
73	Articles of iron or steel	1277.0	69.9	5.5	7518.7
72	Iron and steel	1249.4	54.9	4.4	9080.6
28	Inorganic chemicals	1196.4	28.8	2.4	1429.4
48	Paper and paperboard, articles of pulp	1175.4	28.0	2.4	1130.5
71	Pearls, precious stones, metals, coins	1024.6	78.5	7.7	40703.5
10	Cereals	994.3	148.0	14.9	10059.3
33	Essential oils, perfumes, cosmetics, toiletries	969.4	37.5	3.9	1442.8
64	Footwear, gaiters and the like, parts	938.3	21.5	2.3	2990.7
88	Aircraft, spacecraft, and parts	879.1	0.2	-	6721.2
62	Articles of apparel, accessories, not knit or crocheted	875.7	39.7	4.5	9055.7

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to South Africa would include:

- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Plastics and articles (HS-39)
- Optical, photo, technical, medical apparatus (HS-90)
- Miscellaneous chemical products (HS-38)
- Rubber and articles (HS-40)
- Inorganic chemicals (HS-28)

Based on the above analysis, potential items of export to South Africa, under each identified category, up to the 6-digit HS code, have been presented in **Annexure 9**.

Côte d'Ivoire

Nigeria is the largest supplier to Côte d'Ivoire, followed by France and China (**Table 7.20**). India accounts for 5 per cent of Côte d'Ivoire's total imports, which is lower than the major suppliers to the country.

Table 7.21 presents Côte d'Ivoire's top 20 import categories, as per 2-digit HS code, and India's share in Côte d'Ivoire's global import under each category. As can be seen from the table, India has a significant share in eight categories out of the major import categories of Côte d'Ivoire. However, India's share in the other major import items of Côte d'Ivoire is still low. This would serve to highlight the potential to enhance these exports to Côte d'Ivoire, in light of the demand in the country as also India's global export capability.

Table 7.20: Côte d'Ivoire's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Côte d'Ivoire's imports (%)
World	11177.7	100.0
Nigeria	2434.4	21.8
France	1364.2	12.2
China	980.5	8.8
Bahamas	612.7	5.5
India	556.4	5.0
USA	385.9	3.5
Germany	356.7	3.2
Netherlands	245.5	2.2
Thailand	243.1	2.2
Italy	237.7	2.1

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.21: Côte d'Ivoire's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Côte d'Ivoire's imports from world	Côte d'Ivoire's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	11177.7	556.4	5.0	317544.6
27	Mineral fuels, oils, distillation products	2894.5	10.8	0.4	62348.5
84	Machinery, reactors, boilers	972.5	31.2	3.2	13596.1
87	Vehicles other than railway, tramway	642.0	11.2	1.7	14482.0
89	Ships, boats and other floating structures	636.6	-	-	4556.6
10	Cereals	629.7	96.6	15.3	10059.3
85	Electrical, electronic equipment	505.4	5.8	1.2	9002.3
39	Plastics and articles	422.6	12.2	2.9	5398.3
03	Fish, crustaceans, molluscs, aquatic invertebrates	390.8	0.4	0.1	5358.6
30	Pharmaceutical products	387.8	75.1	19.4	11663.3
73	Articles of iron or steel	348.3	16.7	4.8	7518.7
63	Other made textile articles, sets, worn clothing	283.3	187.4	66.1	4613.2
38	Miscellaneous chemical products	205.6	7.5	3.6	3164.4
72	Iron and steel	196.4	27.8	14.1	9080.6
25	Salt, sulphur, earth, stone, plaster, lime and cement	179.8	1.8	1.0	1990.0
48	Paper and paperboard, articles of pulp	149.2	1.2	0.8	1130.5
24	Tobacco and manufactured tobacco substitutes	130.3	13.9	10.7	957.2
28	Inorganic chemicals	129.0	3.2	2.4	1429.4
31	Fertilizers	124.3	-	-	77.6
29	Organic chemicals	117.1	7.4	6.3	12035.1
40	Rubber and articles	102.6	7.6	7.4	2763.2

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Côte d'Ivoire would include:

- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Ships, boats and other floating structures (HS-89)
- Electrical, electronic equipment (HS-85)
- Plastics and articles (HS-39)

Based on the above analysis, potential items of export to Côte d'Ivoire, under each identified category, up to the 6-digit HS code, have been presented in **Annexure 10**.

Algeria

While Algeria is the third largest importer in Africa, India is yet to achieve a sizeable share in the country's import basket. The largest suppliers to Algeria are China, France, Italy, Spain and Germany, with shares above 5 per cent each of Algeria's imports. In the case of India, India's exports of US\$ 1.1 billion to Algeria, accounts for a marginal 1.8 per cent of the country's total imports (**Table 7.22**).

Table 7.22: Algeria's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Algeria's imports (%)
World	58618.1	100
China	8243.8	14.1
France	6336.4	10.8
Italy	5044.5	8.6
Spain	5028.2	8.6
Germany	3802.4	6.5
USA	2881.4	4.9
Turkey	2134.2	3.6
Argentina	1934.0	3.3
South Korea	1627.3	2.8
United Kingdom	1447.3	2.5

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.23 presents Algeria's top 20 import categories, as per 2-digit HS code, and India's share in Algeria's global import under each category. As can be seen from the table, India has achieved respectable share in only vehicles other than railway, tramway. India's share in the other

major import items of Algeria is still marginal. This would serve to highlight the potential to enhance these exports to Algeria, in light of the demand in the country as also India's global export capability.

Table 7.23: Algeria's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Algeria's imports from world	Algeria's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	58618.1	1080.3	1.8	317544.6
84	Machinery, reactors, boilers	10182.0	82.5	0.8	13596.1
87	Vehicles other than railway, tramway	6981.3	447.9	6.4	14482.0
85	Electrical, electronic equipment	5067.0	37.2	0.7	9002.3
10	Cereals	3647.3	30.9	0.8	10059.3
72	Iron and steel	3586.4	10.9	0.3	9080.6
27	Mineral fuels, oils, distillation products	2843.7	3.4	0.1	62348.5
30	Pharmaceutical products	2523.5	59.0	2.3	11663.3
73	Articles of iron or steel	2504.5	23.9	1.0	7518.7
39	Plastics and articles	2222.2	14.7	0.7	5398.3
04	Dairy products, eggs, honey, edible animal product	2046.7	13.8	0.7	481.9
44	Wood and articles of wood, wood charcoal	998.3	0.2	-	353.8
17	Sugars and sugar confectionery	911.3	0.5	0.1	1306.2
23	Residues, wastes of food industry, animal fodder	904.6	0.2	-	2042.8
15	Animal, vegetable fats and oils, cleavage products	819.3	0.01	-	903.7
90	Optical, photo, technical, medical apparatus	763.6	16.4	2.2	2334.6
48	Paper and paperboard, articles of pulp	761.9	2.2	0.3	1130.5
38	Miscellaneous chemical products	677.6	7.1	1.0	3164.4
25	Salt, sulphur, earth, stone, plaster, lime and cement	627.9	0.9	0.1	1990.0
40	Rubber and articles	625.9	10.0	1.6	2763.2
08	Edible fruit, nuts, peel of citrus fruit, melons	495.8	10.9	2.2	1632.9

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Algeria would include:

- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Cereals (HS-10)
- Iron and steel (HS-72)
- Mineral fuels, oils, distillation products (HS-27)
- Pharmaceutical products (HS-30)

- Articles of iron or steel (HS-73)
- Plastics and articles (HS-39)

Egypt

Egypt is the second largest importer in Africa, after South Africa, accounting for 11.6 per cent of Africa's total imports in 2014. China is the largest supplier to Egypt, followed by Germany and the USA (Table 7.24).

For India, Egypt is the fourth-largest market for export in Africa, after South Africa, Kenya and Tanzania. However, India's share in Egypt's total imports at 4.4 per cent is still much below that of the major suppliers to the country.

Table 7.24: Egypt's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Egypt's imports (%)
World	71337.7	100.0
China	8057.6	11.3
Germany	5540.1	7.8
USA	5198.8	7.3
Kuwait	3515.9	4.9
Italy	3136.2	4.4
India	2472.0	3.5
Ukraine	3009.7	4.2
Russian Federation	2935.9	4.1
Turkey	2854.3	4.0
Saudi Arabia	2738.4	3.8

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.25 presents Egypt's top 20 import categories, as per 2-digit HS code, and India's share in Egypt's global import under each category. As can be seen from the table, India has achieved respectable share in only three categories out of the major import categories of Egypt, viz.

vehicles, meat and edible meat offal, and organic chemicals. India's share in the other major import items of Egypt is still marginal. This would serve to highlight the potential to enhance these exports to Egypt, in light of the demand in the country as also India's global export capability.

Table 7.25: Egypt's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Egypt's imports from world	Egypt's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	71337.7	3136.2	4.4	317544.6
27	Mineral fuels, oils, distillation products	9898.9	241.7	2.4	62348.5
84	Machinery, reactors, boilers	5766.4	93.0	1.6	13596.1
87	Vehicles other than railway, tramway	5203.6	281.1	5.4	14482.0
10	Cereals	5051.4	19.3	0.4	10059.3
85	Electrical, electronic equipment	4686.6	121.4	2.6	9002.3
72	Iron and steel	4339.4	53.4	1.2	9080.6
39	Plastics and articles	3300.9	84.2	2.6	5398.3
73	Articles of iron or steel	2583.3	61.4	2.4	7518.7
30	Pharmaceutical products	1889.1	7.4	0.4	11663.3
44	Wood and articles of wood, wood charcoal	1870.4	0.3	-	353.8
02	Meat and edible meat offal	1622.8	535.6	33.0	5075.6
29	Organic chemicals	1555.7	125.9	8.1	12035.1
12	Oil seed, oleag fruits, grain, seed, fruit	1326.9	19.5	1.5	2151.4
48	Paper and paperboard, articles of pulp	1259.4	14.4	1.1	1130.5
15	Animal,vegetable fats and oils, cleavage products	1113.6	2.9	0.3	903.7
23	Residues, wastes of food industry, animal fodder	1082.8	22.8	2.1	2042.8
40	Rubber and articles	974.6	37.1	3.8	2763.2
74	Copper and articles	921.2	18.8	2.0	3456.1
71	Pearls, precious stones, metals, coins	917.5	0.1	-	40703.5
90	Optical, photo, technical, medical apparatus	901.3	9.1	1.0	2334.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Egypt would include:

- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Cereals (HS-10)
- Electrical, electronic equipment (HS-85)
- Iron and steel (HS-72)

- Plastics and articles (HS-39)
- Articles of iron or steel (HS-73)
- Pharmaceutical products (HS-30)

Ethiopia

China is the largest supplier of Ethiopia, and accounts for 26.5 per cent of Ethiopia's total imports in 2014. Ethiopia's imports from India amounted accounting for 3.5 per cent of Ethiopia's total imports (**Table 7.26**).

Table 7.26: Ethiopia's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Ethiopia's imports (%)
World	21914.4	100.0
China	5808.4	26.5
Kuwait	1799.2	8.2
Saudi Arabia	1612.7	7.4
USA	768.0	3.5
India	762.8	3.5
Japan	754.8	3.4
Italy	609.0	2.8
Indonesia	461.1	2.1
Turkey	453.3	2.1
Germany	417.7	1.9

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.27 presents Ethiopia's top import categories, as per 2-digit HS code, and India's share in Ethiopia's global import under each category. As can be seen from the table, India's share in Ethiopia's major imports is marginal,

which, in turn, would serve to highlight the potential to enhance these exports to Ethiopia, in light of the global demand of the country as also India's global export capability.

Table 7.27: Ethiopia's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Ethiopia's imports from world	Ethiopia's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	21914.4	762.8	3.5	317544.6
27	Mineral fuels, oils, distillation products	3869.4	21.4	0.6	62348.5
84	Machinery, reactors, boilers	2936.1	117.4	4.0	13596.1
85	Electrical, electronic equipment	1977.4	48.2	2.4	9002.3
87	Vehicles other than railway, tramway	1846.6	86.7	4.7	14482.0
73	Articles of iron or steel	1068.8	35.1	3.3	7518.7
39	Plastics and articles	996.0	41.0	4.1	5398.3
72	Iron and steel	869.6	185.0	21.3	9080.6
10	Cereals	562.8	158.4	28.1	10059.3
15	Animal, vegetable fats and oils, cleavage products	511.1	1.3	0.3	903.7
31	Fertilizers	474.2	1.2	0.2	77.6
40	Rubber and articles	435.7	36.7	8.4	2763.2
30	Pharmaceutical products	432.5	138.9	32.1	11663.3
48	Paper and paperboard, articles of pulp	425.4	21.2	5.0	1130.5
90	Optical, photo, technical, medical apparatus	401.4	16.0	4.0	2334.6
94	Furniture, lighting, signs, prefabricated buildings	305.4	4.2	1.4	1204.4
38	Miscellaneous chemical products	302.6	13.6	4.5	3164.4
76	Aluminium and articles	258.9	8.5	3.3	2582.5
62	Articles of apparel, accessories, not knit or crochet	231.4	2.6	1.1	9055.7
17	Sugars and sugar confectionery	211.0	45.5	21.6	1306.2
28	Inorganic chemicals	186.4	5.9	3.1	1429.4

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above, potential items of India's exports to Ethiopia would include:

- Mineral fuels, oils, distillation products (HS-27)
- Electrical and electronic equipment (HS-85)
- Articles of iron or steel (HS-73)
- Animal, vegetable fats and oils, cleavage products (HS-15)

Kenya

China and India are the major sources of the Kenya's imports in 2014, together accounting for

over 48.5 per cent of the Kenya's global imports (**Table 7.28**).

Table 7.29 presents Kenya's top import categories, as per 2-digit HS code, and India's share in Kenya's global import under each category. As can be seen from the table, India has achieved respectable share in most of Kenya's major import categories. However, India's share in some other major items of Kenya's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Kenya, in light of the demand in the country as also India's global export capability.

Table 7.28: Kenya's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Kenya's imports (%)
World	19238.6	100.0
China	4930.6	25.6
India	4405.4	22.9
USA	1640.9	8.5
Japan	954.7	5.0
Malaysia	739.7	3.8
South Africa	721.9	3.8
UK	672.4	3.5
Germany	428.0	2.2
South Korea	344.5	1.8
Pakistan	332.8	1.7

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.29: Kenya's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Kenya's imports from world	Kenya's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	19238.6	4405.4	22.9	317544.6
27	Mineral fuels, oils, distillation products	4131.5	3020.6	73.1	62348.5
84	Machinery, reactors, boilers	1687.4	173.5	10.3	13596.1
87	Vehicles other than railway, tramway	1538.6	133.1	8.6	14482.0
85	Electrical, electronic equipment	1355.7	97.0	7.2	9002.3
72	Iron and steel	753.9	86.4	11.5	9080.6
10	Cereals	718.3	12.8	1.8	10059.3
39	Plastics and articles	614.9	61.6	10.0	5398.3
30	Pharmaceutical products	533.7	233.8	43.8	11663.3
48	Paper and paperboard, articles of pulp	411.9	51.7	12.6	1130.5
73	Articles of iron or steel	376.1	63.6	16.9	7518.7
94	Furniture, lighting, signs, prefabricated buildings	349.7	12.2	3.5	1204.4
62	Articles of apparel, accessories, not knit or crochet	304.6	5.2	1.7	9055.7
15	Animal,vegetable fats and oils, cleavage products	262.6	0.5	0.2	903.7
63	Other made textile articles, sets, worn clothing etc	244.4	20.9	8.6	4613.2
38	Miscellaneous chemical products	234.2	20.8	8.9	3164.4
40	Rubber and articles	222.5	28.8	13.0	2763.2
61	Articles of apparel, accessories, knit or crochet	215.5	1.8	0.8	7482.5
90	Optical, photo, technical, medical apparatus	209.3	18.8	9.0	2334.6
64	Footwear, gaiters and the like, parts	201.5	7.8	3.9	2990.7
69	Ceramic products	184.3	12.2	6.6	768.6

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Kenya would include:

- Vehicles other than railway, tramway (HS-87)
- Electrical, electronic equipment (HS-85)
- Cereals (HS-10)

- Articles of apparel, accessories, not knit or crochet (HS-62)

Liberia

Singapore and South Korea are the leading suppliers to Liberia, accounting for around 60 per cent of Liberia's total imports in 2014 (**Table 7.30**).

Table 7.30: Liberia's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Liberia's imports (%)
World	11616.9	100.0
Singapore	3944.6	34.0
South Korea	2976.2	25.6
China	1711.3	14.7
Japan	1047.7	9.0
Germany	442.1	3.8
India	262.8	2.3
USA	184.4	1.6
Philippines	135.0	1.2
Turkey	104.0	0.9
Côte d'Ivoire	93.4	0.8

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.31 presents Liberia's top import categories, as per 2-digit HS code, and India's share in Liberia's global import under each category. As can be seen from the table, India's share in many major items of Liberia's imports is

still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Liberia, in light of the demand in the country as also India's global export capability.

Table 7.31: Liberia's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Liberia's imports from world	Liberia's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	11616.9	262.8	2.3	317544.6
89	Ships, boats and other floating structures	5514.2	89.5	1.6	4556.6
27	Mineral fuels, oils, distillation products	667.9	1.3	0.2	62348.5
84	Machinery, reactors, boilers	358.0	8.4	2.3	13596.1
73	Articles of iron or steel	140.6	2.9	2.1	7518.7
85	Electrical, electronic equipment	129.3	4.8	3.7	9002.3
10	Cereals	112.1	102.3	91.3	10059.3
87	Vehicles other than railway, tramway	75.6	9.2	12.2	14482.0
39	Plastics and articles	41.7	2.8	6.7	5398.3
91	Clocks and watches and parts	33.9	0.01	-	91.3
02	Meat and edible meat offal	33.7	2.4	7.3	5075.6
72	Iron and steel	32.2	9.0	27.8	9080.6
86	Railway, tramway locomotives, rolling stock, equipment	31.0	0.003	-	140.3
30	Pharmaceutical products	29.0	8.0	27.5	11663.3
15	Animal,vegetable fats and oils, cleavage products	25.0	0.04	0.1	903.7
94	Furniture, lighting, signs, prefabricated buildings	22.8	1.5	6.6	1204.4
63	Other made textile articles, sets, worn clothing	22.5	0.2	0.9	4613.2
21	Miscellaneous edible preparations	19.8	0.2	0.9	581.8
19	Cereal, flour, starch, milk preparations and products	19.0	0.7	3.8	488.6
25	Salt, sulphur, earth, stone, plaster, lime and cement	18.8	0.7	3.6	1990.0
32	Tanning, dyeing extracts, tannins, derivs,pigments	17.3	0.8	4.6	2907.1

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Liberia would include:

- Ships, boats and other floating structures (HS-89)
- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Articles of iron or steel (HS-73)
- Electrical, electronic equipment (HS-85)

Libya

Singapore and South Korea are the leading suppliers to Libya, accounting for around 44 per cent of Libya's total imports in 2014 (**Table 7.32**).

Table 7.33 presents Libya's top import categories, as per 2-digit HS code, and India's share in Libya's global import under each category. As can be seen from the table, India's share in major items of Libya's imports is marginal, which, in turn, would serve to highlight the potential to enhance these exports to Libya, in light of the demand in the country as also India's global export capability.

Table 7.32: Libya's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Libya's imports (%)
World	16407.7	100.0
Italy	2932.2	17.9
China	2157.6	13.2
Turkey	2060.0	12.6
Egypt	990.3	6.0
South Korea	893.8	5.4
Spain	748.9	4.6
Germany	738.0	4.5
USA	531.9	3.2
Brazil	392.2	2.4
France	346.5	2.1

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.33: Libya's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Libya's imports from world	Libya's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	16407.7	195.7	1.2	317544.6
27	Mineral fuels, oils, distillation products	2355.3	0.2	-	62348.5
84	Machinery, reactors, boilers	1773.4	10.7	0.6	13596.1
85	Electrical, electronic equipment	1381.7	5.8	0.4	9002.3
87	Vehicles other than railway, tramway	1183.4	11.1	0.9	14482.0
10	Cereals	767.2	3.4	0.4	10059.3
39	Plastics and articles	482.2	7.5	1.5	5398.3
94	Furniture, lighting, signs, prefabricated buildings	460.8	0.2	0.1	1204.4
04	Dairy products, eggs, honey, edible animal product	445.6	0.9	0.2	481.9
73	Articles of iron or steel	370.0	3.8	1.0	7518.7
69	Ceramic products	363.6	2.1	0.6	768.6
72	Iron and steel	355.1	0.4	0.1	9080.6
30	Pharmaceutical products	348.8	11.9	3.4	11663.3
01	Live animals	293.1	-	-	12.5
61	Articles of apparel, accessories, knit or crochet	280.6	1.8	0.6	7482.5
90	Optical, photo, technical, medical apparatus	280.5	2.1	0.8	2334.6
62	Articles of apparel, accessories, not knit or crochet	248.3	5.7	2.3	9055.7
71	Pearls, precious stones, metals, coins	245.3	0.2	0.1	40703.5
25	Salt, sulphur, earth, stone, plaster, lime and cement	237.6	0.4	0.2	1990.0
19	Cereal, flour, starch, milk preparations and products	215.5	0.7	0.3	488.6
02	Meat and edible meat offal	206.3	3.3	1.6	5075.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Libya would include:

- Mineral fuels, oils, distillation products (HS-10)
- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Vehicles other than railway, tramway (HS-87)

- Cereals (HS-10)
- Plastic and articles (HS-39)

Tanzania

India is an important trading partner for Tanzania, accounting for 29.6 per cent of Tanzania's global imports in 2014. India's high share in few select items of Tanzania's import basket has resulted in the robust share of India in Tanzania's overall imports (**Table 7.34 and 7.35**).

Table 7.34: Tanzania's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Tanzania's imports (%)
World	12559.1	100.0
China	3843.6	30.6
India	3714.3	29.6
South Africa	494.9	3.9
South Korea	333.0	2.7
Malaysia	328.9	2.6
Japan	302.8	2.4
USA	302.2	2.4
UK	275.7	2.2
Belgium	241.0	1.9
Germany	230.1	1.8

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Analysis of the table and India's low share in other major imports of Tanzania would serve to highlight the scope for enhancing such exports to Tanzania, given India's global export capability. Based on analysis of the above table, potential export categories to Tanzania would include:

- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Animal, vegetable fats and oils, cleavage products (HS-15)

Table 7.35: Tanzania's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Tanzania's imports from world	Tanzania's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	12559.2	3714.3	29.6	317544.6
27	Mineral fuels, oils, distillation products	3145.1	2623.3	83.4	62348.5
84	Machinery, reactors, boilers	1163.8	83.0	7.1	13596.1
85	Electrical, electronic equipment	1011.1	80.9	8.0	9002.3
87	Vehicles other than railway, tramway	867.2	95.4	11.0	14482.0
30	Pharmaceutical products	487.2	224.8	46.1	11663.3
15	Animal, vegetable fats and oils, cleavage products	414.0	0.6	0.1	903.7
73	Articles of iron or steel	407.7	64.7	15.9	7518.7
39	Plastics and articles	355.4	34.5	9.7	5398.3
72	Iron and steel	350.3	46.5	13.3	9080.6
10	Cereals	292.4	8.8	3.0	10059.3
62	Articles of apparel, accessories, not knit or crocheted	229.6	35.0	15.3	9055.7
64	Footwear, gaiters and the like, parts	224.7	3.2	1.4	2990.7
94	Furniture, lighting, signs, prefabricated buildings	215.7	8.0	3.7	1204.4
63	Other made textile articles, sets, worn clothing	207.2	39.5	19.1	4613.2
40	Rubber and articles	192.1	17.7	9.2	2763.2
52	Cotton	168.5	13.7	8.1	8883.9
48	Paper and paperboard, articles of pulp	167.3	16.4	9.8	1130.5
76	Aluminium and articles	153.8	70.2	45.7	2582.5
69	Ceramic products	150.9	5.1	3.4	768.6
90	Optical, photo, technical, medical apparatus	143.6	11.7	8.1	2334.6

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Tunisia

In 2014, France and Italy were the largest suppliers, accounting for 38 per cent of Tunisia's total imports in 2014 (**Table 7.36**). India's share in Tunisia's imports during the same year was marginal.

Table 7.37 presents Tunisia's top import categories, as per 2-digit HS code, and India's share in

Tunisia's global import under each category. As can be seen from the table, India has achieved respectable share in two of Tunisia's major import categories. India's share in many of the major items of Tunisia's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Tunisia, in light of the demand in the country as also India's global export capability.

Table 7.36: Tunisia's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Tunisia's imports (%)
World	22961.7	100.0
France	4454.0	19.4
Italy	4356.8	19.0
Germany	1772.2	7.7
Algeria	1576.7	6.9
China	1235.8	5.4
Spain	1210.3	5.3
Turkey	915.1	4.0
USA	831.4	3.6
Belgium	438.2	1.9
Azerbaijan	420.6	1.8

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.37: Tunisia's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Tunisia's imports from world	Tunisia's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	22961.7	268.3	1.2	317544.6
27	Mineral fuels, oils, distillation products	4574.2	0.4	-	62348.5
85	Electrical, electronic equipment	2678.5	13.3	0.5	9002.3
84	Machinery, reactors, boilers	2164.1	9.7	0.4	13596.1
87	Vehicles other than railway, tramway	1402.0	85.7	6.1	14482.0
39	Plastics and articles	953.8	14.1	1.5	5398.3
10	Cereals	770.0	7.6	1.0	10059.3
72	Iron and steel	576.7	5.2	0.9	9080.6
30	Pharmaceutical products	546.6	3.5	0.6	11663.3
52	Cotton	528.2	24.6	4.7	8883.9
90	Optical, photo, technical, medical apparatus	462.5	3.3	0.7	2334.6
73	Articles of iron or steel	394.3	2.9	0.7	7518.7
74	Copper and articles	393.1	1.0	0.2	3456.1
88	Aircraft, spacecraft, and parts	391.1	-	-	6721.2
60	Knitted or crocheted fabric	385.0	0.02	-	259.0
48	Paper and paperboard, articles of pulp	330.0	0.3	0.1	1130.5
55	Manmade staple fibres	295.1	6.8	2.3	2181.6
12	Oil seed, oleagic fruits, grain, seed, fruit	285.4	4.2	1.5	2151.4
62	Articles of apparel, accessories, not knit or crochet	268.6	1.1	0.4	9055.7
17	Sugars and sugar confectionery	229.7	0.8	0.3	1306.2
41	Raw hides and skins (other than furskins) and leather	229.5	1.8	0.8	1363.7

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Tunisia would include:

- Mineral fuels, oils, distillation products (HS-10)
- Electrical, electronic equipment (HS-85)
- Machinery, reactors, boilers (HS-84)

- Plastic and articles (HS-39)
- Cereals (HS-10)

Zambia

In 2014, South Africa, DR Congo and China are the three largest suppliers, accounting for 56 per cent of Zambia's total imports in 2014 (**Table 7.38**). India's exports share to Zambia during the same year was marginal at 4.3 per cent.

Table 7.38: Zambia's Major Import Partners, 2014 (US\$ mn)

Exporters	2014 (US\$ mn)	Share in Zambia's imports (%)
World	9539.0	100.0
South Africa	3093.5	32.4
DR Congo	1459.3	15.3
China	857.2	9.0
Kenya	773.8	8.1
India	406.2	4.3
UAE	270.9	2.8
UK	247.0	2.6
Kuwait	224.5	2.4
Japan	218.7	2.3
USA	172.7	1.8

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.39 presents Zambia's top import categories, as per 2-digit HS code, and India's share in Zambia's global import under each category. As can be seen from the table, India has achieved respectable share in nine of Zambia's major import categories. India's share in many

of the major items of Zambia's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Zambia, in light of the demand in the country as also India's global export capability.

Table 7.39: Zambia's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Zambia's imports from world	Zambia's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	9539.0	406.2	4.3	317544.6
84	Machinery, reactors, boilers	1482.4	76.8	5.2	13596.1
26	Ores, slag and ash	1425.0	0.03	-	1356.8
27	Mineral fuels, oils, distillation products	1423.4	3.4	0.2	62348.5
87	Vehicles other than railway, tramway	805.8	29.1	3.6	14482.0
85	Electrical, electronic equipment	703.3	76.5	10.9	9002.3
73	Articles of iron or steel	538.5	46.9	8.7	7518.7
31	Fertilizers	334.4	4.2	1.3	77.6
39	Plastics and articles	265.5	16.0	6.0	5398.3
30	Pharmaceutical products	219.8	66.4	30.2	11663.3
72	Iron and steel	201.3	2.8	1.4	9080.6
40	Rubber and articles	158.8	4.9	3.1	2763.2
28	Inorganic chemicals	148.9	1.0	0.7	1429.4
38	Miscellaneous chemical products	144.6	6.3	4.4	3164.4
25	Salt, sulphur, earth, stone, plaster, lime and cement	142.0	0.2	0.1	1990.0
15	Animal,vegetable fats and oils, cleavage products	105.7	0.2	0.2	903.7
48	Paper and paperboard, articles of pulp	100.1	4.9	4.9	1130.5
03	Fish, crustaceans, molluscs, aquatic invertebrates	77.3	0.3	0.3	5358.6
94	Furniture, lighting, signs, prefabricated buildings	74.0	1.0	1.3	1204.4
90	Optical, photo, technical, medical apparatus	71.5	4.3	6.0	2334.6
76	Aluminium and articles	66.7	17.1	25.6	2582.5

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Based on the table above and India's export capability, potential items of India's exports to Zambia would include:

- Ores, slag and ash (HS-85)
- Mineral fuels, oils, distillation products (HS-10)
- Vehicles other than railway, tramway (HS-87)
- Iron and steel (HS-27)
- Rubber and articles (HS-40)

Benin

Table 7.40 presents Benin's top import categories, as per 2-digit HS code, and India's share in Benin's global import under each category. As can be seen from the table, India has achieved respectable share in Benin's major import categories. However, India's share in many of the other major items of Benin's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Benin, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Benin would include:

- Mineral fuels, oils, distillation products (HS-27)
- Meat and edible meat offal (HS-02)
- Vehicles other than railway, tramway (HS-87)

Burkina Faso

Table 7.41 presents Burkina Faso's top import categories, as per 2-digit HS code, and India's share in Burkina Faso's global import under each category. As can be seen from the table, India has achieved respectable share in Burkina Faso's major import categories. However, India's share in many of the other major items of Burkina Faso's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Burkina Faso, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Burkina Faso would include:

- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Salt, sulphur, earth, stone, plaster, lime and cement (HS-25)

Table 7.40: Benin's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Benin's imports from world	Benin's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	3596.1	529.6	14.7	317544.6
10	Cereals	1024.7	444.5	43.4	10059.3
27	Mineral fuels, oils, distillation products	515.0	0.1	-	62348.5
02	Meat and edible meat offal	245.9	0.2	0.1	5075.6
87	Vehicles other than railway, tramway	206.6	1.9	0.9	14482.0
84	Machinery, reactors, boilers	161.4	5.0	3.1	13596.1
89	Ships, boats and other floating structures	151.8	-	-	4556.6
03	Fish, crustaceans, molluscs, aquatic invertebrates	139.8	0.2	0.1	5358.6
30	Pharmaceutical products	94.8	7.2	7.6	11663.3
15	Animal,vegetable fats and oils, cleavage products	90.6	1.5	1.7	903.7
63	Other made textile articles, sets, worn clothing	87.2	0.03	-	4613.2
85	Electrical, electronic equipment	81.8	1.3	1.6	9002.3
72	Iron and steel	80.8	4.1	5.1	9080.6
11	Milling products, malt, starches, inulin, wheat gluten	58.7	0.1	0.2	305.5
52	Cotton	57.6	1.1	2.0	8883.9
25	Salt, sulphur, earth, stone, plaster, lime and cement	56.0	0.3	0.5	1990.0
88	Aircraft, spacecraft, and parts	47.0	-	-	6721.2
39	Plastics and articles	37.4	0.1	0.3	5398.3
04	Dairy products, eggs, honey, edible animal product	33.2	-	-	481.9
73	Articles of iron or steel	32.9	3.4	10.4	7518.7
17	Sugars and sugar confectionery	32.4	0.4	1.1	1306.2

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Table 7.41: Burkina Faso's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Burkina Faso's imports from world	Burkina Faso's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	3575.1	123.4	3.5	317544.6
27	Mineral fuels, oils, distillation products	1120.8	0.3	-	62348.5
84	Machinery, reactors, boilers	277.8	5.2	1.9	13596.1
87	Vehicles other than railway, tramway	264.7	10.5	4.0	14482.0
30	Pharmaceutical products	196.2	28.6	14.6	11663.3
72	Iron and steel	183.9	37.8	20.6	9080.6
85	Electrical, electronic equipment	176.9	7.3	4.1	9002.3
10	Cereals	133.3	12.4	9.3	10059.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	115.9	0.1	0.1	1990.0
73	Articles of iron or steel	107.7	3.3	3.1	7518.7
31	Fertilizers	103.5	-	-	77.6
39	Plastics and articles	80.8	0.2	0.2	5398.3
24	Tobacco and manufactured tobacco substitutes	60.3	-	-	957.2
21	Miscellaneous edible preparations	51.6	0.1	0.1	581.8
40	Rubber and articles	47.0	2.4	5.2	2763.2
38	Miscellaneous chemical products	45.7	3.6	7.9	3164.4
28	Inorganic chemicals	44.9	0.1	0.1	1429.4
48	Paper and paperboard, articles of pulp	40.1	0.4	1.0	1130.5
17	Sugars and sugar confectionery	39.2	1.4	3.5	1306.2
11	Milling products, malt, starches, inulin, wheat gluten	34.7	0.1	0.2	305.5
15	Animal, vegetable fats and oils, cleavage products	33.2	0.2	0.5	903.7

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Burundi

Table 7.42 presents Burundi's top import categories, as per 2-digit HS code, and India's share in Burundi's global import under each category. As can be seen from the table, India has achieved respectable share in Burundi's major import categories. However, India's share in many of the other major items of Burundi's imports is still marginal, which, in turn, would serve to highlight

the potential to enhance these exports to Burundi, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Burundi would include:

- Electrical, electronic equipment (HS-85)
- Cereals (HS-10)

Table 7.42: Burundi's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Burundi's imports from world	Burundi's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	672.6	75.2	11.2	317544.6
27	Mineral fuels, oils, distillation products	164.7	45.0	27.3	62348.5
87	Vehicles other than railway, tramway	80.6	5.3	6.6	14482.0
85	Electrical, electronic equipment	49.5	0.5	1.0	9002.3
30	Pharmaceutical products	49.2	16.5	33.5	11663.3
84	Machinery, reactors, boilers	45.0	1.5	3.4	13596.1
10	Cereals	29.1	-	-	10059.3
72	Iron and steel	26.7	1.3	5.0	9080.6
25	Salt, sulphur, earth, stone, plaster, lime and cement	22.9	0.01	-	1990.0
31	Fertilizers	19.9	0.003	-	77.6
63	Other made textile articles, sets, worn clothing	15.0	0.3	2.2	4613.2
73	Articles of iron or steel	13.1	0.4	3.3	7518.7
90	Optical, photo, technical, medical apparatus	12.6	0.3	2.8	2334.6
11	Milling products, malt, starches, inulin, wheat gluten	12.2	0.03	0.2	305.5
15	Animal, vegetable fats and oils, cleavage products	11.6	-	-	903.7
39	Plastics and articles	10.9	0.8	7.0	5398.3
17	Sugars and sugar confectionery	9.5	-	-	1306.2
94	Furniture, lighting, signs, prefabricated buildings	8.2	0.4	4.4	1204.4
48	Paper and paperboard, articles of pulp	7.1	0.04	0.6	1130.5
40	Rubber and articles	6.6	1.1	16.9	2763.2
33	Essential oils, perfumes, cosmetics, toiletries	5.7	0.002	-	1442.8

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Cabo Verde

Table 7.43 presents Cabo Verde's top 20 import categories, as per 2-digit HS code, and India's share in Cabo Verde's global import under each category. As can be seen from the table, India's share in the major import items of Cabo Verde is marginal. This would serve to highlight the potential to enhance these exports to Cabo Verde, in light of the demand in the country as also India's global export capability. Based on the table above and

India's export capability, potential items of India's exports to Cabo Verde would include:

- Mineral fuels, oils, distillation products (HS-27)
- Electrical, electronic equipment (HS-85)
- Machinery, reactors, boilers (HS-84)
- Cereals (HS-10)

Table 7.43: Cabo Verde's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Cabo Verde's imports from world	Cabo Verde's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	775.0	1.0	0.1	317544.6
27	Mineral fuels, oils, distillation products	119.7	-	-	62348.5
85	Electrical, electronic equipment	91.0	0.1	0.1	9002.3
84	Machinery, reactors, boilers	51.4	0.2	0.3	13596.1
04	Dairy products, eggs, honey, edible animal product	37.6	-	-	481.9
10	Cereals	34.8	0.02	0.1	10059.3
87	Vehicles other than railway, tramway	28.0	0.02	0.1	14482.0
25	Salt, sulphur, earth, stone, plaster, lime and cement	26.1	-	-	1990.0
39	Plastics and articles	22.5	-	-	5398.3
73	Articles of iron or steel	21.4	0.001	-	7518.7
94	Furniture, lighting, signs, prefabricated buildings	20.8	0.01	0.1	1204.4
22	Beverages, spirits and vinegar	20.6	0.03	0.1	376.8
02	Meat and edible meat offal	20.5	-	-	5075.6
15	Animal, vegetable fats and oils, cleavage products	18.7	-	-	903.7
72	Iron and steel	17.1	-	-	9080.6
48	Paper and paperboard, articles of pulp	13.4	0.2	1.5	1130.5
21	Miscellaneous edible preparations	12.8	-	-	581.8
89	Ships, boats and other floating structures	12.6	-	-	4556.6
20	Vegetable, fruit, nut food preparations	12.0	-	-	502.3
44	Wood and articles of wood, wood charcoal	12.0	-	-	353.8
69	Ceramic products	11.2	-	-	768.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Central African Republic

Table 7.44 presents Central African Republic's top 20 import categories, as per 2-digit HS code, and India's share in Central African Republic's global import under each category. As can be seen from the table, India has achieved respectable share in Central African Republic's major global imports viz. pharmaceutical products, cereals, and plastic and articles. However, India's share in the other major import items of Central African Republic is still marginal. This would serve to highlight the

potential to enhance these exports to Central African Republic, in light of the demand in the country as also India's global export capability. Based on the table above and India's export capability, potential items of India's exports to Central African Republic would include:

- Vehicles other than railway, tramway (HS-87)
- Electrical, electronic equipment (HS-85)
- Other made textile articles, sets, worn clothing (HS-63)

Table 7.44: Central African Republic's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Central African Republic's imports from world	Central African Republic's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	307.3	9.3	3.0	317544.6
87	Vehicles other than railway, tramway	58.0	0.1	0.1	14482.0
30	Pharmaceutical products	48.8	6.4	13.1	11663.3
85	Electrical, electronic equipment	20.1	0.1	0.6	9002.3
63	Other made textile articles, sets, worn clothing	17.4	0.4	2.1	4613.2
10	Cereals	15.9	0.7	4.1	10059.3
07	Edible vegetables and certain roots and tubers	13.0	-	-	1128.3
84	Machinery, reactors, boilers	12.8	0.1	1.0	13596.1
93	Arms and ammunition, parts and accessories	12.6	-	-	65.1
11	Milling products, malt, starches, inulin, wheat gluten	12.6	-	-	305.5
94	Furniture, lighting, signs, prefabricated buildings	11.0	0.03	0.3	1204.4
90	Optical, photo, technical, medical apparatus	10.6	0.1	1.3	2334.6
21	Miscellaneous edible preparations	7.1	-	-	581.8
17	Sugars and sugar confectionery	5.9	0.01	0.1	1306.2
39	Plastics and articles	5.4	0.5	8.5	5398.3
15	Animal, vegetable fats and oils, cleavage products	5.4	-	-	903.7
24	Tobacco and manufactured tobacco substitutes	4.3	-	-	957.2
48	Paper and paperboard, articles of pulp	4.3	-	-	1130.5
22	Beverages, spirits and vinegar	4.1	0.0	0.8	376.8
38	Miscellaneous chemical products	3.9	0.0	0.8	3164.4
03	Fish, crustaceans, molluscs, aquatic invertebrates	3.0	-	-	5358.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Chad

An examination of Chad's imports would reveal that India accounts for 2.7 per cent of Chad's imports (**Table 7.45**). In the case of select major items of Chad's imports, India's share is negligible. Based on analysis of the above table, potential export categories to Chad, in line with import

demand in Chad and India's global export capability, would include:

- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Aircraft, spacecraft, and parts (HS-88)
- Articles of iron or steel (HS-73)

Table 7.45: Chad's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Chad's imports from world	Chad's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	1292.8	35.2	2.7	317544.6
84	Machinery, reactors, boilers	320.3	3.1	1.0	13596.1
85	Electrical, electronic equipment	113.7	0.4	0.3	9002.3
88	Aircraft, spacecraft, and parts	107.3	-	-	6721.2
87	Vehicles other than railway, tramway	82.5	7.7	9.4	14482.0
73	Articles of iron or steel	66.8	1.3	1.9	7518.7
30	Pharmaceutical products	51.8	18.0	34.7	11663.3
90	Optical, photo, technical, medical apparatus	48.1	0.7	1.5	2334.6
72	Iron and steel	38.9	-	-	9080.6
27	Mineral fuels, oils, distillation products	37.8	0.2	0.6	62348.5
39	Plastics and articles	30.6	0.1	0.4	5398.3
34	Soaps, lubricants, waxes, candles, modelling pastes	28.3	0.003	-	547.1
38	Miscellaneous chemical products	27.6	0.004	-	3164.4
21	Miscellaneous edible preparations	26.9	-	-	581.8
94	Furniture, lighting, signs, prefabricated buildings	25.2	0.3	1.1	1204.4
11	Milling products, malt, starches, inulin, wheat gluten	23.9	-	-	305.5
19	Cereal, flour, starch, milk preparations and products	17.7	0.1	0.7	488.6
64	Footwear, gaiters and the like, parts	15.8	0.01	0.1	2990.7
69	Ceramic products	13.0	0.03	0.2	768.6
22	Beverages, spirits and vinegar	12.7	-	-	376.8
24	Tobacco and manufactured tobacco substitutes	11.5	-	-	957.2

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Comoros

An examination of Comoros's import basket of major items would reveal that India accounts for a respectable share in eleven items (**Table 7.46**). However, in the case of other major items of Comoros's imports, India's share is still negligible.

Based on analysis of the above table, potential export categories to Comoros, in line with import demand in Comoros and India's global export capability, would include:

- Cereals (HS-10)
- Electrical, electronic equipment (HS-85)

Table 7.46: Comoros's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Comoros's imports from world	Comoros's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	196.3	16.5	8.4	317544.6
02	<i>Meat and edible meat offal</i>	21.4	4.9	23.0	5075.6
10	Cereals	21.0	0.3	1.4	10059.3
85	Electrical, electronic equipment	11.4	0.1	0.7	9002.3
25	<i>Salt, sulphur, earth, stone, plaster, lime and cement</i>	9.6	0.4	4.0	1990.0
84	<i>Machinery, reactors, boilers</i>	8.8	0.3	3.5	13596.1
87	Vehicles other than railway, tramway	8.7	-	-	14482.0
94	Furniture, lighting, signs, prefabricated buildings	6.6	0.01	0.2	1204.4
27	Mineral fuels, oils, distillation products	6.5	-	-	62348.5
11	<i>Milling products, malt, starches, inulin, wheat gluten</i>	5.3	0.4	7.9	305.5
39	Plastics and articles	4.9	0.1	1.6	5398.3
48	Paper and paperboard, articles of pulp	4.3	0.1	2.9	1130.5
19	<i>Cereal, flour, starch, milk preparations and products</i>	4.0	0.2	6.2	488.6
62	<i>Articles of apparel, accessories, not knit or crochet</i>	4.0	2.3	58.5	9055.7
73	<i>Articles of iron or steel</i>	3.8	0.2	6.5	7518.7
17	<i>Sugars and sugar confectionery</i>	3.7	0.2	5.1	1306.2
72	<i>Iron and steel</i>	3.7	0.7	17.7	9080.6
52	<i>Cotton</i>	3.7	3.5	94.6	8883.9
30	<i>Pharmaceutical products</i>	3.5	0.2	5.3	11663.3
15	Animal, vegetable fats and oils, cleavage products	3.5	-	-	903.7
16	Meat, fish and seafood food preparations	3.4	-	-	145.4

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Republic of Congo

An examination of Republic of Congo's import basket of major items would reveal that India accounts for a respectable share in a select items (**Table 7.47**). However, in the case of other major items of Republic of Congo's imports, India's share is still negligible. Based on analysis of the above table, potential export categories to Republic of Congo, in line with import demand

in Republic of Congo and India's global export capability, would include:

- Machinery, reactors, boilers (HS-84)
- Salt, sulphur, earth, stone, plaster, lime and cement (HS-25)
- Electrical, electronic equipment (HS-85)

Table 7.47: Republic of Congo's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Congo's imports from world	Congo's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	3346.7	135.2	4.0	317544.6
84	Machinery, reactors, boilers	581.6	25.1	4.3	13596.1
73	Articles of iron or steel	377.0	19.9	5.3	7518.7
87	Vehicles other than railway, tramway	350.0	31.0	8.8	14482.0
85	Electrical, electronic equipment	244.1	10.5	4.3	9002.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	143.5	1.3	0.9	1990.0
02	Meat and edible meat offal	142.6	15.5	10.9	5075.6
72	Iron and steel	96.9	2.7	2.8	9080.6
27	Mineral fuels, oils, distillation products	96.9	-	-	62348.5
30	Pharmaceutical products	89.5	0.4	0.5	11663.3
90	Optical, photo, technical, medical apparatus	86.2	0.4	0.4	2334.6
03	Fish, crustaceans, molluscs, aquatic invertebrates	82.2	0.9	1.1	5358.6
19	Cereal, flour, starch, milk preparations and products	73.3	5.1	6.9	488.6
39	Plastics and articles	70.7	2.4	3.4	5398.3
89	Ships, boats and other floating structures	61.5	-	-	4556.6
10	Cereals	59.0	1.3	2.3	10059.3
94	Furniture, lighting, signs, prefabricated buildings	56.2	0.1	0.2	1204.4
11	Milling products, malt, starches, inulin, wheat gluten	50.4	0.1	0.2	305.5
38	Miscellaneous chemical products	47.0	5.1	10.9	3164.4
04	Dairy products, eggs, honey, edible animal product	35.4	-	-	481.9
22	Beverages, spirits and vinegar	34.5	2.1	6.2	376.8

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

DR Congo

Table 7.48 presents DR Congo's top import categories, as per 2-digit HS code, and India's share in its global import under each category. As can be seen from the table, India has achieved respectable share in select major import categories of DR Congo. India's share in some of DR Congo's major imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to DR Congo, in light

of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to DR Congo would include:

- Machinery, reactors, boilers (HS-84)
- Mineral fuels, oils, distillation products (HS-27)
- Articles of iron or steel (HS-73)

Table 7.48: DR Congo's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	DR Congo's imports from world	DR Congo's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	6127.5	220.7	3.6	317544.6
84	Machinery, reactors, boilers	884.6	17.7	2.0	13596.1
85	Electrical, electronic equipment	554.3	30.0	5.4	9002.3
27	Mineral fuels, oils, distillation products	412.8	2.8	0.7	62348.5
87	Vehicles other than railway, tramway	387.2	16.1	4.2	14482.0
28	Inorganic chemicals	305.3	1.2	0.4	1429.4
73	Articles of iron or steel	288.3	7.3	2.5	7518.7
30	Pharmaceutical products	244.0	60.1	24.6	11663.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	215.4	0.9	0.4	1990.0
39	Plastics and articles	202.2	8.9	4.4	5398.3
02	Meat and edible meat offal	171.3	10.1	5.9	5075.6
72	Iron and steel	155.2	5.7	3.7	9080.6
11	Milling products, malt, starches, inulin, wheat gluten	126.5	0.2	0.1	305.5
10	Cereals	117.0	0.3	0.3	10059.3
67	Bird skin, feathers, artificial flowers, human hair	100.3	0.1	0.1	276.8
17	Sugars and sugar confectionery	99.3	1.0	1.0	1306.2
40	Rubber and articles	87.3	1.5	1.7	2763.2
63	Other made textile articles, sets, worn clothing	81.7	2.4	2.9	4613.2
52	Cotton	81.5	11.7	14.3	8883.9
94	Furniture, lighting, signs, prefabricated buildings	79.9	1.1	1.3	1204.4
90	Optical, photo, technical, medical apparatus	78.0	2.5	3.2	2334.6

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Djibouti

Table 7.49 presents Djibouti's top import categories, as per 2-digit HS code, and India's share in Djibouti's global import under each category. As can be seen from the table, India has achieved respectable share in Djibouti's major import categories. However, India's share in many of the other major items of Djibouti's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Djibouti, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Djibouti would include:

- Animal, vegetable fats and oils, cleavage products (HS-15)
- Electrical, electronic equipment (HS-85)
- Articles of apparel, accessories, knit or crochet (HS-61)
- Edible vegetables and certain roots and tubers (HS-07)

Table 7.49: Djibouti's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Djibouti's imports from world	Djibouti's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	2989.6	297.6	10.0	317544.6
15	Animal,vegetable fats and oils, cleavage products	299.7	-	-	903.7
84	Machinery, reactors, boilers	218.1	8.0	3.7	13596.1
87	Vehicles other than railway, tramway	183.9	23.8	13.0	14482.0
85	Electrical, electronic equipment	181.1	5.5	3.0	9002.3
10	Cereals	180.7	75.2	41.6	10059.3
31	Fertilizers	119.9	0.4	0.3	77.6
61	Articles of apparel, accessories, knit or crochet	116.6	2.0	1.7	7482.5
07	Edible vegetables and certain roots and tubers	116.5	-	-	1128.3
72	Iron and steel	105.2	23.0	21.8	9080.6
39	Plastics and articles	102.9	10.7	10.4	5398.3
64	Footwear, gaiters and the like, parts	93.6	28.9	30.9	2990.7
73	Articles of iron or steel	89.2	0.8	0.9	7518.7
27	Mineral fuels, oils, distillation products	88.5	58.3	65.9	62348.5
17	Sugars and sugar confectionery	84.4	27.4	32.5	1306.2
62	Articles of apparel, accessories, not knit or crochet	72.3	3.5	4.9	9055.7
94	Furniture, lighting, signs, prefabricated buildings	71.9	1.3	1.8	1204.4
19	Cereal, flour, starch, milk preparations and products	50.5	0.1	0.3	488.6
40	Rubber and articles	48.3	0.6	1.3	2763.2
34	Soaps, lubricants, waxes, candles, modelling pastes	34.0	0.5	1.5	547.1
55	Manmade staple fibres	32.4	1.4	4.5	2181.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Eritrea

Table 7.50 presents Eritrea's top import categories, as per 2-digit HS code, and India's share in Eritrea's global import under each category. As can be seen from the table, India has not achieved a respectable share in Eritrea major import categories. India's share in many of the major items of Eritrea imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports

to Eritrea, in light of the demand in the country as also India's global export capability.

Based on the above table and India's export capability, potential items of India's exports to Eritrea would include:

- Machinery, reactors, boilers (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Electrical, electronic equipment (HS-85)

Table 7.50: Eritrea's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Eritrea's imports from world	Eritrea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	305.1	14.2	4.7	317544.6
84	Machinery, reactors, boilers	52.3	0.5	1.0	13596.1
87	Vehicles other than railway, tramway	32.2	0.04	0.1	14482.0
85	Electrical, electronic equipment	23.7	0.1	0.4	9002.3
40	Rubber and articles	17.3	1.1	6.6	2763.2
11	Milling products, malt, starches, inulin, wheat gluten	15.0	-	-	305.5
73	Articles of iron or steel	14.4	0.03	0.2	7518.7
15	Animal, vegetable fats and oils, cleavage products	13.6	-	-	903.7
17	Sugars and sugar confectionery	13.4	0.03	0.2	1306.2
30	Pharmaceutical products	9.6	4.3	44.6	11663.3
19	Cereal, flour, starch, milk preparations and products	9.0	0.02	0.2	488.6
10	Cereals	7.6	-	-	10059.3
90	Optical, photo, technical, medical apparatus	6.6	0.3	4.4	2334.6
32	Tanning, dyeing extracts, tannins, derivs, pigments	6.4	0.002	-	2907.1
34	Soaps, lubricants, waxes, candles, modelling pastes	5.4	-	-	547.1
55	Manmade staple fibres	5.2	2.2	42.5	2181.6
39	Plastics and articles	4.8	0.4	8.7	5398.3
38	Miscellaneous chemical products	4.3	0.04	0.9	3164.4
72	Iron and steel	4.3	0.3	6.1	9080.6
48	Paper and paperboard, articles of pulp	4.0	0.2	4.3	1130.5
31	Fertilizers	3.4	0.002	0.1	77.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

The Gambia

Table 7.51 presents the Gambia's top import categories, as per 2-digit HS code, and India's share in the Gambia's global import under each category. As can be seen from the table, India has achieved respectable share in some of the Gambia's major import categories. However, India's share in many of the other major items of the Gambia's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to the Gambia, in light of

the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to the Gambia would include:

- Mineral fuels, oils, distillation products (HS-27)
- Sugars and sugar confectionery (HS-17)
- Vehicles other than railway, tramway (HS-87)

Table 7.51: The Gambia's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	The Gambia's imports from world	The Gambia's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	387.2	25.0	6.5	317544.6
27	Mineral fuels, oils, distillation products	82.4	0.01	-	62348.5
10	Cereals	71.9	9.7	13.4	10059.3
15	Animal, vegetable fats and oils, cleavage products	28.1	1.2	4.3	903.7
17	Sugars and sugar confectionery	27.1	0.5	1.7	1306.2
87	Vehicles other than railway, tramway	21.7	0.3	1.5	14482.0
85	Electrical, electronic equipment	21.6	2.0	9.4	9002.3
84	Machinery, reactors, boilers	16.0	0.2	1.3	13596.1
25	Salt, sulphur, earth, stone, plaster, lime and cement	14.2	0.1	0.4	1990.0
30	Pharmaceutical products	8.1	1.2	14.4	11663.3
54	Manmade filaments	7.9	1.3	16.7	2505.4
04	Dairy products, eggs, honey, edible animal product	6.7	0.004	0.1	481.9
39	Plastics and articles	5.6	0.7	11.9	5398.3
44	Wood and articles of wood, wood charcoal	5.5	2.7	49.4	353.8
90	Optical, photo, technical, medical apparatus	4.1	0.1	3.2	2334.6
72	Iron and steel	4.0	0.9	22.8	9080.6
69	Ceramic products	3.9	0.4	11.4	768.6
49	Printed books, newspapers, pictures	3.6	0.1	1.8	313.2
63	Other made textile articles, sets, worn clothing	3.5	0.3	7.6	4613.2
07	Edible vegetables and certain roots and tubers	3.4	-	-	1128.3
24	Tobacco and manufactured tobacco substitutes	3.3	0.1	2.6	957.2

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Ghana

Table 7.52 presents Ghana's top 20 import categories, as per 2-digit HS code, and India's share in Ghana's global import under each category. As can be seen from the table, India has achieved respectable share in Ghana's major global import. However, India's share in the other major import items of Ghana is still marginal. This would serve to highlight the potential to enhance these exports to Ghana, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Ghana would include:

- Mineral fuels, oils, distillation products (HS-27)
- Furniture, lighting, signs, prefabricated buildings (HS-94)
- Animal, vegetable fats and oils, cleavage products (HS-15)
- Sugars and sugar confectionery (HS-17)

Table 7.52: Ghana's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Ghana's imports from world	Ghana's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	13546.4	762.8	5.6	317544.6
27	Mineral fuels, oils, distillation products	2235.0	7.6	0.3	62348.5
84	Machinery, reactors, boilers	1408.2	53.9	3.8	13596.1
85	Electrical, electronic equipment	1058.0	40.5	3.8	9002.3
87	Vehicles other than railway, tramway	816.0	31.8	3.9	14482.0
39	Plastics and articles	593.1	36.4	6.1	5398.3
72	Iron and steel	461.3	58.9	12.8	9080.6
73	Articles of iron or steel	456.1	33.3	7.3	7518.7
30	Pharmaceutical products	376.6	169.0	44.9	11663.3
38	Miscellaneous chemical products	328.2	12.4	3.8	3164.4
48	Paper and paperboard, articles of pulp	310.7	11.0	3.5	1130.5
10	Cereals	278.7	11.2	4.0	10059.3
94	Furniture, lighting, signs, prefabricated buildings	271.4	1.1	0.4	1204.4
15	Animal, vegetable fats and oils, cleavage products	258.7	0.7	0.3	903.7
63	Other made textile articles, sets, worn clothing	219.0	31.3	14.3	4613.2
17	Sugars and sugar confectionery	217.6	3.0	1.4	1306.2
64	Footwear, gaiters and the like, parts	215.9	2.1	1.0	2990.7
02	Meat and edible meat offal	207.0	2.2	1.1	5075.6
22	Beverages, spirits and vinegar	190.7	37.5	19.7	376.8
33	Essential oils, perfumes, cosmetics, toiletries	182.0	3.6	2.0	1442.8
40	Rubber and articles	181.0	13.8	7.6	2763.2

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Guinea-Bissau

Table 7.53 presents Guinea-Bissau's top import categories, as per 2-digit HS code, and India's share in Guinea-Bissau's global import under each category. As can be seen from the table, India's share in many major items of Guinea-Bissau's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Guinea-Bissau, in light of the

demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Guinea-Bissau would include:

- Mineral fuels, oils, distillation products (HS-27)
- Iron and steel (HS-73)

Table 7.53: Guinea-Bissau's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Guinea-Bissau's imports from world	Guinea-Bissau's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	396.9	17.6	4.4	317544.6
27	Mineral fuels, oils, distillation products	121.2	-	-	62348.5
22	Beverages, spirits and vinegar	23.4	0.6	2.4	376.8
10	Cereals	23.2	6.9	29.6	10059.3
85	Electrical, electronic equipment	20.3	1.0	4.7	9002.3
72	Iron and steel	19.9	0.5	2.7	9080.6
21	Miscellaneous edible preparations	17.1	0.1	0.4	581.8
84	Machinery, reactors, boilers	15.2	1.8	11.7	13596.1
19	Cereal, flour, starch, milk preparations and products	15.0	0.5	3.4	488.6
15	Animal, vegetable fats and oils, cleavage products	12.0	-	-	903.7
87	Vehicles other than railway, tramway	10.8	0.7	6.2	14482.0
25	Salt, sulphur, earth, stone, plaster, lime and cement	8.5	-	-	1990.0
30	Pharmaceutical products	8.1	1.1	13.5	11663.3
39	Plastics and articles	8.0	1.9	23.6	5398.3
73	Articles of iron or steel	7.6	0.6	7.4	7518.7
34	Soaps, lubricants, waxes, candles, modelling pastes	6.7	-	-	547.1
04	Dairy products, eggs, honey, edible animal product	6.2	-	-	481.9
11	Milling products, malt, starches, inulin, wheat gluten	5.6	-	-	305.5
90	Optical, photo, technical, medical apparatus	5.3	0.1	1.1	2334.6
63	Other made textile articles, sets, worn clothing	4.8	1.5	31.6	4613.2
09	Coffee, tea, mate and spices	4.2	-	-	2771.0

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Lesotho

Table 7.54 presents Lesotho's top import categories, as per 2-digit HS code, and India's share in Lesotho's global import under each category. As can be seen from the table, India has achieved respectable share in a few of Lesotho's major import categories, including Machinery, reactors, boilers; cotton; and pharmaceutical products. India's share in many of the other major items of Lesotho's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Lesotho, in light of

the demand in the country as also India's global export capability. Based on the table above and India's export capability, potential items of India's exports to Lesotho would include:

- Mineral fuels, oils, distillation products (HS-27)
- Electrical, electronic equipment (HS-85)
- Vehicles other than railway, tramway (HS-87)
- Cereals (HS-60)
- Meat and edible meat offal (HS-10)

Table 7.54: Lesotho's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Lesotho's imports from world	Lesotho's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	1563.3	39.9	2.6	317544.6
27	Mineral fuels, oils, distillation products	243.8	-	-	62348.5
84	Machinery, reactors, boilers	89.5	4.1	4.6	13596.1
85	Electrical, electronic equipment	89.5	0.1	0.1	9002.3
87	Vehicles other than railway, tramway	86.8	-	-	14482.0
60	Knitted or crocheted fabric	69.5	-	-	259.0
10	Cereals	63.9	-	-	10059.3
02	Meat and edible meat offal	47.1	-	-	5075.6
73	Articles of iron or steel	41.3	0.01	-	7518.7
11	Milling products, malt, starches, inulin, wheat gluten	40.8	-	-	305.5
52	Cotton	38.9	12.0	30.8	8883.9
39	Plastics and articles thereof	35.5	0.02	-	5398.3
62	Articles of apparel, accessories, not knit or crochet	34.3	0.9	2.5	9055.7
30	Pharmaceutical products	33.1	19.7	59.7	11663.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	31.9	-	-	1990.0
48	Paper and paperboard, articles of pulp	29.9	-	-	1130.5
64	Footwear, gaiters and the like, parts thereof	29.3	0.1	0.2	2990.7
34	Soaps, lubricants, waxes, candles, modelling pastes	27.2	-	-	547.1
24	Tobacco and manufactured tobacco substitutes	25.2	-	-	957.2
61	Articles of apparel, accessories, knit or crochet	23.7	0.2	0.9	7482.5
22	Beverages, spirits and vinegar	23.2	-	-	376.8

Note: '-' not available/ negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Madagascar

Table 7.55 presents Madagascar's top import categories, as per 2-digit HS code, and India's share in Madagascar's global import under each category. As can be seen from the table, India has achieved respectable share in ten of Madagascar's major import categories. However, India's share in other major items of Madagascar's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Madagascar, in light of

the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Madagascar would include:

- Mineral fuels, oils, distillation products (HS-27)
- Vehicles other than railway, tramway (HS-87)
- Salt, sulphur, earth, stone, plaster, lime and cement (HS-25)

Table 7.55: Madagascar's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Madagascar's imports from world	Madagascar's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	3240.0	202.0	6.2	317544.6
27	Mineral fuels, oils, distillation products	721.1	0.1	-	62348.5
84	Machinery, reactors, boilers	243.5	15.3	6.3	13596.1
87	Vehicles other than railway, tramway	171.2	5.1	3.0	14482.0
10	Cereals	166.9	66.2	39.7	10059.3
85	Electrical, electronic equipment	151.4	5.2	3.4	9002.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	150.5	3.3	2.2	1990.0
51	Wool, animal hair, horsehair yarn and fabric	125.8	-	-	178.5
30	Pharmaceutical products	101.7	20.5	20.1	11663.3
39	Plastics and articles	99.8	5.3	5.4	5398.3
72	Iron and steel	83.9	16.1	19.2	9080.6
52	Cotton	83.7	19.6	23.4	8883.9
17	Sugars and sugar confectionery	71.7	4.7	6.5	1306.2
15	Animal, vegetable fats and oils, cleavage products	64.1	0.1	0.2	903.7
48	Paper and paperboard, articles of pulp	63.2	2.5	3.9	1130.5
11	Milling products, malt, starches, inulin, wheat gluten	60.4	15.5	25.8	305.5
73	Articles of iron or steel	56.7	1.1	2.0	7518.7
38	Miscellaneous chemical products	49.2	1.2	2.5	3164.4
63	Other made textile articles, sets, worn clothing	47.3	0.6	1.3	4613.2
60	Knitted or crocheted fabric	42.0	0.004	-	259.0
50	Silk	41.6	0.1	0.3	140.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Malawi

Table 7.56 presents Malawi's top import categories, as per 2-digit HS code, and India's share in Malawi's global import under each category. As can be seen from the table, India has not achieved a respectable share in some of Malawi's major import categories, which, in turn, would serve to highlight the potential to enhance these exports to Malawi, in light of

the demand in the country as also India's global export capability.

Based on the above table and India's export capability, potential items of India's exports to Malawi would include:

- Mineral fuels, oils, distillation products (HS-27)
- Cereals (HS-10)
- Rubber and articles (HS-40)

Table 7.56: Malawi's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Malawi's imports from world	Malawi's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	2774.5	331.2	11.9	317544.6
27	Mineral fuels, oils, distillation products	373.9	1.4	0.4	62348.5
84	<i>Machinery, reactors, boilers</i>	278.6	53.7	19.3	13596.1
30	<i>Pharmaceutical products</i>	244.8	121.1	49.5	11663.3
31	<i>Fertilizers</i>	210.4	7.8	3.7	77.6
87	<i>Vehicles other than railway, tramway</i>	161.5	16.1	10.0	14482.0
85	<i>Electrical, electronic equipment</i>	124.7	9.7	7.8	9002.3
73	<i>Articles of iron or steel</i>	118.0	13.7	11.6	7518.7
39	<i>Plastics and articles</i>	116.3	9.5	8.2	5398.3
10	Cereals	96.4	0.2	0.2	10059.3
49	<i>Printed books, newspapers, pictures</i>	91.3	17.7	19.4	313.2
25	<i>Salt, sulphur, earth, stone, plaster, lime and cement</i>	79.5	6.8	8.6	1990.0
72	<i>Iron and steel</i>	77.8	24.4	31.3	9080.6
63	<i>Other made textile articles, sets, worn clothing</i>	75.2	4.3	5.8	4613.2
40	Rubber and articles	68.7	1.3	1.9	2763.2
24	Tobacco and manufactured tobacco substitutes	58.5	-	-	957.2
34	Soaps, lubricants, waxes, candles, modelling pastes	56.9	0.6	1.0	547.1
48	<i>Paper and paperboard, articles of pulp</i>	51.3	2.3	4.4	1130.5
38	Miscellaneous chemical products	50.6	1.2	2.4	3164.4
94	<i>Furniture, lighting, signs, prefabricated buildings</i>	40.1	7.4	18.4	1204.4
90	<i>Optical, photo, technical, medical apparatus</i>	34.2	5.1	15.0	2334.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Mali

Table 7.57 presents Mali's top import categories, as per 2-digit HS code, and India's share in Mali's global import under each category. As can be seen from the table, India has achieved respectable share in some of Mali's major import categories. However, India's share in the case of other major items of Mali's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Mali's, in light of the demand in the country as also India's global export

capability. Based on analysis of the above table, potential export categories to Mali, in line with import demand in Mali and India's global export capability, would include:

- Mineral fuels, oils, distillation products (HS-27)
- Electrical, electronic equipment (HS-85)
- Salt, sulphur, earth, stone, plaster, lime and cement (HS-25)
- Miscellaneous edible preparations (HS-21)

Table 7.57: Mali's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Mali's imports from world	Mali's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	3159.5	131.6	4.2	317544.6
27	Mineral fuels, oils, distillation products	522.1	0.3	0.1	62348.5
87	Vehicles other than railway, tramway	300.1	12.7	4.2	14482.0
84	Machinery, reactors, boilers	248.8	10.9	4.4	13596.1
85	Electrical, electronic equipment	219.3	4.9	2.2	9002.3
30	Pharmaceutical products	182.8	25.5	14.0	11663.3
52	Cotton	167.5	10.4	6.2	8883.9
25	Salt, sulphur, earth, stone, plaster, lime and cement	142.7	0.01	-	1990.0
21	Miscellaneous edible preparations	99.2	0.4	0.4	581.8
19	Cereal, flour, starch, milk preparations and products	89.5	0.1	0.1	488.6
39	Plastics and articles	87.2	4.3	4.9	5398.3
10	Cereals	83.3	0.3	0.4	10059.3
72	Iron and steel	56.1	1.5	2.7	9080.6
31	Fertilizers	51.8	-	-	77.6
73	Articles of iron or steel	49.5	1.6	3.2	7518.7
63	Other made textile articles, sets, worn clothing	45.5	3.6	8.0	4613.2
15	Animal, vegetable fats and oils, cleavage products	43.7	-	-	903.7
54	Manmade filaments	42.1	5.7	13.5	2505.4
04	Dairy products, eggs, honey, edible animal product	40.3	0.1	0.3	481.9
62	Articles of apparel, accessories, not knit or crochet	37.8	20.2	53.4	9055.7
38	Miscellaneous chemical products	37.6	2.1	5.5	3164.4

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Mauritania

An examination of Mauritania's import basket of major items would reveal that India accounts for a respectable share in pharmaceutical products (**Table 7.58**). However, in the case of other major items of Mauritania's imports, India's share is still negligible. Based on analysis of the above table, potential export categories to Mauritania, in line with import demand in Mauritania and India's global export capability, would include:

- Ships, boats and other floating structures (HS-89)
- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Vehicles other than railway, tramway (HS-87)
- Cereals (HS-10)

Table 7.58: Mauritania's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Mauritania's imports from world	Mauritania's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	3641.8	20.8	0.6	317544.6
89	Ships, boats and other floating structures	797.8	-	-	4556.6
27	Mineral fuels, oils, distillation products	750.8	0.03	-	62348.5
84	Machinery, reactors, boilers	437.1	0.8	0.2	13596.1
85	Electrical, electronic equipment	222.2	0.2	0.1	9002.3
87	Vehicles other than railway, tramway	207.2	0.2	0.1	14482.0
10	Cereals	170.5	4.2	2.5	10059.3
73	Articles of iron or steel	91.4	1.7	1.8	7518.7
82	Tools, implements, cutlery of base metal	86.5	0.04	-	914.9
04	Dairy products, eggs, honey, edible animal product	72.5	0.5	0.7	481.9
25	Salt, sulphur, earth, stone, plaster, lime and cement	67.4	-	-	1990.0
40	Rubber and articles	65.0	0.1	0.2	2763.2
72	Iron and steel	64.1	-	-	9080.6
86	Railway, tramway locomotives, rolling stock, equipment	57.0	-	-	140.3
15	Animal, vegetable fats and oils, cleavage products	46.8	0.2	0.5	903.7
39	Plastics and articles	38.8	0.8	2.1	5398.3
88	Aircraft, spacecraft, and parts	37.9	-	-	6721.2
31	Fertilizers	34.1	-	-	77.6
30	Pharmaceutical products	32.4	5.6	17.4	11663.3
28	Inorganic chemicals	28.6	0.01	-	1429.4
24	Tobacco and manufactured tobacco substitutes	26.0	0.04	0.2	957.2

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Mauritius

Table 7.59 presents Mauritius' top import categories, as per 2-digit HS code, and India's share in Mauritius' global import under each category. As can be seen from the table, India's share in select major items of Mauritius' imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Mauritius, in light of the demand in the country

as also India's global export capability. Based on the table above and India's export capability, potential items of India's exports to Mauritius would include:

- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Pearls, precious stones, metals, coins (HS-71)

Table 7.59: Mauritius' Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Mauritius' imports from world	Mauritius' imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	5607.2	1505.5	26.8	317544.6
27	Mineral fuels, oils, distillation products	1078.5	821.5	76.2	62348.5
85	Electrical, electronic equipment	602.7	17.4	2.9	9002.3
84	Machinery, reactors, boilers	398.7	9.7	2.4	13596.1
03	Fish, crustaceans, molluscs, aquatic invertebrates	316.1	10.0	3.2	5358.6
87	Vehicles other than railway, tramway	290.7	15.6	5.4	14482.0
52	Cotton	182.7	37.8	20.7	8883.9
71	Pearls, precious stones, metals, coins	179.6	4.9	2.7	40703.5
39	Plastics and articles	145.2	7.4	5.1	5398.3
10	Cereals	140.5	51.8	36.8	10059.3
04	Dairy products, eggs, honey, edible animal product	125.8	1.0	0.8	481.9
30	Pharmaceutical products	115.7	37.9	32.8	11663.3
48	Paper and paperboard, articles of pulp	75.9	3.3	4.4	1130.5
89	Ships, boats and other floating structures	74.7	65.2	87.2	4556.6
72	Iron and steel	73.8	2.7	3.6	9080.6
73	Articles of iron or steel	72.5	4.5	6.3	7518.7
33	Essential oils, perfumes, cosmetics, toiletries	71.5	4.0	5.6	1442.8
90	Optical, photo, technical, medical apparatus	67.8	3.2	4.8	2334.6
24	Tobacco and manufactured tobacco substitutes	67.8	0.6	0.9	957.2
94	Furniture, lighting, signs, prefabricated buildings	63.2	1.2	1.9	1204.4
15	Animal, vegetable fats and oils, cleavage products	60.7	0.1	0.1	903.7

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Mozambique

An examination of Mozambique's import basket of major items would reveal that India accounts for a respectable share in a few items (**Table 7.60**). However, in the case of other major items of Mozambique's imports, India's share is still negligible.

Based on analysis of the above table, potential export categories to Mozambique, in line with

import demand in Mozambique and India's global export capability, would include:

- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Aluminium and articles (HS-76)
- Articles of iron or steel (HS-73)

Table 7.60: Mozambique's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Mozambique's imports from world	Mozambique's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	8743.1	1957.0	22.4	317544.6
27	Mineral fuels, oils, distillation products	1705.3	3.8	0.2	62348.5
84	Machinery, reactors, boilers	1135.0	29.4	2.6	13596.1
87	Vehicles other than railway, tramway	860.1	42.8	5.0	14482.0
85	Electrical, electronic equipment	697.2	12.4	1.8	9002.3
76	Aluminium and articles	575.4	1.3	0.2	2582.5
10	Cereals	371.3	22.3	6.0	10059.3
73	Articles of iron or steel	342.2	6.9	2.0	7518.7
72	Iron and steel	252.5	18.6	7.4	9080.6
39	Plastics and articles	182.4	8.8	4.8	5398.3
30	Pharmaceutical products	171.2	102.1	59.6	11663.3
15	Animal, vegetable fats and oils, cleavage products	162.5	0.1	0.1	903.7
94	Furniture, lighting, signs, prefabricated buildings	117.3	1.0	0.8	1204.4
25	Salt, sulphur, earth, stone, plaster, lime and cement	108.4	6.4	5.9	1990.0
40	Rubber and articles	107.7	6.2	5.8	2763.2
86	Railway, tramway locomotives, rolling stock, equipment	101.8	3.3	3.3	140.3
22	Beverages, spirits and vinegar	98.5	0.2	0.2	376.8
90	Optical, photo, technical, medical apparatus	97.7	3.3	3.3	2334.6
48	Paper and paperboard, articles of pulp	96.2	3.5	3.7	1130.5
63	Other made textile articles, sets, worn clothing	93.1	6.2	6.7	4613.2
03	Fish, crustaceans, molluscs, aquatic invertebrates	87.8	0.1	0.1	5358.6

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Namibia

India's exports to Namibia during the same year was marginal at 1.5 per cent. India is yet to achieve a sizeable share in the country's import basket. **Table 7.61** presents Namibia's top import categories, as per 2-digit HS code, and India's share in Namibia's global imports under each category. As can be seen from the table, India is yet to achieve a respectable share in Namibia's major import categories, except for pharmaceuticals. India's share in many of the major items of Namibia imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Namibia,

in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Namibia would include:

- Vehicles other than railway, tramway (HS-87)
- Machinery, reactors, boilers (HS-84)
- Pearls, precious stones, metals, coins (HS-71)
- Electrical, electronic equipment (HS-85)
- Articles of iron or steel (HS-73)
- Ores, slag and ash (HS-26)

Table 7.61: Namibia's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Namibia's imports from world	Namibia's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	7546.0	116.5	1.5	317544.6
87	Vehicles other than railway, tramway	986.8	13.3	1.4	14482.0
84	Machinery, reactors, boilers	899.5	8.3	0.9	13596.1
27	Mineral fuels, oils, distillation products	589.2	25.6	4.3	62348.5
71	Pearls, precious stones, metals, coins	576.7	0.04	-	40703.5
85	Electrical, electronic equipment	481.1	2.0	0.4	9002.3
73	Articles of iron or steel	323.0	6.6	2.0	7518.7
26	Ores, slag and ash	309.4	-	-	1356.8
94	Furniture, lighting, signs, prefabricated buildings	186.7	0.4	0.2	1204.4
39	Plastics and articles	177.6	2.4	1.3	5398.3
22	Beverages, spirits and vinegar	153.1	0.2	0.1	376.8
30	Pharmaceutical products	152.8	28.7	18.8	11663.3
90	Optical, photo, technical, medical apparatus	128.7	0.6	0.5	2334.6
63	Other made textile articles, sets, worn clothing	115.3	0.4	0.4	4613.2
48	Paper and paperboard, articles of pulp	114.0	0.1	0.1	1130.5
72	Iron and steel	112.8	0.7	0.6	9080.6
61	Articles of apparel, accessories, knit or crochet	107.5	6.6	6.2	7482.5
40	Rubber and articles	102.2	0.1	0.1	2763.2
33	Essential oils, perfumes, cosmetics, toiletries	89.2	0.7	0.8	1442.8
17	Sugars and sugar confectionery	87.0	2.2	2.6	1306.2
62	Articles of apparel, accessories, not knit or crochet	79.3	0.7	0.9	9055.7

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Niger

Table 7.62 presents Niger's top import categories as per 2-digit HS code, and India's share in Niger's global import under each category. As can be seen from the table, India's share in select categories of the major items in Niger's imports is still low, which, in turn, would serve to highlight the potential to enhance these exports to Niger, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Niger would include:

- Machinery, reactors, boilers (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Aircraft, spacecraft, and parts (HS-88)
- Optical, photo, technical, medical apparatus (HS-90)
- Mineral fuels, oils, distillation products (HS-27)
- Animal, vegetable fats and oils, cleavage products (HS-15)

Table 7.62 : Niger's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Niger's imports from world	Niger's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	2151.1	79.2	3.7	317544.6
84	Machinery, reactors, boilers	290.1	4.7	1.6	13596.1
87	Vehicles other than railway, tramway	232.1	0.3	0.1	14482.0
10	Cereals	176.9	26.9	15.2	10059.3
88	Aircraft, spacecraft, and parts	139.0	-	-	6721.2
85	Electrical, electronic equipment	137.8	11.6	8.4	9002.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	130.4	6.7	5.2	1990.0
90	Optical, photo, technical, medical apparatus	99.0	0.4	0.4	2334.6
27	Mineral fuels, oils, distillation products	78.9	0.001	-	62348.5
15	Animal, vegetable fats and oils, cleavage products	70.0	0.4	0.6	903.7
30	Pharmaceutical products	69.2	17.3	25.0	11663.3
73	Articles of iron or steel	58.8	1.0	1.7	7518.7
04	Dairy products, eggs, honey, edible animal product	52.7	3.9	7.5	481.9
24	Tobacco and manufactured tobacco substitutes	48.5	0.0	0.1	957.2
21	Miscellaneous edible preparations	46.3	0.4	0.9	581.8
17	Sugars and sugar confectionery	41.7	0.5	1.3	1306.2
31	Fertilizers	39.5	-	-	77.6
63	Other made textile articles, sets, worn clothing	39.1	0.1	0.3	4613.2
72	Iron and steel	38.6	0.4	1.1	9080.6
19	Cereal, flour, starch, milk preparations and products	31.6	0.6	2.0	488.6
39	Plastics and articles	30.0	0.1	0.5	5398.3

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Rwanda

India's share in Rwanda's imports during 2014 was at 9 per cent. **Table 7.63** presents Rwanda's top import categories, as per 2-digit HS code, and India's share in its global import under each category. As can be seen from the table, India's share in some of Rwanda's major imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Rwanda, in light of the demand in the country as

also India's global export capability. Based on the table above and India's export capability, potential items of India's exports to Rwanda would include:

- Plastics and articles (HS-39)
- Cereals (HS-10)
- Salt, sulphur, earth, stone, plaster, lime and cement (HS-25)
- Animal, vegetable fats and oils, cleavage products (HS-15)

Table 7.63: Rwanda's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Rwanda's imports from world	Rwanda's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	1954.2	175.2	9.0	317544.6
85	Electrical, electronic equipment	232.1	17.4	7.5	9002.3
84	Machinery, reactors, boilers	179.6	15.2	8.5	13596.1
39	Plastics and articles	117.6	2.2	1.9	5398.3
10	Cereals	105.2	1.0	0.9	10059.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	99.6	0.1	0.1	1990.0
87	Vehicles other than railway, tramway	98.4	8.4	8.6	14482.0
30	Pharmaceutical products	98.1	39.8	40.6	11663.3
27	Mineral fuels, oils, distillation products	85.0	6.7	7.9	62348.5
72	Iron and steel	82.6	19.7	23.8	9080.6
15	Animal, vegetable fats and oils, cleavage products	80.3	0.1	0.1	903.7
73	Articles of iron or steel	75.2	10.9	14.5	7518.7
17	Sugars and sugar confectionery	61.6	27.0	43.8	1306.2
90	Optical, photo, technical, medical apparatus	58.2	5.3	9.2	2334.6
49	Printed books, newspapers, pictures	48.5	1.1	2.3	313.2
63	Other made textile articles, sets, worn clothing	34.3	2.2	6.4	4613.2
48	Paper and paperboard, articles of pulp	33.8	0.5	1.6	1130.5
31	Fertilizers	26.1	0.02	0.1	77.6
34	Soaps, lubricants, waxes, candles, modelling pastes	25.2	0.04	0.1	547.1
38	Miscellaneous chemical products	23.9	1.5	6.3	3164.4
94	Furniture, lighting, signs, prefabricated buildings	23.6	1.4	6.1	1204.4

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Saint Helena

Table 7.64 presents Saint Helena's top 20 import categories, as per 2-digit HS code, and India's share in Saint Helena's global import under each category. As can be seen from the table, India's share in the major import items of Saint Helena is marginal. This would serve to highlight the potential

to enhance these exports to Saint Helena, in light of the demand in the country as also India's global export capability. Based on the table above and India's export capability, potential items of India's exports to Saint Helena would include:

- Mineral fuels, oils, distillation products (HS-27)

Table 7.64: Saint Helena's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Saint Helena's imports from world	Saint Helena's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	54.4	0.2	0.4	317544.6
27	Mineral fuels, oils, distillation products	12.2	0.2	1.4	62348.5
88	Aircraft, spacecraft, and parts	8.1	-	-	6721.2
85	Electrical, electronic equipment	4.9	-	-	9002.3
87	Vehicles other than railway, tramway	4.3	-	-	14482.0
84	Machinery, reactors, boilers	3.6	-	-	13596.1
73	Articles of iron or steel	1.7	-	-	7518.7
19	Cereal, flour, starch, milk preparations and products	1.7	-	-	488.6
22	Beverages, spirits and vinegar	1.6	-	-	376.8
39	Plastics and articles	1.3	-	-	5398.3
90	Optical, photo, technical, medical apparatus	1.1	-	-	2334.6
02	Meat and edible meat offal	1.0	-	-	5075.6
18	Cocoa and cocoa preparations	0.8	-	-	126.6
30	Pharmaceutical products	0.7	-	-	11663.3
04	Dairy products, eggs, honey, edible animal product	0.7	-	-	481.9
44	Wood and articles of wood, wood charcoal	0.7	-	-	353.8
34	Soaps, lubricants, waxes, candles, modelling pastes	0.7	-	-	547.1
21	Miscellaneous edible preparations	0.7	-	-	581.8
94	Furniture, lighting, signs, prefabricated buildings	0.6	-	-	1204.4
20	Vegetable, fruit, nut food preparations	0.6	-	-	502.3
23	Residues, wastes of food industry, animal fodder	0.5	-	-	2042.8

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Sao Tome and Principe

Table 7.65 presents Sao Tome and Principe's top 20 import categories, as per 2-digit HS code, and India's share in Sao Tome and Principe's global import under each category. As can be seen from the table, India's share in the major import items of Sao Tome and Principe is marginal. This would serve to highlight the potential to enhance these exports to Sao Tome and Principe, in light of the

demand in the country as also India's global export capability. Based on the table above and India's export capability, potential items of India's exports to Sao Tome and Principe would include:

- Mineral fuels, oils, distillation products (HS-27)
- Vehicles other than railway, tramway (HS-87)
- Electrical, electronic equipment (HS-85)

Table 7.65: Sao Tome and Principe's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Sao Tome and Principe's imports from world	Sao Tome and Principe's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	169.7	0.9	0.6	317544.6
27	Mineral fuels, oils, distillation products	38.8	-	-	62348.5
22	Beverages, spirits and vinegar	13.6	0.01	0.1	376.8
87	Vehicles other than railway, tramway	12.0	0.05	0.4	14482.0
85	Electrical, electronic equipment	11.4	0.02	0.2	9002.3
84	Machinery, reactors, boilers	7.9	-	-	13596.1
10	Cereals	6.5	0.4	5.5	10059.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	6.1	-	-	1990.0
73	Articles of iron or steel	5.3	0.03	-	7518.7
11	Milling products, malt, starches, inulin, wheat gluten	5.1	-	-	305.5
02	Meat and edible meat offal	5.0	-	-	5075.6
04	Dairy products, eggs, honey, edible animal product	4.4	-	-	481.9
15	Animal, vegetable fats and oils, cleavage products	4.1	-	-	903.7
39	Plastics and articles	3.2	0.003	0.1	5398.3
19	Cereal, flour, starch, milk preparations and products	2.9	0.1	5.0	488.6
34	Soaps, lubricants, waxes, candles, modelling pastes	2.8	0.03	1.1	547.1
17	Sugars and sugar confectionery	2.7	0.03	1.2	1306.2
94	Furniture, lighting, signs, prefabricated buildings	2.7	-	-	1204.4
07	Edible vegetables and certain roots and tubers	2.7	-	-	1128.3
20	Vegetable, fruit, nut food preparations	1.8	-	-	502.3
63	Other made textile articles, sets, worn clothing	1.8	0.1	3.5	4613.2

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Senegal

Table 7.66 presents Senegal's top 20 import categories, as per 2-digit HS code, and India's share in Senegal's global import under each category. As can be seen from the table, while India is an important import source for Senegal, India's share in select major items of Senegal's imports is still marginal, which would serve to highlight the potential to enhance these exports to Senegal, in light of the demand in the country as also India's

global export capability. Accordingly, based on the table above and the above mentioned criteria, potential items of India's exports to Senegal would include:

- Mineral fuels, oils, distillation products (HS-27)
- Vehicles other than railway, tramway (HS-87)
- Plastics and articles (HS-39)
- Cereal, flour, starch, milk preparations and products (HS-19)

Table 7.66: Senegal's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Senegal's imports from world	Senegal's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	6556.7	386.2	5.9	317544.6
27	Mineral fuels, oils, distillation products	1928.7	4.3	0.2	62348.5
10	Cereals	640.3	243.2	38.0	10059.3
84	Machinery, reactors, boilers	539.8	24.8	4.6	13596.1
87	Vehicles other than railway, tramway	420.5	9.4	2.2	14482.0
85	Electrical, electronic equipment	337.9	14.6	4.3	9002.3
30	Pharmaceutical products	198.5	8.6	4.3	11663.3
39	Plastics and articles	195.6	3.9	2.0	5398.3
72	Iron and steel	182.7	10.5	5.7	9080.6
15	Animal,vegetable fats and oils, cleavage products	173.6	9.8	5.7	903.7
19	Cereal, flour, starch, milk preparations and products	152.8	0.6	0.4	488.6
73	Articles of iron or steel	133.5	8.4	6.3	7518.7
48	Paper and paperboard, articles of pulp	99.0	0.9	0.9	1130.5
04	Dairy products, eggs, honey, edible animal product	90.5	0.3	0.4	481.9
90	Optical, photo, technical, medical apparatus	77.0	6.5	8.4	2334.6
21	Miscellaneous edible preparations	70.1	0.1	0.2	581.8
24	Tobacco and manufactured tobacco substitutes	69.3	-	-	957.2
38	Miscellaneous chemical products	67.4	3.8	5.6	3164.4
94	Furniture, lighting, signs, prefabricated buildings	58.9	0.2	0.3	1204.4
44	Wood and articles of wood, wood charcoal	57.8	0.1	0.1	353.8
17	Sugars and sugar confectionery	54.3	2.4	4.4	1306.2

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Seychelles

Table 7.67 presents Seychelles' top import categories, as per 2-digit HS code, and India's share in Seychelles' global import under each category. As can be seen from the table, India has achieved respectable share in some of Seychelles' major import categories. However, India's share in many of the other major items of Seychelles' imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports

to Seychelles, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Seychelles would include:

- Fish, crustaceans, molluscs, aquatic invertebrates (HS-03)
- Ships, boats and other floating structures (HS-89)

Table 7.67: Seychelles' Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Seychelles' imports from world	Seychelles' imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	700.3	37.4	5.3	317544.6
03	Fish, crustaceans, molluscs, aquatic invertebrates	97.5	0.5	0.5	5358.6
84	Machinery, reactors, boilers	81.3	3.2	3.9	13596.1
85	Electrical, electronic equipment	55.9	2.4	4.2	9002.3
87	Vehicles other than railway, tramway	31.6	5.2	16.5	14482.0
88	Aircraft, spacecraft, and parts	24.9	3.6	14.6	6721.2
89	Ships, boats and other floating structures	24.3	0.003	-	4556.6
72	Iron and steel	20.7	1.3	6.4	9080.6
73	Articles of iron or steel	19.5	1.2	6.1	7518.7
39	Plastics and articles	19.3	1.4	7.2	5398.3
94	Furniture, lighting, signs, prefabricated buildings	17.0	0.4	2.5	1204.4
02	Meat and edible meat offal	15.0	0.5	3.5	5075.6
22	Beverages, spirits and vinegar	14.9	0.1	0.6	376.8
48	Paper and paperboard, articles of pulp	14.6	0.1	0.9	1130.5
44	Wood and articles of wood, wood charcoal	13.8	0.4	3.2	353.8
91	Clocks and watches and parts	12.4	-	-	91.3
83	Miscellaneous articles of base metal	11.8	0.2	2.0	540.9
90	Optical, photo, technical, medical apparatus	11.4	0.3	2.6	2334.6
27	Mineral fuels, oils, distillation products	10.7	0.002	-	62348.5
21	Miscellaneous edible preparations	8.4	0.5	5.9	581.8
15	Animal, vegetable fats and oils, cleavage products	8.4	0.1	0.8	903.7

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Sierra Leone

Table 7.68 presents Sierra Leone's top 20 import categories, as per 2-digit HS code, and India's share in Sierra Leone's global import under each category. As can be seen from the table, India has achieved respectable share in select categories out of the major import categories of Sierra Leone. India's share in the other major import items of Sierra Leone is still marginal. This would serve to highlight the potential to enhance these exports to

Sierra Leone, in light of the demand in the country as also India's global export capability. Based on the table above and India's export capability, potential items of India's exports to Sierra Leone would include:

- Machinery, reactors, boilers (HS-84)
- Mineral fuels, oils, distillation products (HS-27)
- Electrical, electronic equipment (HS-85)

Table 7.68: Sierra Leone's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Sierra Leone's imports from world	Sierra Leone's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	1156.3	83.7	7.2	317544.6
84	Machinery, reactors, boilers	164.3	2.4	1.4	13596.1
10	Cereals	108.4	15.1	13.9	10059.3
87	Vehicles other than railway, tramway	84.3	7.1	8.4	14482.0
30	Pharmaceutical products	64.6	11.9	18.3	11663.3
27	Mineral fuels, oils, distillation products	63.8	0.5	0.7	62348.5
85	Electrical, electronic equipment	60.8	1.7	2.9	9002.3
39	Plastics and articles	46.3	8.5	18.4	5398.3
73	Articles of iron or steel	35.7	1.0	2.8	7518.7
72	Iron and steel	35.4	10.1	28.4	9080.6
40	Rubber and articles	29.2	0.9	3.2	2763.2
15	Animal, vegetable fats and oils, cleavage products	28.5	-	-	903.7
63	Other made textile articles, sets, worn clothing	26.8	2.6	9.8	4613.2
25	Salt, sulphur, earth, stone, plaster, lime and cement	26.5	1.1	4.0	1990.0
22	Beverages, spirits and vinegar	26.4	6.4	24.3	376.8
21	Miscellaneous edible preparations	25.5	0.2	0.7	581.8
19	Cereal, flour, starch, milk preparations and products	20.5	2.2	10.5	488.6
04	Dairy products, eggs, honey, edible animal product	19.8	1.0	4.9	481.9
94	Furniture, lighting, signs, prefabricated buildings	15.2	0.2	1.0	1204.4
02	Meat and edible meat offal	14.5	1.6	11.0	5075.6
89	Ships, boats and other floating structures	13.2	-	-	4556.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Somalia

Table 7.69 presents Somalia's top import categories, as per 2-digit HS code, and India's share in Somalia's global import under each category. As can be seen from the table, India has achieved respectable share in a few of Somalia's major import categories, including sugars and sugar confectionery, milling products, vehicles, footwear, pharmaceuticals, machinery, iron and steel, articles of iron and steel, plastic and its articles, and rubber. India's share in many of the other major items of Somalia's imports is still marginal, which, in turn, would serve to

highlight the potential to enhance these exports to Somalia, in light of the demand in the country as also India's global export capability. Based on the table above and India's export capability, potential items of India's exports to Somalia would include:

- Edible vegetables and certain roots and tubers (HS-07)
- Animal, vegetable fats and oils, cleavage products (HS-15)
- Cereal, flour, starch, milk preparations and products (HS-19)

Table 7.69: Somalia's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Somalia's imports from world	Somalia's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	1860.0	335.4	18.0	317544.6
07	Edible vegetables and certain roots and tubers	526.4	-	-	1128.3
17	Sugars and sugar confectionery	193.8	139.9	72.2	1306.2
01	Live animals	138.4	-	-	12.5
11	Milling products, malt, starches, inulin, wheat gluten	103.1	19.9	19.3	305.5
10	Cereals	96.1	76.1	79.3	10059.3
15	Animal, vegetable fats and oils, cleavage products	77.4	-	-	903.7
19	Cereal, flour, starch, milk preparations and products	71.9	0.5	0.6	488.6
85	Electrical, electronic equipment	66.3	1.2	1.8	9002.3
87	Vehicles other than railway, tramway	60.5	6.9	11.4	14482.0
64	Footwear, gaiters and the like, parts	48.0	43.1	89.7	2990.7
04	Dairy products, eggs, honey, edible animal product	39.2	-	-	481.9
30	Pharmaceutical products	37.0	9.2	24.8	11663.3
84	Machinery, reactors, boilers	35.5	2.7	7.5	13596.1
25	Salt, sulphur, earth, stone, plaster, lime and cement	31.3	0.01	-	1990.0
72	Iron and steel	25.2	11.0	43.7	9080.6
55	Manmade staple fibres	21.3	0.5	2.3	2181.6
73	Articles of iron or steel	18.2	1.6	8.6	7518.7
39	Plastics and articles	17.1	1.7	10.0	5398.3
54	Manmade filaments	15.6	0.01	0.1	2505.4
40	Rubber and articles	14.7	4.4	29.7	2763.2

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Sudan (North + South)

Table 7.70 presents Sudan's top import categories, as per 2-digit HS code, and India's share in Sudan's global import under each category. As can be seen from the table, India's share in some of the major items of Sudan's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Sudan, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Sudan would include:

- Animal, vegetable fats and oils, cleavage products (HS-15)
- Edible vegetables and certain roots and tubers (HS-07)

Table 7.70: Sudan (North + South)'s Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Sudan (North + South)'s imports from world	Sudan (North + South)'s imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	7159.1	882.4	12.3	317544.6
10	Cereals	881.7	53.0	6.0	10059.3
84	Machinery, reactors, boilers	807.1	59.6	7.4	13596.1
87	Vehicles other than railway, tramway	539.6	95.3	17.7	14482.0
17	Sugars and sugar confectionery	416.7	210.8	50.6	1306.2
85	Electrical, electronic equipment	403.0	16.3	4.0	9002.3
30	Pharmaceutical products	392.1	62.7	16.0	11663.3
73	Articles of iron or steel	252.3	17.9	7.1	7518.7
39	Plastics and articles	217.5	17.8	8.2	5398.3
72	Iron and steel	206.1	32.9	16.0	9080.6
64	Footwear, gaiters and the like, parts	189.5	32.1	17.0	2990.7
40	Rubber and articles	152.9	9.7	6.4	2763.2
62	Articles of apparel, accessories, not knit or crochet	145.7	58.6	40.2	9055.7
15	Animal, vegetable fats and oils, cleavage products	133.5	0.1	0.1	903.7
07	Edible vegetables and certain roots and tubers	124.0	-	-	1128.3
90	Optical, photo, technical, medical apparatus	114.1	8.1	7.1	2334.6
09	Coffee, tea, mate and spices	113.3	2.5	2.2	2771.0
63	Other made textile articles, sets, worn clothing	105.9	11.4	10.8	4613.2
61	Articles of apparel, accessories, knit or crochet	101.5	14.9	14.7	7482.5
48	Paper and paperboard, articles of pulp	91.9	12.4	13.5	1130.5
11	Milling products, malt, starches, inulin, wheat gluten	91.0	7.4	8.1	305.5

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Swaziland

Table 7.71 presents Swaziland's top import categories, as per 2-digit HS code, and India's share in Swaziland's global import under each category. As can be seen from the table, India has achieved respectable share in a few of Swaziland's major import categories, including pharmaceuticals, organic chemicals, and iron and steel. India's share in many of the major items of Swaziland's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Swaziland, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Swaziland would include:

- Mineral fuels, oils, distillation products (HS-27)
- Vehicles other than railway, tramway (HS-87)
- Machinery, reactors, boilers (HS-84)
- Electrical, electronic equipment (HS-85)
- Essential oils, perfumes, cosmetics, toiletries (HS-33)

Table 7.71: Swaziland's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Swaziland's imports from world	Swaziland's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	1767.2	26.2	1.5	317544.6
27	Mineral fuels, oils, distillation products	302.0	-	-	62348.5
87	Vehicles other than railway, tramway	160.6	3.4	2.1	14482.0
84	Machinery, reactors, boilers	97.2	0.3	0.3	13596.1
85	Electrical, electronic equipment	77.3	0.3	0.4	9002.3
33	Essential oils, perfumes, cosmetics, toiletries	70.0	0.5	0.7	1442.8
39	Plastics and articles	69.3	0.03	-	5398.3
10	Cereals	49.2	0.02	-	10059.3
48	Paper and paperboard, articles of pulp	48.3	0.04	0.1	1130.5
30	Pharmaceutical products	42.3	14.7	34.6	11663.3
73	Articles of iron or steel	42.1	0.03	0.1	7518.7
22	Beverages, spirits and vinegar	32.0	-	-	376.8
29	Organic chemicals	27.6	3.6	12.9	12035.1
04	Dairy products, eggs, honey, edible animal product	27.3	-	-	481.9
25	Salt, sulphur, earth, stone, plaster, lime and cement	26.5	0.02	0.1	1990.0
94	Furniture, lighting, signs, prefabricated buildings	25.7	0.05	0.2	1204.4
40	Rubber and articles	25.0	0.1	0.5	2763.2
72	Iron and steel	25.0	0.8	3.3	9080.6
19	Cereal, flour, starch, milk preparations and products	24.0	-	-	488.6
23	Residues, wastes of food industry, animal fodder	23.3	0.04	0.2	2042.8
31	Fertilizers	23.1	-	-	77.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Togo

Table 7.72 presents Togo's top import categories, as per 2-digit HS code, and India's share in its global import under each category. As can be seen from the table, India has not achieved respectable share in some of the major import categories of Togo, which, in turn, would serve to highlight the potential to enhance these exports to Togo, in light of the demand in the country as also India's global export capability. Based on the table above

and India's export capability, potential items of India's exports to Togo would include:

- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Salt, sulphur, earth, stone, plaster, lime and cement (HS-25)

Table 7.72: Togo's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Togo's imports from world	Togo's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	1980.8	665.0	33.6	317544.6
27	Mineral fuels, oils, distillation products	461.3	4.0	0.9	62348.5
84	Machinery, reactors, boilers	174.3	4.9	2.8	13596.1
87	Vehicles other than railway, tramway	162.4	0.4	0.2	14482.0
39	Plastics and articles	120.2	3.9	3.3	5398.3
85	Electrical, electronic equipment	95.7	4.5	4.7	9002.3
52	Cotton	90.4	7.5	8.3	8883.9
25	Salt, sulphur, earth, stone, plaster, lime and cement	86.7	0.1	0.1	1990.0
30	Pharmaceutical products	70.7	6.2	8.8	11663.3
72	Iron and steel	65.4	4.1	6.3	9080.6
10	Cereals	45.9	3.0	6.6	10059.3
15	Animal, vegetable fats and oils, cleavage products	36.2	0.1	0.3	903.7
03	Fish, crustaceans, molluscs, aquatic invertebrates	35.6	-	-	5358.6
73	Articles of iron or steel	35.2	6.7	19.2	7518.7
63	Other made textile articles, sets, worn clothing	31.1	0.3	0.9	4613.2
54	Manmade filaments	30.9	0.2	0.6	2505.4
04	Dairy products, eggs, honey, edible animal product	30.0	0.2	0.6	481.9
17	Sugars and sugar confectionery	25.7	0.9	3.4	1306.2
48	Paper and paperboard, articles of pulp	25.5	0.2	0.8	1130.5
40	Rubber and articles	18.9	0.9	4.6	2763.2
33	Essential oils, perfumes, cosmetics, toiletries	18.8	0.03	0.1	1442.8

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Uganda

Uganda's imports from India amounted to US\$ 0.5 billion in 2014, accounting for 8.9 per cent of Uganda's total imports in 2014 (**Table 7.73**). In line with Uganda's import demand and India's export capability, potential exists to enhance India's exports of other major items imported by Uganda.

Based on the analysis of the table, potential items of exports to Uganda would include:

- Animal, vegetable fats and oils, cleavage products (HS-15)
- Cereals (HS-10)
- Salt, sulphur, earth, stone, plaster, lime and cement (HS-25)

Table 7.73: Uganda's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Uganda's imports from world	Uganda's imports from India		India's ex-ports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	6073.5	546.4	8.9	317544.6
27	Mineral fuels, oils, distillation products	1444.4	795.2	55.1	62348.5
87	Vehicles other than railway, tramway	543.7	85.1	15.7	14482.0
84	Machinery, reactors, boilers	490.9	81.8	16.7	13596.1
85	Electrical, electronic equipment	374.1	56.9	15.2	9002.3
30	Pharmaceutical products	358.1	161.7	45.2	11663.3
15	Animal, vegetable fats and oils, cleavage products	268.1	0.1	-	903.7
39	Plastics and articles	267.0	21.2	7.9	5398.3
72	Iron and steel	251.1	19.8	7.9	9080.6
10	Cereals	246.7	2.2	0.9	10059.3
25	Salt, sulphur, earth, stone, plaster, lime and cement	137.8	1.4	1.0	1990.0
48	Paper and paperboard, articles of pulp	133.3	21.2	15.9	1130.5
63	Other made textile articles, sets, worn clothing	131.1	6.1	4.7	4613.2
17	Sugars and sugar confectionery	110.2	21.8	19.8	1306.2
73	Articles of iron or steel	100.0	52.5	52.5	7518.7
90	Optical, photo, technical, medical apparatus	98.5	6.8	6.9	2334.6
38	Miscellaneous chemical products	94.5	21.5	22.8	3164.4
33	Essential oils, perfumes, cosmetics, toiletries	77.8	5.3	6.8	1442.8
40	Rubber and articles	76.5	19.1	24.9	2763.2
22	Beverages, spirits and vinegar	70.6	8.0	11.3	376.8
29	Organic chemicals	51.0	16.6	32.5	12035.1

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

Zimbabwe

Table 7.74 presents Zimbabwe's top import categories, as per 2-digit HS code, and India's share in Zimbabwe's global import under each category. As can be seen from the table, India has achieved respectable share in only four of Zimbabwe's major import categories, electrical, and electronic equipment, pharmaceuticals, articles of iron or steel, and optical, photo, technical, medical apparatus. India's share in many of the major items of Zimbabwe's imports is still marginal, which, in turn, would serve to highlight the potential to enhance these exports to Zimbabwe, in light of the demand in the country as also India's global export capability.

Based on the table above and India's export capability, potential items of India's exports to Zimbabwe would include:

- Mineral fuels, oils, distillation products (HS-27)
- Machinery, reactors, boilers (HS-84)
- Vehicles other than railway, tramway (HS-87)
- Cereals (HS-10)
- Plastics and articles (HS-39)
- Paper and paperboard, articles of pulp (HS-48)
- Iron and steel (HS-72)

Table 7.74: Zimbabwe's Top 20 Import Categories and India's Share, 2014

HS Code	Product Label	Zimbabwe's imports from world	Zimbabwe's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
TOTAL	All products	6379.8	131.7	2.1	317544.6
27	Mineral fuels, oils, distillation products	1567.4	0.7	-	62348.5
84	Machinery, reactors, boilers	595.9	17.2	2.9	13596.1
87	Vehicles other than railway, tramway	542.5	3.9	0.7	14482.0
85	Electrical, electronic equipment	388.9	20.9	5.4	9002.3
10	Cereals	331.6	1.3	0.4	10059.3
31	Fertilizers	269.3	0.4	0.1	77.6
30	Pharmaceutical products	258.3	51.6	20.0	11663.3
39	Plastics and articles	222.6	4.2	1.9	5398.3
48	Paper and paperboard, articles of pulp	135.6	1.2	0.9	1130.5
72	Iron and steel	127.2	0.2	0.2	9080.6
73	Articles of iron or steel	111.8	3.5	3.2	7518.7
90	Optical, photo, technical, medical apparatus	104.0	4.5	4.4	2334.6
15	Animal,vegetable fats and oils, cleavage products	103.8	-	-	903.7
34	Soaps, lubricants, waxes, candles, modelling pastes	99.9	0.02	-	547.1
40	Rubber and articles	96.8	1.4	1.5	2763.2
38	Miscellaneous chemical products	89.8	2.2	2.5	3164.4
75	Nickel and articles	71.5	-	-	739.7
33	Essential oils, perfumes, cosmetics, toiletries	71.4	0.3	0.4	1442.8
23	Residues, wastes of food industry, animal fodder	62.5	0.4	0.7	2042.8
28	Inorganic chemicals	58.4	0.8	1.4	1429.4

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

8. EXPORT-IMPORT BANK OF INDIA IN AFRICA

Export-Import Bank of India (Exim India) commenced operations in 1982. The Bank was set up under an Act of Parliament (Export-Import Bank of India Act 1981), for providing financial assistance to exporters and importers, and for functioning as the principal financial institution for coordinating the working of institutions engaged in financing export and import of goods and services with a view to promoting the country's international trade. In its endeavour to promote India's international trade, Exim India's vision has evolved from financing, facilitating and promoting trade and investment, to a conscious and systematic effort at creating export capabilities; Exim India today seeks to develop commercially viable business relationships with externally oriented companies.

The countries in the African continent have always been a focus region for Exim India, and thus a critical component of its strategy to promote and support two-way trade and investment. As a partner institution to promote economic development in Africa, the commitment towards building relationships with the African Region is reflected in the various activities and programmes, which Exim India has set in place.

Exim India has representative offices in Addis Ababa, Ethiopia and Johannesburg, South Africa, which play a key role in facilitating economic cooperation with the African Region, and are closely associated with several initiatives of the institution. The representative offices interface with multilateral institutions such as African Development Bank (AfDB), Afreximbank, regional financial institutions such as Eastern and Southern African Trade and Development Bank (PTA Bank),

and West African Development Bank (BOAD), and developmental financial institutions such as Industrial Development Corporation of South Africa Ltd. (IDC), as well as Indian missions in the region with the aim of increasing bilateral commercial engagements between the two regions.

Lines of Credit

To enhance bilateral trade and investment relations, Exim India has in place several Lines of Credit (LOCs) extended to a number of institutions/agencies in Africa. These LOCs supplement the "Focus Africa" programme of the Government of India (GOI) and are extended especially to priority sectors, identified by GOI for mutual cooperation and benefit. Besides these operating LOC extended at the behest of GOI, Exim India extends its own commercial LOCs to various financial institutions and other entities in Africa, such as, PTA Bank (covering 17 countries in the eastern and southern African region), Banque Ouest Africaine De Development (BOAD, covering 8 countries in the West African region), Indo-Zambia Bank, Nigerian Exim Bank and Afreximbank. These LOCs facilitate import of project-related equipments and services from India on deferred credit terms. At the same time, many of these LOCs are earmarked for infrastructure and related projects. As on September 30, 2015, the total number of operative LOCs to Africa stood at 144 extended to 44 countries and amounting to USD 7.23 billion. Of these, 139 LOCs aggregating to USD 7.14 billion, to 41 countries are guaranteed by GOI. A list of LOCs extended by Exim India in Africa is given at **Annexure 11** and select examples include: -

Countries:

- **Angola** – Railway rehabilitation project; industrial park; and textile project;
- **Benin** – Supply of railway equipments; agricultural equipments; tractor assembly plant; water supply project; and cyber city project;
- **Burkina Faso** – Rural electrification/ agricultural projects including acquisition of tractors, harvesters, agricultural processing equipment/ low cost housing and economical buildings project;
- **Burundi** – Hydro-electric project; farm mechanization; integrated food processing complex;
- **Cameroon** – Plantation project;
- **Central African Republic** – Cement plant and procurement of buses; hydro-electric project; and mining project;
- **Chad** – Setting up of cotton yarn plant, steel billet plant and rolling mill; compost and live stock production unit; rural electrification; and pharmaceutical manufacturing plant;
- **Comoros** – Power project;
- **Côte d'Ivoire** – Project for renewal of urban transport system in Abidjan and for agricultural projects; IT and biotechnology park; fisheries and coconut fibre processing plant; electricity interconnection project; and rice production programme;
- **DR Congo** – Hydroelectric project; setting up a cement factory, acquisition of buses, rehabilitation of manganese mine and acquisition of equipment; transmission and distribution project; and installation of pumps;
- **Djibouti** – Supply of diesel generator sets and mini cement plant;
- **Republic of Congo** – Rural electrification projects; development of transport system; and cement plant project;
- **Eritrea** – Agricultural and educational projects;
- **Ethiopia** – Energy transmission and distribution project; development of sugar industry; Rail line project;
- **Gabon** – Housing project; rehabilitation and upgradation of the broad-casting facilities;
- **The Gambia** – Setting up of tractor assembly plant; national assembly building complex; electrification expansion project; replacement of asbestos water pipes with UPVC pipes project;
- **Ghana** – Rural electrification, agriculture, communication and transportation projects; construction project; sugar plant; fish harvesting and processing project; procurement of high capacity wagons and spares; and waste management equipment and management support project;
- **Guinea Bissau** – Electricity project; food processing unit; purchase of tractors and water pumps for development of the agricultural sector;
- **Kenya** – Power transmission lines;

- **Lesotho** – Export of tractors, pump sets, consultancy services and irrigation equipment; and vocational training centre project;
- **Liberia** – Power transmission and distribution project;
- **Madagascar** – Rice productivity and fertilizer production project;
- **Malawi** – Cotton processing; irrigation & threshing plant; one-village one-project; procurement of design, supply, installation and commissioning of fuel storage facilities; irrigation network; and commissioning of sugar processing facility;
- **Mali** – Rural electrification, and setting up of agro machinery and tractor assembly plant; electricity transmission and distribution project; agriculture and food processing project;
- **Mauritania** – Potable water project and agricultural development project;
- **Mauritius** – Supply of offshore patrol vessel; purchase of specialised equipment and vehicles;
- **Mozambique** – Gaza Electrification Project; water drilling project; IT park project; technology park and administrative facility; research & learning centre; agricultural productivity enhancing programme; housing project; road rehabilitation project; rural drinking water and electrification project; and solar photovoltaic module manufacturing plant;
- **Niger** – Acquisition of transport equipments, transformers, motor pumps and flourmills; power projects; electrification of villages using solar photovoltaic system;
- **Nigeria** – Various projects;
- **Rwanda** – Power projects; and irrigated agricultural project;
- **Senegal** – Supply of medical equipments; supply of buses, railway coaches and spares; rural electrification project and fishing industry development project; irrigation project; and acquisition of railway coaches and locomotives from India; rice self sufficiency programme; setting meat processing, cold storage, rendering and tannery plant and market place; IT training projects; and women poverty alleviation programme;
- **Seychelles** – Export of vehicles, spare parts, automobile tyres, cables, medicine etc.; and import of goods and services from India for specific projects;
- **Sudan** – General purpose; transmission and sub-station project; project for setting up power plant; agricultural equipments; scientific equipments; solar electric panels; supply of equipments for railways; and sugar plant;
- **Swaziland** – IT project; and agricultural development and mechanization of agriculture;
- **Tanzania** – Export of tractors, pumps and vehicles; water supply schemes; and extension of pipeline;
- **Togo** – Rural electrification project; power transmission line; and farming and cultivation projects;

- **Zambia** – Hydroelectric project; and Pre-fabricated Health Posts ; and
- **Zimbabwe** – Up-gradation of pumping station and river water intake system.

Institutions:

- **Afreximbank** – General purpose;
- **Eastern and Southern African Trade and Development Bank (PTA Bank)** – General purpose;
- **Indo-Zambia Bank** – General purpose;
- **Nigerian Exim Bank** – General purpose;
- **West African Development Bank (Banque Ouest Africaine De Developpement)** – General purpose; and
- **ECOWAS Bank for Investment and Development (EBID)⁴** – Public Sector Projects.

Project Exports

Exim India plays a pivotal role in promoting and financing Indian companies in execution of projects. Towards this end, the institution extends funded and non-funded facilities for overseas industrial turnkey projects, civil construction contracts, supplies as well as technical and consultancy service contracts. In the African Region, Indian companies have implemented numerous projects, spanning various sectors, with support from Exim India. These projects, in turn, facilitate and support infrastructure development in host countries,

thereby contributing to the overall development process in the region.

As on March 31, 2015, Exim India supported 194 project contracts secured by Indian Project exporters in Africa amounted to ₹ 564 billion. Of these, 137 project contracts valued at ₹ 184.9 billion are under GOI-supported LOCs. Such projects include, besides others: upgrading road project in Tanzania; setting up of industrial park project and textile project in Angola; project of rehabilitation of existing water facility in Sierra Leone; power (generation and transmission) projects in Benin, Burkina Faso, Burundi, Cameroon, Côte d'Ivoire, DR Congo, Egypt, Ethiopia, the Gambia, Kenya, Liberia, Libya, Libya, Mauritius, Mozambique, Niger, Nigeria, Republic of Congo, Rwanda, Senegal, Sudan, Tanzania, Tunisia, Uganda and Zambia; and design and construction of housing units and related infrastructure facilities in Libya (**Annexure 12**).

Buyer's Credit under National Export Insurance Account (NEIA)

In order to provide further impetus to project exports from India on medium - or long-term basis, especially in the infrastructure sector, in April 2011, a new product called Buyer's Credit under National Export Insurance Account (BC-NEIA) was introduced. Under this programme, Exim India facilitates project exports from India by way of extending credit facility to overseas sovereign governments and government owned entities for import of goods and services from India on deferred credit terms. Indian exporters can obtain payment of eligible value from Exim India, without recourse to them, against negotiation of shipping documents. NEIA is a Trust, set up by Ministry of Commerce and Industry and administered by ECGC.

⁴ EBID comprises 15 Member States of the Economic Community of West African States (ECOWAS), viz. Benin, Burkina Faso, Cabo Verde, Côte d'Ivoire, The Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone and Togo

As on March 31, 2015, Exim India has sanctioned an aggregate amount of US\$ 1.3 billion under BC-NEIA for 11 projects in Africa valued US\$ 2.6 billion.

Finance for Joint Ventures Overseas

Further, Exim India supports Indian companies in their endeavour to globalise their operations, through overseas joint ventures (JVs) and wholly owned subsidiaries (WOS). Such support includes loans and guarantees, equity finance and in select cases direct participation in equity along with Indian promoters to set up such ventures overseas. In the African Region, Exim India has supported several such ventures in countries such as South Africa, Kenya, Mauritius, Ghana, Nigeria, Sudan, Egypt, Zambia, Morocco, Uganda and Tanzania, across a range of sectors like agro and food processing, agro-based products, auto and auto components, chemicals, construction, electronics, engineering goods, EPC services, mining and minerals, plastics and rubber products, packaging, pharmaceuticals, software and IT enabled services, and textiles. These ventures serve to promote value addition, as also contribute to capacity building and capacity creation in host countries. As on March 31, 2015, Exim India has supported 49 ventures amounting to ₹ 36.4 billion in Africa.

Association with African Development Bank (AfDB)

India is a member of the African Development Bank (AfDB) Group. Many Indian companies participate in projects funded by the AfDB Group. Exim India works very closely with AfDB and has an active programme which offers a range of information, advisory and support services to Indian companies to enable more effective participation in projects funded by multilateral funding agencies, including AfDB. Exim India

assists Indian companies in projects supported by AfDB by not only fund and non-fund based assistance, but also by providing advance alerts on upcoming opportunities. With support from Exim India, Indian project exporters have secured a number of overseas contracts in Africa in sectors such as power, telecommunications, transport, water supply & sanitation. Exim India and AfDB have also signed an agreement for co-financing projects in Africa. The agreement envisages joint financing of projects (priority being given to support projects of small and medium enterprises) in regional member countries of AfDB. Exim India also organizes Business Opportunities seminars in Projects funded by AfDB across various centres in India.

Africa – India Partnership Day

Exim India together with FICCI (Federation of Indian Chambers of Commerce and Industry) organizes the Africa – India Partnership Day, on the sidelines of the African Development Bank's (AfDB) Annual Meeting, with an objective of sharing India's developmental experiences with Africa, particularly in Public-Private Partnership model of financing infrastructure development. Exim India, along with FICCI, has so far hosted three such events; first being on May 30, 2013 in Marrakech, Morocco; followed by Kigali, Rwanda, on May 22, 2014, and Abidjan, Côte d'Ivoire, on May 27, 2015. The Africa-India Partnership Day has become a regular feature of the AfDB Annual Meeting, and showcases the immense scope for expanding the mutually enriching partnership between Africa-India.

Project Development Company (PDC) in Africa

Africa is a region of opportunities, as the continent is receiving plenty of investments in the infrastructure space. The PPP structure is slowly

getting popularised by the national governments, increasing the interest of the private sector in infrastructure development. However, institutional capacity in several African nations is in a nascent stage.

Addressing the limited institutional capacity in Africa on conceptualisation, management, execution and imparting project development initiatives, Indian institutions such as Exim India, IL&FS, and State Bank of India have joined hands with the AfDB, and promoted a Project Development Company (PDC) for infrastructure development in Africa.

The PDC, named Kukuza Project Development Company, has been incorporated in Mauritius in July 2015. 'Kukuza' in Swahili means 'a cause to growth'. Reflecting the name, the PDC is expected to provide specialist project development expertise to take the infrastructure project from concept to commissioning in the African Continent. The PDC will provide the entire gamut of project development expertise to various infrastructure projects, such as project identification, pre-feasibility / feasibility studies, preparation of detailed project reports, environmental and social impact assessment, etc.

The PDC shall utilise the domain expertise of each partner during the project development process to establish a bankable and sustainable implementation format based on an in-depth understanding of the concerns of all the stakeholders - public authority, users community, developers/investors and lenders.

Exim India's Country Mission

With a view to enhancing India's bilateral trade and investment relations and in order to support Indian entrepreneurs in their globalisation endeavours, Exim India has commissioned a Country Mission

to select countries in Africa. The Mission endeavours to provide a framework for enhancing India's engagement in select countries in Africa by way of identifying key areas for commercial engagement while also assisting these countries in achieving their developmental objectives. This initiative is backed by Exim India's longstanding strategic and commercial relations with various institutions, bodies and organisations in Africa through its various capacity building programmes in various sectors in these countries.

The Mission to Africa covered countries including Mozambique, Rwanda and Tanzania in November 2014. The Mission team closely coordinated with Indian Missions, and held various rounds of interactions with Government officials of partner countries, multilateral institutions, business community, exporters, banks, Indian business diaspora, and other stakeholders, with a view to identifying business, trade and investment opportunities for Indian entrepreneurs.

Exim India's engagements in ITC's SITA

On March 9, 2014, Department for International Development (DFID), United Kingdom mandated the International Trade Centre (ITC) to design and implement a project, called 'Supporting India's Trade Preferences for Africa' now called 'Supporting Indian Trade and Investment for Africa' (SITA). SITA is a six-year (2014-2020) project that aims at promoting exports from five East African countries – Ethiopia, Kenya, Rwanda, Tanzania and Uganda – to India through investment and skills transfer from the Indian side. Exim India had entered into an MOU with ITC in Geneva on March 26, 2014, under which it was associated with ITC's SITA initiative. The Project was in its inception Phase during March 2014 to March 2015, where a roadmap for SITA, including the focus sectors, was defined. The implementation phase of SITA

(March 2015-March 2020) was officially launched in New Delhi, India, during March 19-20, 2015.

Member of Association of African Development Finance Institutions (AADFI)

Exim India is a member of Association of African Development Finance Institutions (AADFI), a forum of institutions / banks with the objective of creating co-ordination and economic solidarity among the development finance institutions in the African continent. The membership of AADFI helps to provide a platform for building linkages with other institutions in Africa, which are members of AADFI.

Further, Exim India's equity in Agricultural Finance Corporation, which offers consultancy support in development of agro-technology; promoter membership in 'Small Farmers' Agri-Business Consortium (SFAC)', an investment institution whose objectives include promoting small and medium agri-business ventures, places Exim India in a vantage position to share its expertise and support development related activities in Africa.

Global Network of Exim Banks and Development Finance Institutions (G-NEXID)

Exim India has entered into a Memorandum of Understanding (MOU) with four Exim Banks and Development Financial Institutions (DFIs) to form Global Network of Exim Banks and Development Financial Institutions (G-NEXID). The five signatories are Export-Import Bank of India, Export-Import Bank of Malaysia, African Export-Import Bank, Andean Development Corporation and Export-Import Bank of Slovakia. G-NEXID was formally launched at its inaugural meeting at UNCTAD, Geneva on March 13, 2006. Annual Meetings are held to deliberate upon measures to foster long-term relationship, share experience

and strengthen financial cooperation to promote trade and investment relations between developing countries. G-NEXID has been granted 'observer' status by UNCTAD.

G-NEXID members in the African Region include: African Export-Import Bank, Cairo; Banque Nationale d'Investissement, Côte d'Ivoire; Banque Pour Le Financement De Petites Et Moyennes Entreprises, Tunis; Central African States Development Bank, Brazza Ville; Development Bank of Mali, Bamako; Development Bank of Namibia, Windhoek; Development Bank of Zambia, Lusaka; Development Bank of Southern Africa, Midrand; East African Development Bank, Kampala; Economic Community of Western African States, Lome; Industrial Development Bank of Kenya, Nairobi; Industrial Development Corporation South Africa, Sandton; Nigerian Export-Import Bank, Nigeria; and PTA Bank, Nairobi.

GPCL as a Consultant

Global Procurement Consultants Ltd. (GPCL) has been promoted by Exim India in association with leading public sector and private sector consultancy organizations. GPCL's shareholding pattern creates a synergetic fusion of expertise, thereby providing a unique platform for sharing of collective Indian experience in a partnership mode with developing countries and emerging economies, in the professional management of projects, with particular reference to procurement services. GPCL synthesizes India's consultancy expertise in project management and procurement across varied sectors of the economy including finance, infrastructure, energy, transportation, environment, information and communication technology, industry, agriculture, mining, water resources, health and education. GPCL provides technical assistance in enhancing quality,

transparency, efficiency and effectiveness of procurement and implementation services to help attain desired institutional and corporate objectives. GPCL supports, enhances and extends scope of project supervision, monitoring and evaluation as also strengthening of institutional capacity for effective programme/ project implementation. In doing so, GPCL leverages upon its demonstrated strengths derived from its core staff, panel of specialists, and resources of its shareholders to assist funding and project executing agencies.

GPCL has a demonstrated track record spanning all stages of the procurement cycle covering procurement advisory services, procurement management, procurement review, performance review, provision of support services, valuations, financial advisory services, overall procurement audit and governance, as also associated services related to training and capacity building. GPCL has undertaken a number of assignments, in India and numerous countries abroad, directly for multilateral funding agencies or in projects funded by them. GPCL also has the distinction of being selected in some instances by the World Bank on a sole source basis, both in India and abroad.

GPCL has extensive experience supporting projects in Africa, and assignments undertaken include:

1. **Procurement Audit** of contracts in World Bank funded projects in Eritrea, Ghana, Malawi, Nigeria and Uganda covering Health, Education, Agriculture, Infrastructure, Power, Privatization and Emergency rehabilitation.
2. **Comprehensive re-appraisal** of Water Supply Projects in Nigeria funded by African Development Bank.
3. **Country Procurement Assessment Review (CPAR)** in the Kingdom of Swaziland for African Development Bank in order to examine the existing public procurement framework, benchmark them with good procurement practices, and provide recommendations to revamp the system for better governance.
4. **Procurement Monitoring Agent** for a World Bank funded health project in Kenya calling for review of the procurement of goods, services and minor works including an audit of the procurement processes of the institutions and procurement units supported by the project.

Partner in Institutional Building in Africa

As a partner institution in promoting economic development in Africa, Exim India shares its experience in the setting up of institutional infrastructure for enhancing international trade. In this regard, the Bank has taken active participation in the institutional building process in a number of countries in Africa. Besides being associated in the setting up of the Afreximbank, Exim India undertook an assignment to design, develop, and implement a programme on Film Financing for Nigerian Export-Import Bank (NEXIM Bank) for expanding its exposure in financing films (under Film Financing Programme). Exim India has also been involved in the design and implementation of Export Finance Programmes for Industrial Development Corporation, South Africa; Consultancy Assignment for the Government of Mauritius on 'Projecting Mauritius as an investment hub for Indian Firms'; establishment of Export Credit Guarantee Company in Zimbabwe; and preparing a blue print for setting up of Export-Import Bank of Zimbabwe.

In 2015, International Trade Centre (ITC), Geneva, under its 'Supporting Indian Trade and Investment

for Africa (SITA)' Project, awarded Exim India with Phase - 1 of an assignment for 'Institution Capacity Building for Export Credit and Insurance' to enhance trade competitiveness in Rwanda. The objective of the assignment is to establish a rationale and suggest a broad framework for establishing an Export Credit Insurance Corporation in Rwanda.

Institutional Linkages

Exim India has been consciously forging a network of alliances and institutional linkages to help further economic co-operation with the African Region. Towards this end, Exim India has taken up equity in Afreximbank, West African Development Bank (BOAD), and Development Bank of Zambia. These endeavours are supplemented by the various Memoranda of Cooperation (MOCs) / Memoranda of Understanding (MOUs), the Bank has in place, with key institutions in the African Region including: African Development Bank (AfDB); Eastern and Southern African Trade and Development Bank (PTA Bank); Afreximbank; Banque De Financement Des Petites Et Moyennes Entreprises (BFPME), Tunisia; Banque Internationale Arabe de Tunisie, Tunisia; Board of Investment, Mauritius; ECO Bank (Pan African Bank); Foreign Investment Promotion Agency, Tunisia; Industrial Development Bank of Sudan; Industrial Development Corporation of South Africa Limited (IDC); Nigerian Export-Import Bank (NEXIM); National Bank of Egypt; and Societe Tunisienne de Banque, Tunisia.

Knowledge Building and Technology Transfer

In the area of knowledge building and technology transfer, Exim India conducts periodic research studies in order to promote the existing institutional linkages and external competitiveness of the Indian Companies. The studies range from areas

of international trade (including sector specific studies) to international investments; it also focuses on areas of bilateral/ multilateral cooperation among countries and their potential for further development. These are published in the form of Occasional Papers, Working Papers, and Books. Some of the research studies published by Exim India pertaining to Africa include:

- ECOWAS: A Study of India's Trade and Investment Potential;
- West African region: A Study of India's Trade and Investment Potential;
- Southern African development community (SADC): A Study of India's Trade and Investment Potential;
- Southern African Customs Union (SACU): A Study of India's Trade and Investment Potential;
- COMESA: A Study of India's Trade and Investment Potential;
- South Africa: A Study of India's Trade and Investment Potential;
- Select Southern African Countries: A Study of India's Trade and Investment Potential;
- Strategy for Quantum Jump in Exports: Focus on Africa, Latin America and China;
- Snap Market Survey for Pharmaceutical Products in South Africa;
- The Commonwealth: Promoting a Shared Vision on Trade and Investment;

- India's Trade and Investment Relations with LDCs (Least Developed Countries): Harnessing Synergies.

In a Nutshell

In sum, Exim India, with its comprehensive range of financing, advisory and support services, seeks to create an enabling environment for

enhancing two-way flow of trade, investment and technology between India and the African Region. While promoting infrastructure development and facilitating private sector development in host countries, the various efforts of Exim India, ensconced in its range of activities, also contribute towards institutional building in the African Region.

ANNEXURE 1 : Nigeria - Potential Items of India's Exports — as per 6-digit HS Code

▪ Mineral fuels, oils, distillation products (HS-27)

HS Code	Product Label	Nigeria's imports from world	Nigeria's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
271011	Light petroleum oils and preparations	5131.6	-	-	19742.8
271019	Other petroleum oils and preparations	2926.1	22.8	0.8	40803.2
271320	Petroleum bitumen	73.9	0.03	-	42.1

▪ **Machinery, reactors, boilers (HS-84)**

HS Code	Product Label	Nigeria's imports from world	Nigeria's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
843143	Parts of boring or sinking machinery, whether or not self-propelled	172.9	0.8	0.4	170.4
841480	Air or gas compressors, hoods	161.4	1.8	1.1	327.2
841199	Parts of gas turbines	135.1	0.3	0.2	57.7
841182	Gas turbines of a power exceeding 5000 KW	131.9	-	-	15.4
841510	Air conditioning machines window or wall types, self-contained	100.3	0.1	0.1	38.1
843139	Parts of lifting, handling, loading or unloading machinery	78.7	0.5	0.6	62.0
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	76.4	1.0	1.4	332.0
848190	Parts of taps, cocks, valves or similar appliances	73.4	1.1	1.5	337.4
841582	Air cond mach, inc a refrigerating unit	64.5	0.04	0.1	10.7
843049	Boring or sinking machinery, not self-propelled	57.6	0.7	1.2	37.8
840790	Engines, spark-ignition type	53.9	0.3	0.6	11.9
847330	Parts & accessories of automatic data processing machines & units	45.8	0.1	0.2	115.9
847420	Crushing/grinding machines for earth/ stone minerals subs	44.9	0.4	0.8	64.1
847150	Digital processing units not sold as complete systems	44.6	0.1	0.1	57.4
848110	Valves, pressure reducing	37.8	0.3	0.8	44.5
842123	Oil or petrol-filters for internal combustion engines	36.6	0.1	0.3	29.5
840682	Turbines, output , 40 MW	35.8	0.3	0.8	18.3
841850	Refrigerating or freezing display counters, cabinets, show-cases	33.6	0.02	-	24.0
847160	Computer input/outputs, with/without storage	33.5	0.02	0.1	23.1
842129	Filtering or purifying machinery and apparatus for liquids	32.7	0.3	0.8	28.1
847170	Computer data storage units	31.7	0.03	0.1	34.6
841090	Parts of hydraulic turbines & water wheels including regulators	31.2	0.2	0.7	49.4

▪ **Electrical, electronic equipment (HS-85)**

HS Code	Product Label	Nigeria's imports from world	Nigeria's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
851762	Machines for the reception, conversion and transmission or regeneration	332.3	0.5	0.1	135.9
851770	Parts of telephone sets, telephones for cellular networks or for other	127.1	0.1	0.1	501.9
852871	Reception apparatus for television, whether or not incorporating radio	121.4	-	-	193.1
850300	Parts of electric motors, generators, generating sets & rotary converters	98.6	1.6	1.6	248.2
851220	Lighting or visual signaling equipment	94.2	0.7	0.7	57.9
850213	Generating sets, diesel/semi-diesel engines, of an output exceeding 375 KVA	65.5	0.9	1.4	59.0
852990	Parts suitable f use solely the app of headings 85.25 to 85.28	52.2	0.01	-	133.6
850140	AC motors, single-phase	34.5	0.1	0.4	84.7
852910	Aerials & aerial reflectors of all kinds; parts suitable f use therewith	34.1	0.02	0.1	98.9
852340	Optical media for the recording of sound or of other phenomena (excl.	27.2	-	-	92.6
850164	AC generators, of an output exceeding 750 KVA	14.8	0.3	1.8	56.4

▪ **Fish, crustaceans, molluscs, aquatic invertebrates (HS-03)**

HS Code	Product Label	Nigeria's imports from world	Nigeria's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
030374	Mackerel, frozen, excluding heading No 03.04, livers and roes	279.9	-	-	46.8
030379	Fish, frozen, excluding heading No 03.04, livers and roes	211.4	-	-	522.8
030559	Fish, dried, whether or not salted but not smoked	22.6	-	-	17.4

▪ **Furniture, lighting, signs, prefabricated buildings (HS-94)**

HS Code	Product Label	Nigeria's imports from world	Nigeria's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
940320	Furniture, metal	96.5	0.2	0.2	72.7
940360	Furniture, wooden	68.1	0.01	-	397.7
940510	Chandeliers & other electric ceiling or wall lighting fittings	64.5	0.2	0.2	57.3
940190	Parts of seats other than those of heading No 94.02	26.1	-	-	45.3
940490	Articles of bedding/furnishing, stuffed or internally fitted	12.3	-	-	296.0

▪ **Sugar and sugar confectionery (HS-17)**

HS Code	Product Label	Nigeria's imports from world	Nigeria's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
170111	Raw sugar, cane	470.4	-	-	419.7
170199	Refined cane or beet sugar, solid, without flavouring or colouring matter	143.9	-	-	693.3
170410	Chewing gum containing sugar, except medicinal	10.0	-	-	10.6

▪ **Essential oils and perfumes (HS-33)**

HS Code	Product Label	Nigeria's imports from world	Nigeria's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
330210	Mixtures of odoriferous substances for the food or drink industries	211.5	2.6	1.2	35.6
330499	Beauty or make-up preparations; sunscreen or sun tan preparations	111.4	0.5	0.5	129.6
330590	Hair preparations	15.4	0.2	1.1	93.2

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 2 : Angola - Potential Items of India's Exports — as per 6-digit HS Code

▪ Machinery, reactors, boilers (HS-84)

HS Code	Product Label	Angola's imports from world	Angola's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
843143	Parts of boring or sinking machinery, whether or not self-propelled	404.2	0.03	-	170.4
847989	Machines & mechanical appliances having individual functions	250.7	0.02	-	344.9
848180	Taps, cocks, valves and similar appliances	225.3	1.9	0.9	717.7
841199	Parts of gas turbines	119.3	-	-	57.7
848190	Parts of taps, cocks, valves or similar appliances	99.3	0.2	0.2	337.4
847990	Parts of machines & mechanical appliances having individual functions	77.2	0.1	0.1	138.2
841510	Air conditioning machines window or wall types, self-contained	72.5	0.3	0.4	38.1
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	72.3	0.03	-	332.0
848790	Parts of machinery of chapter 84, not intended for a specific purpose,	71.4	0.01	-	104.9
842952	Shovels and excavators with a 360 revolving super-structure	68.2	0.2	0.3	145.8
842199	Parts for filtering or purifying machinery & apparatus for liquids or gases	67.8	0.2	0.3	109.4
844399	Parts and accessories of printers, copying machines and facsimile mach	52.8	0.01	-	38.0
840999	Parts for diesel and semi-diesel engines	52.0	0.2	0.3	584.9
842121	Filtering or purifying machinery and apparatus for water	49.3	0.2	0.5	85.2
841391	Parts of pumps for liquid whether or not fitted with a measuring device	45.6	0.04	0.1	290.9
847490	Pts of sorting/ screening/mixing/crushing/grinding/ washing/agglomerate machine	41.1	-	-	147.2
841112	Turbo-jets of a thrust exceeding 25 KN	36.3	-	-	32.4
843139	Parts of lifting, handling, loading or unloading machinery	35.7	0.01	-	62.0
848110	Valves, pressure reducing	35.0	0.01	-	44.5

847330	Parts& accessories of automatic data process machines & units	33.6	0.01	-	115.9
842951	Front end shovel loaders	33.5	-	-	37.8
841480	Air or gas compressors, hoods	28.3	0.01	-	327.2
841370	Centrifugal pumps	25.4	0.1	0.4	201.5
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	25.4	0.03	0.1	248.5
842890	Lifting, handling, loading or unloading machinery	24.5	0.01	-	32.3
841899	Parts of refrigerating or freezing equipment	23.5	0.02	0.1	49.5
847130	Portable digital computers <10kg	23.0	-	-	31.0
841869	Refrigerating or freezing equipment	22.0	-	-	35.7
842139	Filtering or purifying machinery and apparatus for gases	19.4	0.1	0.6	104.6
840510	Producer gas or water gas generators acetylene gas gen & sim gas gen	19.0	0.02	0.1	30.3
847420	Crushing/grind machines for earth/ stone minerals subs	18.9	-	-	64.1
847150	Digital processing units not sold as complete systems	18.9	-	-	57.4
847780	Mach for work rubber/plastics/for the mfr of prods form these mat	15.9	0.2	1.2	40.7
841451	Fans: table, roof a self-cont electric meter of an output not excluding 125W	15.4	0.05	0.3	47.2

▪ **Electrical, electronic equipment (HS-85)**

HS Code	Product Label	Angola's imports from world	Angola's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wireless	183.1	0.4	0.2	561.6
853710	Boards, panels, including numerical control panels, for a voltage <=1000 V	110.5	0.4	0.4	321.7
851762	Machines for the reception, conversion and transmission or regeneration	106.9	-	-	135.9
854449	Electric conductors, for a voltage not exceeding 80 V	95.7	-	-	39.7
852872	Reception apparatus for television, colour, whether or not incorporation	90.4	-	-	32.5
850220	Generating sets with spark-ignition internal combustion piston engines	74.7	0.02	-	48.3
850213	Generating sets, diesel/semi-diesel engines, of an output exceeding 375 KVA	66.4	0.8	1.2	59.0
854460	Electric conductors, for a voltage exceeding 1,000 V	53.8	0.8	1.4	259.9
852871	Reception apparatus for television, whether or not incorporating radio	50.1	-	-	193.1
850440	Static converters	46.3	0.05	0.1	453.3
853720	Boards, panels, including numerical control panels, for a voltage > 1,000 V	43.9	0.1	0.3	104.2
850423	Liq dielectric transfer having a power handling capacity exceeding 10,000 KVA	43.6	0.1	0.3	143.9
850211	Generatg sets,diesel/semi-diesel engines, of an output not exceed 75 KVA	43.0	0.2	0.5	34.4
853690	Electrical app for switchg/protec elec circuits, not exced 1,000 V	40.9	0.1	0.1	201.5
854442	Electric conductors for a voltage <= 1.000 V, insulated, fitted with c	35.7	-	-	36.7
854370	Electrical machines and apparatus, having individual functions	35.0	-	-	30.2
851770	Parts of telephone sets, telephones for cellular networks or for other	33.6	-	-	501.9
850212	Generating sets, diesel/ semi-diesel exceeding 75 KVA but not exceed 375 KVA	31.3	0.2	0.8	28.0
853590	Electrical app for switchg/protec elec circuits,exced 1,000 volts	28.4	-	-	58.1
850710	Lead-acid electric accumulators of a kind used for starting piston engines	25.2	-	-	71.9
850300	Parts of electric motors,generators, generatg sets & rotary converters	23.3	0.04	0.2	248.2
850239	Electric generating sets	21.1	-	-	17.0

854419	Insulated (including enamelled or anodised) winding wire	21.1	0.1	0.4	72.0
850421	Liquid dielectric transformers havg a power handling capa <= 650 KVA	20.8	0.1	0.6	122.7
853669	Electrical plugs and sockets, for a voltage not exceeding 1,000 volts	19.3	-	-	37.2
854470	Optical fibre cables, made up of individually sheathed fibres	16.6	0.01	-	31.3
850434	Transformers electric having a power handling capacity exceeding 500 KVA	14.1	-	-	18.3
853650	Electrical switches for a voltage not exceeding 1,000 volts	13.9	0.04	0.3	114.4
851220	Lighting or visual signalling equipment	13.1	0.1	0.4	57.9
853931	Fluorescent lamps, hot cathode	12.8	-	-	18.0
854390	Parts of electrical machines & apparatus having individual functions	11.6	-	-	100.2
852580	Television cameras, digital cameras and video camera recorders	11.6	-	-	29.8
854420	Co-axial cable and other co-axial electric conductors	10.7	-	-	26.8
850433	Transformers electric power handling capa > 16 KVA but <= 500 KVA	10.1	-	-	33.3

▪ **Ships, boats and other floating structures (HS-89)**

HS Code	Product Label	Angola's im-ports from world	Angola's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
890520	Floating or submersible drilling or production platforms	1113.5	-	-	1092.9
890590	Floating docks and vessels which perform special functions	592.5	-	-	1729.1
890120	Tankers	89.0	-	-	19.7
890190	Cargo vessels & other vessels for the transport of both persons& goods	75.7	-	-	432.6
890110	Cruise ships, excursion boats principally designed for transport persons	19.7	-	-	230.9
890690	Vessels, incl. lifeboats (excl. warships, rowing boats and other vesse	19.4	-	-	66.0

▪ **Articles of iron or steel (HS-73)**

HS Code	Product Label	Angola's imports from world	Angola's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
730890	Structures & parts of structures (ex prefab buildings of heading no.9406)	247.8	0.3	0.1	418.0
730429	Casings, tubing, drill pipe, for oil drilling use	216.1	-	-	58.2
732690	Articles, iron or steel	190.3	0.1	0.1	454.7
730419	Line pipe of a kind used for oil or gas pipelines, seamless, of iron o	91.0	-	-	118.2
730729	Fittings pipe or tube of stainless steel	62.6	-	-	32.7
730661	Tubes and pipes and hollow profiles, welded, of square or rectangular	45.5	-	-	15.5
731021	Cans, iron steel, cap	45.1	-	-	11.0
730820	Towers and lattice masts, iron or steel	38.8	0.1	0.2	274.3
730840	Props&similar equipment for scaffolding, shutterg/pit-propping	37.8	-	-	145.1
730300	Tubes, pipes and hollow profiles of cast iron	34.3	-	-	151.0
730619	Line pipe of a kind used for oil or gas pipelines, welded, of flat-rol	33.0	0.03	0.1	65.0
730799	Fittings, pipe or tube, iron or steel	32.2	0.4	1.1	81.9
731815	Bolts screws, with without their nuts washers, iron steel	27.7	0.01	-	325.6
730900	Reservoirs,tanks,vats&sim ctnr,cap >300L,is (ex liq/ compr gas type)	26.8	0.2	0.7	26.6
730511	Pipe,line,longitudinally dia >406.4mm	18.0	0.01	0.1	534.4
730630	Tubes, pipe & hollow profiles, iron, welded,of cross section	14.9	-	-	183.9
731210	Stranded wire,ropes&cables of iron or steel,not electrically insulated	14.0	0.01	0.1	101.8
732393	Table,kitchen or other household art&parts,stainless steel	13.7	0.2	1.1	359.4
732620	Articles of wire, iron or steel	10.5	0.02	0.2	55.9
730719	Fittings, pipe or tube, cast, of iron or steel	10.3	-	-	17.1
732510	Cast articles of non-malleable cast iron	8.8	-	-	109.0
731700	Nails,staples & sim art of head No 8305 & art w/copper heads	7.4	-	-	20.6
731029	Cans, iron or steel, capacity	7.3	-	-	27.5

▪ **Furniture, lighting, signs, prefabricated buildings (HS-94)**

HS Code	Product Label	Angola's imports from world	Angola's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
940320	Furniture, metal	174.3	0.2	0.1	72.7
940360	Furniture, wooden	153.6	0.2	0.2	397.7
940389	Furniture of cane, osier or similar materials (excl. of bamboo, rattan	100.7	0.01	-	10.0
940540	Electric lamps and lighting fittings	60.4	0.1	0.2	16.2
940600	Prefabricated buildings	59.4	0.1	0.1	39.8
940510	Chandeliers & other electric ceiling or wall lighting fittings	48.5	0.02	-	57.3
940390	Furniture parts	41.1	-	-	12.5
940490	Articles of bedding/furnishing, stuffed or internally fitted	39.7	0.4	0.9	296.0
940310	Office furniture, metal	30.4	0.04	0.1	12.8
940330	Office furniture, wooden	27.7	0.03	0.1	15.4
940429	Mattresses fitted w springs/stuffed/ internally fitted w/any material	15.9	0.1	0.9	16.0
940520	Electric table, desk, bedside or floorstanding lamps	14.0	-	-	17.2
940190	Parts of seats other than those of heading No 94.02	12.9	-	-	45.3
940410	Mattress supports	12.3	0.02	0.2	26.4
940169	Seats with wooden frames	12.0	0.03	0.2	44.3
940290	Medical, surgical, dental or veterinary furniture and parts	9.1	0.04	0.4	12.9

▪ **Mineral fuels, oils, distillation products (HS-27)**

HS Code	Product Label	Angola's imports from world	Angola's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
271019	Other petroleum oils and preparations	935.8	0.09	-	40803.2
271320	Petroleum bitumen	61.8	-	-	42.1
271011	Light petroleum oils and preparations	39.4	-	-	19742.8

▪ **Optical, photo, technical, medical apparatus (HS-90)**

HS Code	Product Label	Angola's imports from world	Angola's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
903289	Automatic regulating or controlling instruments and apparatus	77.1	0.1	0.1	159.9
903290	Parts&access for automatic regulatg or controllg instruments&app	64.4	-	-	31.2
902300	Instruments, apparatus and models,designed for demonstrational purposes	43.1	0.01	-	54.8
901590	Parts and accessories for use with the apparatus of heading No 90.15	28.9	-	-	24.9
902610	Instruments & apparatus for measuring checking the flow level of liquids	27.9	-	-	49.8
903300	Parts & access for machines, appliances, inst or app of Chapter 90	25.5	0.1	0.6	104.6
902620	Instruments and apparatus for measuring or checking pressure	23.5	-	-	38.1
901580	Surveyg,hydrographic,oceanographic,meteorologic/geo-physical inst	22.4	-	-	19.1
902780	Instruments and apparatus for physical or chemical analysis	19.3	-	-	24.0
903180	Measuring or checking instruments, appliances and machines	18.9	-	-	75.8
903190	Parts & accessories for measuring or checking inst,appl & machines	10.9	0.01	0.1	29.2
902690	Parts of inst & app for measuring or checking variables of liq or gases	10.3	-	-	29.8
901819	Electro-diagnostic apparatus	7.8	-	-	80.4

▪ **Iron and steel (HS-72)**

HS Code	Product Label	Angola's imports from world	Angola's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
722830	Bars & rods, alloy steel, o/t stainless	129.5	-	-	45.4
721070	Flat rolled prod, nas, painted, varnished or plast coated, >=600mm wide	105.7	0.02	-	319.8
720839	Hot roll iron/steel, coil >600mm x <3mm	21.6	-	-	303.7
721090	Flat rolled prod, clad, plated or coated, >=600mm wide	15.5	0.1	0.6	111.0
720917	Cold rolled iron/steel, coils >600mm x 0.5-1-mm	12.6	-	-	125.2
722790	Bars&rods, alloy steel,o/t stainless hr,in ir-regularly wound coils	11.9	-	-	13.2
720916	Cold rolled iron/steel, coils >600mm x 1-3mm	10.5	-	-	53.6
720851	Hot roll iron/steel, not coil >600mm x >10mm	10.2	-	-	276.4
721632	Sections than hot rolled,drawn or extruded,hght 80mm or more	8.9	-	-	23.9

▪ **Footwear, gaiters and the like, parts (HS-64)**

HS Code	Product Label	Angola's imports from world	Angola's im-ports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
640299	Footwear, outer soles/uppers of rubber or plastics	114.2	-	-	95.3
640220	Footwear of rubber or plastics, upper straps assembled to sole by plugs	95.2	0.02	-	58.9
640419	Footwear o/t sports, w outer soles of rubber/plastics& uppers of tex mat	37.5	-	-	56.2
640399	Footwear, outer soles of rubber/plastics uppers of leather	24.1	0.1	0.4	257.6
640359	Footwear, outer soles and uppers of leather	9.5	-	-	214.1
640340	Footwear, outer sole of rubber / plas / leather, uppers of leather w/met toe-cap	8.0	0.04	0.6	64.5

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 3 : Botswana - Potential Items of India's Exports — as per 6-digit HS Code

▪ Pearls, precious stones, metals, coins (HS-71)

HS Code	Product Label	Botswana's imports from world	Botswana's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
710231	Diamonds non-industrial unworked or simply sawn, cleaved or bruted	2030.2	9.2	0.5	1586.4

▪ Mineral fuels, oils, distillation products (HS-27)

HS Code	Product Label	Botswana's imports from world	Botswana's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
271011	Light petroleum oils and preparations	1038.3	-	-	19742.8
271119	Petroleum gases and other gaseous hydrocarbons, liquefied	10.2	-	-	252.7
271111	Natural gas, liquefied	4.8	-	-	7.0

▪ **Machinery, reactors, boilers (HS-84)**

HS Code	Product Label	Botswana's imports from world	Botswana's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
843149	Parts of cranes,work-trucks,shovels,and other construction machinery	51.6	-	-	332.0
842959	Self-propelled excavating machinery	24.5	-	-	109.8
847490	Parts of sorting/ screening/ mixing/ crushing/ grinding/ washing/ agglomerating machineinery	23.6	0.1	0.3	147.2
841381	Pumps	16.6	0.1	0.3	12.7
848180	Taps, cocks, valves and similar appliances	13.9	0.03	0.2	717.7
847130	Portable digital computers <10kg	13.4	-	-	31.0
847330	Parts&accessories of automatic data processg machines&units	12.0	0.04	0.4	115.9
848340	Gears&gearing,ball screws,gear boxes,speed changers/torque converters	11.1	0.01	-	155.0
847410	Sorting/screening/separatg or washg machineryfor stone/ores or oth min	10.3	0.04	0.4	22.4

▪ **Vehicles other than railway, tramway (HS-87)**

HS Code	Product Label	Botswana's imports from world	Botswana's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
870323	Automobiles w reciprocating piston engine displacg > 1500 cc to 3000 cc	131.3	-	-	835.5
870410	Dump trucks designed for off-highway use	57.6	-	-	92.2
870899	Motor vehicle parts	32.8	0.02	0.1	2696.1
870422	Diesel powered trucks w a GVW exc five tonnes but not exc twenty tonnes	24.0	0.1	0.5	218.7
870423	Diesel powered trucks with a GVW exceeding twenty tonnes	21.0	-	-	94.8
870421	Diesel powered trucks with a GVW not exceeding five tonnes	17.8	0.1	0.3	271.1
870322	Automobiles w reciprocating piston engine displacg > 1000 cc to 1500 cc	16.3	-	-	3236.8
870333	Automobiles with diesel engine displacing more than 2500 cc	9.5	-	-	11.5

▪ **Electrical, electronic equipment (HS-85)**

HS Code	Product Label	Botswana's imports from world	Botswana's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wirele	35.2	0.1	0.3	561.6
851762	Machines for the reception, conversion and transmission or regeneratio	19.6	0.01	-	135.9
853690	Electrical app for switchg/protec elec circuits,not exced 1,000 V	16.9	-	-	201.5
854420	Co-axial cable and other co-axial electric conductors	16.2	0.01	-	26.8
854449	Electric conductors, for a voltage not exceeding 80 V	12.7	-	-	39.7
854430	Ignition wirg sets&oth wirg sets usd in vehicles,aircraft	9.2	-	-	162.0
852560	Transmission apparatus for radio-broadcasting or television, incorpora	8.2	-	-	13.7
852580	Television cameras, digital cameras and video camera record-ers	6.9	0.01	0.1	29.8
852872	Reception apparatus for television, colour, whether or not incorporati	4.8	-	-	32.5

▪ **Articles of iron or steel (HS-73)**

HS Code	Product Label	Botswana's imports from world	Botswana's im-ports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
730890	Structures&parts of structures(ex prefab bldgs of headg no.9406)	18.4	0.0	0.0	418.0
732690	Articles, iron or steel	13.1	0.01	0.1	454.7
730300	Tubes, pipes and hollow profiles of cast iron	9.4	-	-	151.0
731029	Cans, iron or steel, capacity	6.5	-	-	27.5
731815	Bolts o screws,with o without their nuts o washers,iron o steel	5.7	0.01	0.2	325.6
730690	Tubes, pipe & hollow profiles, iron or steel, welded	5.4	0.03	0.5	152.9
730799	Fittings, pipe or tube, iron or steel	4.8	-	-	81.9
730900	Reservoirs,tanks,vats&sim ctnr,cap >300L(ex liq/compr gas type)	4.6	-	-	26.6

▪ **Plastics and articles (HS-39)**

HS Code	Product Label	Botswana's imports from world	Botswana's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14	19.0	0.3	1.5	506.5
392390	Articles for the conveyance or packing of goods, of plastics	6.6	0.03	0.4	76.4
392310	Boxes, cases, crates & similar articles of plastic	5.3	-	-	36.9
392330	Carboys, bottles, flasks and similar articles of plastics	5.3	-	-	23.3
390120	Polyethylene having a specific gravity of 0.94 or more	5.0	-	-	57.9
392490	Household and toilet articles, of plastics	3.9	0.03	0.7	37.7
391740	Fittings, plastic	3.8	-	-	21.3

▪ **Cereals (HS-10)**

HS Code	Product Label	Botswana's imports from world	Botswana's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
100590	Maize (corn)	43.4	0.0	0.0	808.5
100190	Wheat and meslin	38.6	0.0	0.0	1028.7
100630	Rice, semi-milled or wholly milled, whether or not polished or glazed	10.0	0.1	1.3	7537.7

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 4 : Gabon - Potential Items of India's Exports — as per 6-digit HS Code

▪ Machinery, reactors, boilers (HS-84)

HS Code	Product Label	Gabon's imports from world	Gabon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
848180	Taps, cocks, valves and similar appliances	66.0	0.1	0.1	717.7
843143	Parts of boring or sinking machinery, whether or not self-propelled	40.9	0.3	0.7	170.4
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	27.2	0.1	0.4	332.0
848190	Parts of taps, cocks, valves or similar appliances	21.2	0.04	0.2	337.4
841391	Parts of pumps for liquid whether or not fitted with a measuring device	17.9	-	-	290.9
841381	Pumps	16.5	-	-	12.7
841370	Centrifugal pumps	14.6	-	-	201.5
847989	Machines & mechanical appliances having individual functions	14.1	-	-	344.9
840999	Parts for diesel and semi-diesel engines	13.9	-	-	584.9
842951	Front end shovel loaders	12.7	-	-	37.8
847490	Parts of sorting/ screening/ mixing/ crushing/ grinding/ washing/ agglomerating machine	10.5	0.1	1.4	147.2

▪ Mineral fuels, oils, distillation products (HS-27)

HS Code	Product Label	Gabon's imports from world	Gabon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
271019	Other petroleum oils and preparations	339.3	-	-	40803.2
271011	Light petroleum oils and preparations	79.3	-	-	19742.8
271320	Petroleum bitumen	22.3	-	-	42.1

▪ **Articles of iron or steel (HS-73)**

HS Code	Product Label	Gabon's imports from world	Gabon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
730429	Casings,,tubing, drill pipe, for oil drilling use	50.2	-	-	58.2
730890	Structures&parts of structures(ex prefab bldgs of headg no.9406)	36.9	0.3	0.9	418.0
730419	Line pipe of a kind used for oil or gas pipelines, seamless, of iron	27.4	-	-	118.2
730411	Line pipe of a kind used for oil or gas pipelines, seamless, of stainless steel	26.0	-	-	62.5
730490	Tubes, pipe & hollow profiles, iron or steel, smls	21.9	-	-	62.8
730799	Fittings, pipe or tube, iron or steel	19.6	-	-	81.9
730619	Line pipe of a kind used for oil or gas pipelines, welded, of flat-rol	16.8	-	-	65.0
732619	Articles of iron or steel, forged or stamped, but not further worked	9.0	0.04	0.4	383.7
730900	Reservoirs,tanks,vats&sim ctnr,cap >300L (ex liq/compr gas type)	7.6	-	-	26.6

▪ **Electrical, electronic equipment (HS-85)**

HS Code	Product Label	Gabon's imports from world	Gabon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
853710	Boards,panels,includg numerical control panels,for a voltage <=1000 V	20.7	0.01	-	321.7
850213	Generatg sets,diesel/semi-diesel engines,of an output exceed-ing 375 KVA	20.2	0.3	1.3	59.0
854449	Electric conductors, for a voltage not exceeding 80 V	16.0	-	-	39.7
851762	Machines for the reception, conversion and transmission or regeneratio	12.9	-	-	135.9
853690	Electrical app for switchg/protec elec circuits,not exced 1,000 V	11.9	0.01	0.1	201.5
852910	Aerials&aerial reflectors of all kinds;parts suitable f use therewith	9.6	0.01	0.1	98.9

▪ **Vehicles other than railway, tramway (HS-87)**

HS Code	Product Label	Gabon's imports from world	Gabon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
870899	Motor vehicle parts	17.9	0.02	0.1	2696.1
870332	Automobiles with diesel engine displacing more than 1500 cc to 2500 cc	17.4	-	-	93.0
870323	Automobiles w reciprocating piston engine displacing > 1500 cc to 3000 cc	16.2	-	-	835.5
870120	Road tractors for semi-trailers (truck tractors)	15.1	-	-	28.5
870422	Diesel powered trucks w a GVW exc five tonnes but not exc twenty tonnes	13.1	-	-	218.7
870590	Special purpose motor vehicles	9.8	-	-	20.5

▪ **Ships, boats and other floating structures (HS-89)**

HS Code	Product Label	Gabon's imports from world	Gabon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
890590	Floating docks and vessels which perform special functions	79.8	-	-	1729.1
890400	Tugs and pusher craft	10.8	-	-	457.3
890190	Cargo vessels & other vessels for the transport of both persons & goods	7.9	-	-	432.6
890790	Buoys, beacons, coffer-dams, pontoons and other floating structures	6.9	-	-	6.2

▪ **Cereals (HS-10)**

HS Code	Product Label	Gabon's imports from world	Gabon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
100630	Rice, semi-milled or wholly milled, whether or not polished or glazed	65.5	0.3	0.5	7537.7
100190	Wheat and meslin	39.1	-	-	1028.7

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 5 : Equatorial Guinea - Potential Items of India's Exports — as per 6-digit HS Code

▪ Machinery, reactors, boilers (HS-84)

HS Code	Product Label	Equatorial Guinea's imports from world	Equatorial Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
843143	Parts of boring or sinking machinery, whether or not self-propelled	34.9	-	-	170.4
843149	Parts of cranes,work-trucks,shovels,and other construction machinery	34.0	-	-	332.0
847989	Machines & mechanical appliances having individual functions	18.6	-	-	344.9
841199	Parts of gas turbines	17.7	-	-	57.7
848180	Taps, cocks, valves and similar appliances	16.5	-	-	717.7
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	15.3	-	-	248.5
841182	Gas turbines of a power exceeding 5000 KW	14.3	-	-	15.4
848190	Parts of taps, cocks, valves or similar appliances	14.2	-	-	337.4
847490	Parts of sorting/ screening/ mixing/ crushing/ grinding/ washing/ agglomerating machine	13.9	0.1	0.8	147.2

▪ Articles of iron or steel (HS-73)

HS Code	Product Label	Equatorial Guinea's imports from world	Equatorial Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
730890	Structures&parts of structures(ex prefab bldgs of headg no.9406)	49.0	-	-	418.0
730429	Casings,,tubing, drill pipe, for oil drilling use	31.0	-	-	58.2
732690	Articles, iron or steel	17.8	-	-	454.7
730830	Doors, windows & their frames & thresholds for doors of iron or steel	6.9	-	-	8.7

▪ **Electrical, electronic equipment (HS-85)**

HS Code	Product Label	Equatorial Guinea's imports from world	Equatorial Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
854449	Electric conductors, for a voltage not exceeding 80 V	25.6	-	-	39.7
851762	Machines for the reception, conversion and transmission or regeneratio	17.9	-	-	135.9
853710	Boards,panels,includg numerical control panels,for a voltage <=1000 V	12.6	-	-	321.7

▪ **Mineral fuels, oils, distillation products (HS-27)**

HS Code	Product Label	Equatorial Guinea's imports from world	Equatorial Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
271019	Other petroleum oils and preparations	125.1	-	-	40803.2
271011	Light petroleum oils and preparations	29.0	-	-	19742.8
271320	Petroleum bitumen	10.6	-	-	42.1

▪ **Vehicles other than railway, tramway (HS-87)**

HS Code	Product Label	Equato-rial Guinea's imports from world	Equatorial Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
870899	Motor vehicle parts	20.2	-	-	2696.1
870423	Diesel powered trucks with a GVW exceeding twenty tonnes	16.9	-	-	94.8
870323	Automobiles w reciprocating piston engine displacg > 1500 cc to 3000 cc	10.5	-	-	835.5

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 6 : Morocco - Potential Items of India's Exports — as per 6-digit HS Code

▪ Mineral fuels, oils, distillation products (HS-27)

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
271019	Other petroleum oils and preparations	3977.2	65.6	1.7	40803.2
270119	Coal, whether or not pulverised but not agglomerated	581.2	-	-	93.2
271011	Light petroleum oils and preparations	194.5	-	-	19742.8
271311	Petroleum coke, not calcined	131.9	-	-	25.2

▪ Electrical, electronic equipment (HS-87)

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
870332	Automobiles with diesel engine displacing more than 1500 cc to 2500 cc	918.8	1.3	0.1	93.0
870331	Automobiles with diesel engine displacing not more than 1500 cc	433.8	-	-	389.4
870829	Parts and accessories of bodies for motor vehicles	218.5	0.03	-	61.4
870421	Diesel powered trucks with a GVW not exceeding five tonnes	138.2	0.3	0.2	271.1
870120	Road tractors for semi-trailers (truck tractors)	113.0	-	-	28.5
871120	Motorcycles with reciprocating piston engine displacing > 50 cc to 250 cc	84.0	-	-	1753.4
870870	Wheels including parts and accessories for motor vehicles	50.0	0.2	0.3	92.3
870830	Brakes and servo-brakes and their parts, for tractors, motor vehicles	38.5	0.1	0.3	156.6
870423	Diesel powered trucks with a GVW exceeding twenty tonnes	29.4	-	-	94.8
870840	Transmissions for motor vehicles	29.2	0.01	-	331.2
870590	Special purpose motor vehicles	25.7	-	-	20.5
870893	Clutches and parts for motor vehicles	21.4	0.1	0.4	38.3
870790	Bodies for tractors, buses, trucks and special purpose vehicles	18.7	0.2	1.1	18.5
870894	Steering wheels, steering columns and steering boxes for motor vehicles	17.5	0.01	-	31.8
870323	Automobiles with reciprocating piston engine displacing > 1500 cc to 3000 cc	15.5	-	-	835.5
870880	Shock absorbers for motor vehicles	12.5	0.01	0.1	97.5
871690	Trailer and other vehicle parts	11.0	0.03	0.3	28.9

▪ **Machinery, reactors, boilers (HS-84)**

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
840820	Engines, diesel, for the vehicles of Chapter 87	176.9	0.04	-	134.9
847130	Portable digital computers <10kg	130.6	-	-	31.0
840734	Engines, spark-ignition reciprocating displacing more than 1000 cc	114.1	-	-	166.0
840999	Parts for diesel and semi-diesel engines	93.8	0.9	1.0	584.9
847990	Parts of machines&mechanical appliances having individual functions	89.0	0.05	0.1	138.2
847989	Machines & mechanical appliances having individual functions	77.4	0.04	0.1	344.9
847330	Parts&accessories of automatic data processg machines&units	71.3	0.1	0.1	115.9
841510	Air conditioning machines window or wall types, self-contained	62.4	-	-	38.1
841290	Parts of hydraulic & pneumatic & other power engines and motors	57.4	-	-	48.4
842951	Front end shovel loaders	57.4	-	-	37.8
842952	Shovels and excavators with a 360 revolving superstructure	49.6	0.1	0.2	145.8
841821	Refrigerators, household type, compression-type	48.2	0.2	0.4	131.4
842121	Filtering or purifying machinery and apparatus for water	44.1	0.5	1.1	85.2
842240	Packing or wrapping machinery	41.0	0.2	0.5	31.2
847150	Digital processing units not sold as complete systems	35.1	-	-	57.4
843149	Parts of cranes,work-trucks,shovels,and other construction machinery	33.5	0.1	0.2	332.0
844399	Parts and accessories of printers, copying machines and facsimile mach	31.6	-	-	38.0
848340	Gears&gearing,ball screws,gear boxes,speed changers/torque converters	29.6	0.2	0.6	155.0
842230	Mach f fil/clos/seal/etc.btle/can/box/ bag/ctnr,mach f aeratg bev	29.5	0.2	0.5	96.5
847170	Computer data storage units	27.1	-	-	34.6
843139	Parts of lifting, handling, loading or unloading machinery	25.1	-	-	62.0
841869	Refrigerating or freezing equipment	25.0	0.2	0.9	35.7
840991	Parts for spark-ignition type engines	23.1	0.2	1.0	283.3
841989	Machinery,plant/laboratory equip f treat of mat by change of temp	22.2	0.1	0.5	145.9
840690	Parts of steam and vapour turbines	21.9	-	-	51.9
848790	Parts of machinery of chapter 84, not intended for a specific purpose,	21.6	0.2	0.8	104.9
842199	Parts for filterg or purifyg mchy & apparatus for liquids or gases	19.9	0.1	0.4	109.4
848071	Moulds, injection or compression types, for rubber or plastics	19.5	0.1	0.3	45.9
842890	Lifting, handling, loading or unloading machinery	18.3	0.03	0.2	32.3
842139	Filtering or purifying machinery and apparatus for gases	17.3	0.2	1.3	104.6

▪ **Vehicles other than railway, tramway (HS-85)**

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
854442	Electric conductors for a voltage <= 1.000 V, insulated, fitted with c	414.6	0.2	-	36.7
853690	Electrical app for switchg/protec elec circuits,not exced 1,000 V	356.6	0.3	0.1	201.5
854449	Electric conductors, for a voltage not exceeding 80 V	303.8	0.1	-	39.7
853890	Parts for use with the apparatus of headg no. 85.35,85.36 or 85.37	265.9	0.1	-	337.1
854430	Ignition wirg sets&oth wirg sets used in vehicles,aircraft	265.9	0.05	-	162.0
852872	Reception apparatus for television, colour, whether or not incorporation	237.4	-	-	32.5
853710	Boards,panels,includg numerical control panels,for a voltage <=1000 V	92.7	0.2	0.2	321.7
850231	Wind-powered generating equipment	65.8	-	-	83.0
852352	Cards incorporating one or more electronic integrated circuits smart	61.8	0.6	1.0	102.0
850440	Static converters	60.0	0.8	1.4	453.3
852990	Parts suitable f use solely/princ w the app of headings 85.25 to 85.28	40.8	0.01	-	133.6
852910	Aerials&aerial reflectors of all kinds;parts suitable f use there-with	36.4	0.01	-	98.9
851762	Machines for the reception, conversion and transmission or regeneratio	29.7	0.04	0.1	135.9
853620	Automatic circuit breakers for a voltage not exceeding 1,000 volts	28.4	0.04	0.1	108.3
854460	Electric conductors, for a voltage exceeding 1,000 V	28.0	0.1	0.5	259.9
851769	Apparatus for the transmission or reception of voice, images or other	24.9	-	-	105.6
853720	Boards,panels,includg numerical control panels,for a voltage > 1,000 V	22.9	-	-	104.2
850710	Lead-acid electric accumulators of a kind used f startingg piston engines	22.8	-	-	71.9
854140	Photosensitive semiconduct device,photovoltaic cells&light emit diodes	21.2	0.04	0.2	174.7
854370	Electrical machines and apparatus, having individual functions	21.1	-	-	30.2
853650	Electrical switches for a voltage not exceeding 1,000 volts	19.6	0.1	0.3	114.4
851220	Lighting or visual signalling equipment	18.9	0.1	0.7	57.9
851770	Parts of telephone sets, telephones for cellular networks or for other	17.6	-	-	501.9

■ Cereals (HS-10)

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
100190	Wheat and meslin	1228.8	-	-	1028.7
100590	Maize (corn)	496.8	-	-	808.5
100110	Durum wheat	279.4	-	-	81.2
100300	Barley	105.6	-	-	130.4
100700	Grain sorghum	9.2	-	-	35.0

■ Plastics and articles (HS-39)

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
390110	Polyethylene having a specific gravity of less than 0.94	216.6	0.4	0.2	54.0
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14	203.4	0.8	0.4	506.5
390120	Polyethylene having a specific gravity of 0.94 or more	171.2	-	-	57.9
390210	Polypropylene	130.8	-	-	1209.5
390720	Polyethers	63.4	-	-	66.1
392010	Film and sheet, non-cellular, of polymers of ethylene	55.1	-	-	37.1
392190	Film and sheet of plastics	51.5	0.1	0.2	152.6
390690	Acrylic polymers, in primary forms	50.0	0.1	0.1	65.7
390319	Polystyrene	40.5	0.5	1.2	105.0
392350	Stoppers, lids, caps and other closures of plastics	36.5	0.03	0.1	48.0
392020	Film and sheet, non-cellular, of polymers of propylene	34.5	0.01	-	274.9
392310	Boxes, cases, crates & similar articles of plastic	34.3	0.1	0.2	36.9
392329	Sacks and bags (including cones) of plastics	21.1	0.2	0.7	167.5
392390	Articles for the conveyance or packing of goods, of plastics	18.8	0.01	0.1	76.4
391990	Self-adhesive plates, sheets, film, of plastic	17.7	-	-	32.0
392410	Tableware and kitchenware of plastics	15.1	0.04	0.3	147.7

▪ **Iron and steel (HS-72)**

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
720711	Semi-fin prod,i/nas,rect/sq cross-sect cntg by wgt	200.0	-	-	30.6
721391	Hot rolled bar/rod, irregular coils,	125.9	-	-	81.5
721499	Bars & rods, iron/nas, forged.	108.4	-	-	23.6
720916	Cold rolled iron/steel, coils >600mm x 1-3mm	71.7	-	-	53.6
721049	Flat rolled prod,i/nas,plated or coated with zinc,>=600mm wide	53.0	-	-	993.3
720712	Semi-fin prod,iron/n-al steel,rect/sq cross sect,cntg by wgt	50.7	-	-	70.9
721632	Sections than hot rolled,drawn or extruded,hght 80mm or more	38.8	-	-	23.9
721012	Flat rolled prod,i/nas,platd or coatd with tin,>=600mm wide,	37.0	-	-	57.7
721090	Flat rolled prod, clad, plated or coated, >=600mm wide	35.5	-	-	111.0

▪ **Salt, sulphur, earth, stone, plaster, lime and cement (HS-25)**

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
250300	Sulphur, except sublimated, precipitated, colloidal	694.2	-	-	68.4
250700	Kaolin and other kaolinic clays, whether or not calcined	9.1	-	-	14.7
253090	Mineral substances	8.6	-	-	14.8

▪ **Articles of iron or steel (HS-73)**

HS Code	Product Label	Morocco's imports from world	Morocco's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
732690	Articles, iron or steel	152.5	0.5	0.3	454.7
730890	Structures & parts of structures (ex prefab bldgs of headg no.9406)	117.8	0.2	0.2	418.0
730840	Props & similar equipment for scaffolding, shutterg/pit-propping	46.6	0.02	-	145.1
732510	Cast articles of non-malleable cast iron	18.4	0.1	0.3	109.0
730690	Tubes, pipe & hollow profiles, iron or steel, welded	14.7	-	-	152.9
731816	Nuts, iron or steel	12.5	0.1	0.7	473.5
730640	Tube,pipe&hollow profile,stainless steel,weldd,of circ cross sect	11.3	-	-	72.0

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 7 : Cameroon - Potential Items of India's Exports — as per 6-digit HS Code

▪ Mineral fuels, oils, distillation products (HS – 27)

HS Code	Product Label	Cameroon's imports from world	Cameroon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
271019	Other petroleum oils and preparations	333.9	15.8	4.7	40803.2
271011	Light petroleum oils and preparations	217.4	0.1	-	19742.8
271320	Petroleum bitumen	25.5	-	-	42.1
271312	Petroleum coke, calcined	18.8	-	-	95.6

▪ Machinery, reactors, boilers (HS – 84)

HS Code	Product Label	Cameroon's imports from world	Cameroon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
843143	Parts of boring or sinking machinery, whether or not self-propelled	50.6	0.02	-	170.4
843149	Parts of cranes, work-trucks, shovels, and other construction machinery	25.7	0.1	0.3	332.0
841480	Air or gas compressors, hoods	19.6	0.1	0.4	327.2
848180	Taps, cocks, valves and similar appliances,	16.9	0.02	0.1	717.7
842230	Machine for fill/ close/ seal/ bottle/ can/ box/ bag/ machine of aerating beverage	14.3	0.2	1.3	96.5
842952	Shovels and excavators with a 360 revolving superstructure	12.8	0.1	0.9	145.8
842290	Pts of dish washing, clean or dry container, pack or wrap machine	10.7	0.1	1.0	43.4
847490	Parts of sorting/ screening/ mixing/ crushing/ grinding/ washing/ agglomerating machine	9.2	-	-	147.2
841370	Centrifugal pumps	9.1	0.01	0.1	201.5

▪ **Electrical, electronic equipment (HS – 85)**

HS Code	Product Label	Cameroon's imports from world	Cameroon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
851762	Machines for the reception, conversion and transmission or regeneratio	170.7	0.02	-	135.9
851770	Parts of telephone sets, telephones for cellular networks or for other	24.9	0.01	0.1	501.9
853710	Boards,panels, includg numerical control panels, for a voltage <=1000 V	23.9	0.2	0.9	321.7
850213	Generatg sets,diesel/semi-diesel engines,of an output exceeding 375 KVA	23.0	-	-	59.0
854449	Electric conductors, for a voltage not exceeding 80 V,	14.9	0.04	0.2	39.7
850211	Generatg sets,diesel/semi-diesel engines,of an output not exceed 75 KVA	14.9	0.1	0.7	34.4
852910	Aerials&aerial reflectors of all kinds;parts suitable f use therewith	14.4	0.01	0.1	98.9
850720	Lead-acid electric accumulators	8.7	0.03	0.4	78.3
851712	Telephones for cellular networks mobile telephones or for other wirele	8.4	0.02	0.2	561.6
854470	Optical fibre cables, made up of individually sheathed fibres	7.6	0.01	0.1	31.3
851769	Apparatus for the transmission or reception of voice, images or other	7.4	-	-	105.6
854420	Co-axial cable and other co-axial electric conductors	7.4	0.01	0.1	26.8

▪ **Cereals (HS – 10)**

HS Code	Product Label	Cameroon's imports from world	Cameroon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
100190	Wheat and meslin	179.2	-	-	1028.7
100110	Durum wheat	12.8	-	-	81.2
100590	Maize (corn)	10.1	-	-	808.5

▪ **Vehicles other than railway, tramway (HS – 87)**

HS Code	Product Label	Cameroon's imports from world	Cameroon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
870323	Automobiles w reciprocating piston engine displacg > 1500 cc to 3000 cc	67.4	-	-	835.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	53.4	-	-	271.1
870120	Road tractors for semi-trailers (truck tractors)	49.5	-	-	28.5
870423	Diesel powered trucks with a GVW exceeding twenty tonnes	34.2	-	-	94.8
870333	Automobiles with diesel engine displacing more than 2500 cc	32.1	0.02	0.1	11.5
870210	Diesel powered buses with a seating capacity of > nine persons	23.6	-	-	259.5
870322	Automobiles w reciprocating piston engine displacg > 1000 cc to 1500 cc	20.0	0.3	1.4	3236.8
870899	Motor vehicle parts	20.0	0.04	0.2	2696.1
870332	Automobiles with diesel engine displacing more than 1500 cc to 2500 cc	18.5	-	-	93.0
871120	Motorcycles with reciprocating piston engine displacg > 50 cc to 250 cc	18.2	0.1	0.3	1753.4
870422	Diesel powered trucks w a GVW exc five tonnes but not exc twenty tonnes	17.7	0.1	0.4	218.7

▪ **Salt, sulphur, earth, stone, plaster, lime and cement (HS – 25)**

HS Code	Product Label	Cameroon's imports from world	Cameroon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
252329	Portland cement	106.2	-	-	116.6
252310	Cement clinkers	92.5	-	-	163.7
250100	Salt (including table salt & denatured salt) pure sodium chloride & sea water	14.7	-	-	122.5

▪ **Paper and paperboard, articles of pulp (HS – 48)**

HS Code	Product Label	Cameroon's imports from world	Cameroon's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
481910	Cartons, boxes and cases, of corrugated paper or paperboard	26.0	-	-	31.5
481840	Sanitary articles of paper,incl sanit towels&napkin (diapers) babies	9.9	-	-	14.5
482110	Paper labels of all kinds, printed	7.7	0.03	0.3	20.2
480256	Uncoated paper and paperboard, of a kind used for writing, printing	7.0	0.04	0.6	52.1
480300	Paper,household/sanitary,rolls of a w >36 cm,sheets one side >36 cm	4.5	-	-	16.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 8 : Guinea - Potential Items of India's Exports — as per 6-digit HS Code

▪ Mineral fuels, oils, distillation products (HS-27)

HS Code	Product Label	Guinea's imports from world	Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
732394	Table,kitchen or oth household art&parts enamelled	7.7	0.03	0.4	224.4
730661	Tubes and pipes and hollow profiles, welded, of square or rectangular	6.4	-	-	15.5
732690	Articles, iron or steel	6.4	0.1	1.5	454.7
730820	Towers and lattice masts, iron or steel	5.8	-	-	274.3

▪ Electrical, electronic equipment (HS-85)

HS Code	Product Label	Guinea's imports from world	Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
851762	Machines for the reception, conversion and transmission or regeneratio	41.9	0.1	0.1	135.9
851770	Parts of telephone sets, telephones for cellular networks or for other	11.1	0.01	0.1	501.9
854449	Electric conductors, for a voltage not exceeding 80 V	9.1	-	-	39.7
850211	Generatg sets,diesel/semi-diesel engines,of an output not exced 75 KVA	6.5	0.03	0.5	34.4
850710	Lead-acid electric accumulators of a kind used f startg piston engines	6.1	-	-	71.9

▪ **Machinery, reactors, boilers (HS-84)**

HS Code	Product Label	Guinea's imports from world	Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
847490	Parts of sorting/ screening/ mixing/ crushing/ grinding/ washing/ agglomerating machine	22.6	0.05	0.2	147.2
843149	Parts of cranes,work-trucks,shovels,and other construction machinery	13.1	-	-	332.0
840999	Parts for diesel and semi-diesel engines	5.7	0.01	0.1	584.9
841090	Parts of hydraulic turbines & water wheels including regulators	5.5	-	-	49.4
847150	Digital processing units not sold as complete systems	5.2	0.1	1.0	57.4

▪ **Footwear, gaiters and the like, parts (HS-64)**

HS Code	Product Label	Guinea's imports from world	Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
640299	Footwear, outer soles/uppers of rubber or plastics	96.8	0.1	0.1	95.3
640220	Footwear of rubber or plastics,upper straps assembled to sole by plugs	20.4	-	-	58.9
640419	Footwear o/t sports,w outer soles of rubber/plastics&uppers of tex mat	16.3	-	-	56.2
640399	Footwear, outer soles of rubber/plastics uppers of leather	6.9	-	-	257.6

▪ **Articles of iron or steel (HS-73)**

HS Code	Product Label	Guinea's imports from world	Guinea's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
732394	Table,kitchen or oth household art&parts enamelled	7.7	0.03	0.4	224.4
730661	Tubes and pipes and hollow profiles, welded, of square or rectangular	6.4	-	-	15.5
732690	Articles, iron or steel	6.4	0.1	1.5	454.7
730820	Towers and lattice masts, iron or steel	5.8	-	-	274.3

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 9 : South Africa - Potential Items of India's Exports — as per 6-digit HS Code

▪ Machinery, reactors, boilers (HS-84)

HS Code	Product Label	South Africa's im-ports from world	South Africa's im-ports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
843149	Parts of cranes,work-trucks,shovels,and other construction machinery	421.7	1.4	0.3	332.0
847330	Parts&accessories of automatic data processg machines&units	273.8	0.5	0.2	115.9
842952	Shovels and excavators with a 360 revolving superstructure	270.8	0.4	0.2	145.8
848180	Taps, cocks, valves and similar appliances	267.5	3.7	1.4	717.7
847150	Digital processing units not sold as complete systems	248.1	0.03	-	57.4
840690	Parts of steam and vapour turbines	165.1	0.2	0.1	51.9
848340	Gears&gearing,ball screws,gear boxes,speed changers/torque con-verters	145.3	2.4	1.7	155.0
843143	Parts of boring or sinking machinery, whether or not self-propelled	142.5	1.3	0.9	170.4
842199	Parts for filterg or purifyg mchy & apparatus for liquids or gases	126.0	1.0	0.8	109.4
843041	Boring or sinking machinery , selfpropelled	115.1	0.3	0.3	98.6
841391	Parts of pumps for liquid whether or not fitted with a measurg device	106.7	2.0	1.8	290.9
840991	Parts for spark-ignition type engines	92.9	1.4	1.5	283.3
848390	Parts of power transmission equipment/oth goods usd to transmit power	92.9	1.8	1.9	124.1
841590	Parts of air conditioning machines	84.7	0.3	0.3	71.9
842139	Filtering or purifying machinery and apparatus for gases	81.6	0.3	0.4	104.6
840710	Aircraft engines, spark-ignition reciprocating or rotary type	80.1	-	-	617.9
847990	Parts of machines&mechanical appliances having individual functions	76.2	0.6	0.7	138.2
841330	Fuel, lubricating or cooling medium pumps for int comb piston engines	72.4	1.2	1.7	124.6
848190	Parts of taps, cocks, valves or similar appliances	69.4	1.0	1.4	337.4
842230	Machine for fill/ close/ seal/ bottle/ can/ box/ bag/ machine of aerating beverage	68.0	1.0	1.5	96.5
848210	Bearings, ball	67.5	0.4	0.7	58.4
841490	Parts of vacuum pumps, compressors, fans, blowers, hoods	61.4	0.7	1.2	248.5
843139	Parts of lifting, handling, loading or unloading machinery	54.6	0.4	0.8	62.0
848310	Transmission shafts and cranks, including cam shafts and crank shafts	53.3	1.0	1.9	255.7
841990	Parts of machinery, plant and equipment of heading No 84.19	40.2	0.6	1.4	84.5
847420	Crushing/grindg machines for earth/ stone/ores o oth minerals subs	35.0	0.2	0.6	64.1
848410	Gaskets of metal sheeting combined with other material	32.5	0.8	2.3	80.4
848350	Flywheels and pulleys, including pulley blocks	31.0	0.6	1.8	54.0
840734	Engines, spark-ignition reciprocating displacing more than 1000 cc	30.8	0.4	1.3	166.0
841950	Heat exchange units, non-domestic, non-electric	30.2	0.3	1.1	144.9

▪ **Electrical, electronic equipment (HS-85)**

HS Code	Product Label	South Africa's imports from world	South Africa's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
851712	Telephones for cellular networks mobile telephones or for other wirele	1968.3	17.4	0.9	561.6
851762	Machines for the reception, conversion and transmission or regen- eratio	768.7	15.7	2.0	135.9
852990	Parts suitable f use solely/princ w the app of headings 85.25 to 85.28	357.6	0.3	0.1	133.6
854140	Photosensitive semiconduct device,photovoltaic cells&light emit diodes	313.7	0.1	-	174.7
850440	Static converters	299.0	3.2	1.1	453.3
852340	Optical media for the recording of sound or of other phenomena (excl.	128.2	1.6	1.3	92.6
853710	Boards,panels,includg numerical control panels,for a voltage <=1000 V	112.8	1.3	1.2	321.7
854430	Ignition wirg sets&oth wirg sets usd in vehicles,aircraft	92.7	0.5	0.5	162.0
853650	Electrical switches for a voltage not exceeding 1,000 volts	84.6	1.0	1.1	114.4
853720	Boards,panels,includg numerical control panels,for a voltage > 1,000 V	76.9	0.03	-	104.2
853620	Automatic circuit breakers for a voltage not exceeding 1,000 volts	75.8	1.5	2.0	108.3
850423	Liq dielectric transf having a power handling capacity exceeding 10,000 KVA	64.2	0.3	0.5	143.9
850710	Lead-acid electric accumulators of a kind usd f startg piston engines	62.9	0.1	0.1	71.9
851769	Apparatus for the transmission or reception of voice, images or other	51.0	0.1	0.3	105.6
852910	Aerials&aerial reflectors of all kinds;parts suitable f use therewith	38.8	0.4	1.0	98.9
853400	Printed circuits	36.5	0.02	0.1	151.5
854390	Parts of electrical machines & apparatus having individual functions	33.4	0.03	0.1	100.2
852871	Reception apparatus for television, whether or not incorporating radio	29.7	-	-	193.1
850110	Electric motors of an output not exceeding 37.5 W	29.5	0.1	0.3	148.5
850490	Parts of electrical transformers, static converters and inductors	27.7	0.4	1.4	171.4
850140	AC motors, single-phase	25.8	0.01	-	84.7
853810	Boards,panels,etc for goods of headg no. 85.37,not equippd w their app	25.5	0.6	2.4	213.1
850213	Generatg sets,diesel/semi-diesel engines,of an output exceeding 375 KVA	23.0	-	-	59.0
850164	AC generators, of an output exceeding 750 KVA	13.4	0.1	0.9	56.4
850421	Liquid dielectric transformers having a power handling capa <= 650 KVA	7.6	0.1	1.0	122.7
852380	Gramophone records and other media for the recording of sound or of ot	6.3	0.03	0.4	98.7
854790	Insulating fittings for electrical mach appliances or equipment	3.6	0.01	0.4	56.4

▪ **Plastics and articles (HS-39)**

HS Code	Product Label	South Africa's imports from world	South Africa's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14	165.9	2.7	1.6	506.5
390120	Polyethylene having a specific gravity of 0.94 or more	162.2	0.4	0.3	57.9
390110	Polyethylene having a specific gravity of less than 0.94	160.0	0.7	0.4	54.0
390720	Polyethers	110.5	0.2	0.2	66.1
390690	Acrylic polymers , in primary forms	109.9	0.7	0.7	65.7
390760	Polyethylene terephthalate	88.3	-	-	517.7
390319	Polystyrene	83.0	1.8	2.1	105.0
392410	Tableware and kitchenware of plastics	36.0	0.2	0.6	147.7
390210	Polypropylene	32.1	0.4	1.3	1209.5
392329	Sacks and bags (including cones) of plastics	24.2	0.1	0.3	167.5

▪ **Optical, photo, technical, medical apparatus (HS-90)**

HS Code	Product Label	South Africa's imports from world	South Africa's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
901890	Instruments and appliances used in medical or veterinary sciences	371.1	2.5	0.7	208.9
903180	Measuring or checking instruments, appliances and machines	108.8	0.4	0.4	75.8
903289	Automatic regulating or controlling instruments and apparatus	98.2	1.8	1.8	159.9
901839	Needles, catheters, cannulae and the like	67.4	1.3	1.9	221.0
901819	Electro-diagnostic apparatus	41.4	0.3	0.8	80.4
902290	Parts&accessories for app based on the use of X-rays or oth radiations	38.2	0.7	1.8	53.6
902830	Electricity supply, production and calibrating meters	34.0	0.05	0.1	65.1
902214	X-rays apparatus, medical/surgical/veterinary use	25.9	0.4	1.5	63.4
903290	Parts&access for automatic regulatg or controllg instruments&app	16.3	0.1	0.7	31.2
901831	Syringes, with or without needles	15.9	0.3	2.0	36.8

▪ **Miscellaneous chemical products (HS-38)**

HS Code	Product Label	South Africa's imports from world	South Africa's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
382490	Chemical/allied industry preparations/prods	374.4	4.9	1.3	218.2
382200	Composite diagnostic or laboratory reagents	222.6	2.2	1.0	38.1
380893	Herbicides, anti-sprouting products and plant-growth regulators	176.4	2.1	1.2	333.1
381121	Lubricatg oil additives cntg pet oils/oils obtained from bitu minerals	143.2	0.1	-	34.1
381700	Mixed alkylbenzenes and mixed alkyl naphthalenes produced by the alkyla	119.3	0.8	0.7	59.7
382319	Industrial fatty acids, acid oils	38.3	0.3	0.8	86.4
381590	Reaction initiators, reaction accelerator & catalytic preparations	30.2	0.2	0.8	53.8
380991	Finishg agents, dye carriers & oth prep , for use in the textile indust	15.3	0.2	1.1	39.1

▪ **Rubber and articles (HS-40)**

HS Code	Product Label	South Africa's imports from world	South Africa's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
401120	Pneumatic tires new of rubber for buses or lorries	233.6	2.6	1.1	575.4
401110	Pneumatic tire new of rubber f motor car incl station wagons & racg cars	196.9	0.6	0.3	98.6
401194	Pneumatic tyres, new, of rubber, of a kind used on construction	187.4	2.2	1.2	71.6
401693	Gaskets, washers and other seals of vulcanised rubber	68.7	0.7	1.0	67.6
400921	Tubes, pipes and hoses, of vulcanised rubber (excl. hard rubber)	23.3	0.3	1.1	45.1

▪ **Inorganic chemicals (HS-28)**

HS Code	Product Label	South Africa's imports from world	South Africa's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
281820	Aluminium oxide	477.5	1.8	0.4	521.6
280300	Carbon (carbon blacks and other forms of carbon)	15.2	0.1	0.5	132.9
282300	Titanium oxides	13.5	0.03	0.2	43.1

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 10 : Côte d'Ivoire - Potential Items of India's Exports — as per 6-digit HS Code

▪ Mineral fuels, oils, distillation products (HS-27)

HS Code	Product Label	Côte d'Ivoire's imports from world	Côte d'Ivoire's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
271019	Other petroleum oils and preparations	68.3	4.2	6.1	40803.2
271011	Light petroleum oils and preparations	60.5	2.7	4.5	19742.8
270750	Aromatic hydrocarbon mixtures	2.3	-	-	22.7
271290	Mineral waxes and similar products obtained by synthesis	1.1	-	-	4.9

▪ **Machinery, reactors, boilers (HS-84)**

HS Code	Product Label	Côte d'Ivoire's imports from world	Côte d'Ivoire's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
843143	Parts of boring or sinking machinery, whether or not self-propelled	65.5	0.2	0.3	170.4
848180	Taps, cocks, valves and similar appliances	31.9	0.1	0.4	717.7
840219	Vapour generating boilers , including hybrid boilers	23.7	0.1	0.5	36.9
848190	Parts of taps, cocks, valves or similar appliances	21.6	0.01	-	337.4
841582	Air cond mach , inc a refrigerating unit	19.6	0.01	0.1	10.7
841199	Parts of gas turbines	18.5	-	-	57.7
840690	Parts of steam and vapour turbines	17.2	0.04	0.2	51.9
847490	Parts of sorting/ screening/ mixing/ crushing/ grinding/ washing/ agglomerating machine	17.0	0.3	1.6	147.2
843149	Parts of cranes,work-trucks,shovels,and other construction machinery	15.8	0.1	0.6	332.0
842951	Front end shovel loaders	15.2	0.3	1.7	37.8
840999	Parts for diesel and semi-diesel engines	12.3	0.1	0.5	584.9
844399	Parts and accessories of printers, copying machines and facsimile mach	10.5	-	-	38.0
842290	Pts of dish washing, cleang or dryg container,packg or wrappg mach	10.4	0.02	0.2	43.4
847989	Machines & mechanical appliances having individual functions	10.2	0.1	0.6	344.9
847130	Portable digital computers <10kg	8.9	-	-	31.0
841381	Pumps	8.8	0.1	0.8	12.7
847990	Parts of machines&mechanical appliances having individual functions	8.4	0.2	2.3	138.2
843041	Boring or sinking machinery , selfpropelled	8.0	-	-	98.6

▪ **Vehicles other than railway, tramway (HS-87)**

HS Code	Product Label	Côte d'Ivoire's imports from world	Côte d'Ivoire's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
870323	Automobiles w reciprocating piston engine displacg > 1500 cc to 3000 cc	119.4	0.7	0.6	835.5
870421	Diesel powered trucks with a GVW not exceeding five tonnes	71.2	0.6	0.9	271.1
870332	Automobiles with diesel engine displacing more than 1500 cc to 2500 cc	43.9	0.03	0.1	93.0
870120	Road tractors for semi-trailers (truck tractors)	37.3	-	-	28.5
870333	Automobiles with diesel engine displacing more than 2500 cc	31.4	0.2	0.6	11.5
870899	Motor vehicle parts	28.9	0.1	0.2	2696.1
870210	Diesel powered buses with a seating capacity of > nine persons	28.8	0.2	0.6	259.5
870590	Special purpose motor vehicles	27.1	0.2	0.8	20.5
871000	Tanks and other armoured fighting vehicles, motorised, and parts	10.8	-	-	58.6
870290	Buses with a seating capacity of more than nine persons	9.4	-	-	8.2
870423	Diesel powered trucks with a GVW exceeding twenty tonnes	9.1	0.1	1.6	94.8
870530	Fire fighting vehicles	4.4	-	-	11.8
870331	Automobiles with diesel engine displacing not more than 1500 cc	3.5	-	-	389.4
870880	Shock absorbers for motor vehicles	3.4	0.04	1.0	97.5
871130	Motorcycles with reciprocating piston engine displacg > 250 cc to 500 cc	3.2	-	-	73.9
870540	Mobile concrete mixers	3.2	-	-	6.7

▪ **Ships, boats and other floating structures (HS-89)**

HS Code	Product Label	Côte d'Ivoire's imports from world	Côte d'Ivoire's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
890520	Floating or submersible drilling or production platforms	612.8	-	-	1092.9
890400	Tugs and pusher craft	7.5	-	-	457.3
890690	Vessels, incl. lifeboats (excl. warships, rowing boats and other vessels)	2.0	-	-	66.0

▪ **Electrical, electronic equipment (HS-85)**

HS Code	Product Label	Côte d'Ivoire's imports from world	Côte d'Ivoire's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
851762	Machines for the reception, conversion and transmission or regeneratio	76.2	0.4	0.6	135.9
852910	Aerials&aerial reflectors of all kinds;parts suitable f use therewith	22.7	-	-	98.9
854449	Electric conductors, for a voltage not exceeding 80 V	19.6	0.02	0.1	39.7
853720	Boards,panels,includg numerical control panels,for a voltage > 1,000 V	14.8	0.3	1.7	104.2
850440	Static converters	14.8	0.3	2.3	453.3
851712	Telephones for cellular networks mobile telephones or for other wirele	13.6	-	-	561.6
851770	Parts of telephone sets, telephones for cellular networks or for other	13.3	-	-	501.9
850780	Electric accumulators	11.4	0.01	0.1	9.7
851769	Apparatus for the transmission or reception of voice, images or other	8.4	0.04	0.5	105.6
854420	Co-axial cable and other co-axial electric conductors	8.1	0.1	0.9	26.8
853620	Automatic circuit breakers for a voltage not exceeding 1,000 volts	8.1	0.01	0.1	108.3
852580	Television cameras, digital cameras and video camera recorders	8.0	-	-	29.8
850300	Parts of electric motors,generators,generatg sets & rotary converters	7.6	0.1	1.4	248.2
850213	Generatg sets,diesel/semi-diesel engines,of an output ex-ceeding 375 KVA	7.3	-	-	59.0
852872	Reception apparatus for television, colour, whether or not incorporati	7.1	-	-	32.5
850423	Liq dielectric transf having a power handling capacity ex-ceeding 10,000 KVA	6.9	-	-	143.9
850710	Lead-acid electric accumulators of a kind usd f startg piston engines	6.6	-	-	71.9
853690	Electrical app for switchg/protec elec circuits,not exced 1,000 V	6.2	0.1	0.8	201.5
853931	Fluorescent lamps, hot cathode	5.0	0.01	0.2	18.0
850434	Transformers electric having a power handling capacity exceeding 500 KVA	4.9	-	-	18.3
854470	Optical fibre cables, made up of individually sheathed fibres	4.7	-	-	31.3
853650	Electrical switches for a voltage not exceeding 1,000 volts	4.6	0.01	0.3	114.4

▪ **Plastics and articles (HS-39)**

HS Code	Product Label	Côte d'Ivoire's imports from world	Côte d'Ivoire's imports from India		India's exports to world
		2014 (US\$ mn)	2014 (US\$ mn)	Share (%)	2014 (US\$ mn)
390110	Polyethylene having a specific gravity of less than 0.94	80.2	0.03	-	54.0
390120	Polyethylene having a specific gravity of 0.94 or more	74.7	-	-	57.9
390230	Propylene copolymers	20.0	-	-	8.9
390760	Polyethylene terephthalate	18.7	0.1	0.7	517.7
392690	Articles of plastics or of other materials of Nos 39.01 to 39.14	12.4	0.1	0.8	506.5
390720	Polyethers	5.9	-	-	66.1
390750	Alkyd resins	4.9	-	-	13.8
390190	Polymers of ethylene , in primary forms	3.8	-	-	26.8
390422	Polyvinyl chloride , plasticised	2.9	-	-	18.8
391740	Fittings, plastic	2.8	-	-	21.3
391910	Self-adhesive plates,sheets,film ,of plastic in rolls	2.4	0.03	1.4	29.2
391721	Tubes, pipes and hoses, rigid; of polyethylene	2.3	-	0.1	37.2
391000	Silicones in primary forms	2.3	-	-	53.4
392329	Sacks and bags (including cones) of plastics	2.2	-	0.1	167.5
392590	Builders' ware , of plastics	2.1	-	-	22.6

Note: '-' not available / negligible

Source: ITC Geneva, based on COMTRADE Statistics; and Exim Bank Analysis

ANNEXURE 11 : Exim Bank of India's LOCs in Africa (As on September 30, 2015)

- GOI-supported LOCs

Sr. No.	Country	Borrower	Amount of Credit (US\$ mn)	Products/Projects covered
1	Angola	Government of Angola	40.0	Railway rehabilitation
2	Angola	Government of Angola	30.0	Industrial park
3	Angola	Government of Angola	15.0	Setting up a textile project (Cotton Ginning & Spinning)
4	Benin	Government of Benin	15.0	Railway equipment (US\$ 10.25 mn) , agricultural equipment (US\$ 4.25 mn) and cyber city (US\$ 0.50 mn)
5	Benin	Government of Benin	15.0	Tractor assembly plant and farm equipment manufacturing unit
6	Benin	Government of Benin	42.6	Up-gradation of Water Supply Schemes in 69 villages in Benin
7	Burkina Faso	Government of Burkina Faso	30.0	Agricultural projects including acquisition of tractors, harvesters, agricultural processing equipment
8	Burkina Faso	Government of Burkina Faso	25.0	Rural electrification
9	Burkina Faso	Government of Burkina Faso	22.5	Low cost housing and economical buildings project in Burkina Faso
10	Burundi	Government of Burundi	80.0	Kabu Hydro Electric Project
11	Burundi	Government of Burundi	4.2	Farm Mechanization
12	Burundi	Government of Burundi	0.2	Preparation of Detailed Project report for an Integrated Food Processing Complex in Burundi
13	Cameroon	Government of Cameroon	37.7	(i) Maize Farm Plantation Projects (US\$ 18.77 mn), (ii) Rice Farm Plantation Projects (US\$ 18.88 mn)
14	Cameroon	Government of Cameroon	42.0	Cassava Plantation Project
15	Chad	Government of Chad	50.0	setting up of cotton yarn plant, Steel billet plant and rolling mill, plant for assembly of agricultural equipment and bicycle plant
16	Chad	Government of Chad	40.3	(i) Compost Production Unit (USD 7.20 million); (ii) Rural Electrification Project (solar energy) (USD 15 million); (iii) Production Unit of Live Stock Feed (USD 2.22 million); and (iv) Extension of Spinning Mill (additional of weaving and processing capacities)(USD 15.90 million) in Chad
17	Chad	Government of Chad	18.1	Pharmaceutical Manufacturing Plant

18	Central African Republic	Government of Central African Republic	29.5	Setting up a modern dry process cement plant and procurement of buses for internal transport
19	Central African Republic	Government of Central African Republic	39.7	Two hydro-electric project
20	Central African Republic	Government of Central African Republic	20.0	Development of Mining Project
21	Comoros	Government of Comoros	41.6	For installation of an 18 MW power project in Moroni, the capital city of Comoros
22	Côte d'Ivoire	Government of Côte d'Ivoire	26.8	Project for renewal of urban transport system in Abidjan and for agricultural projects in the field of vegetable oil extraction, fruits and vegetable chips production, production of cocoa, coffee etc
23	Côte d'Ivoire	Government of Côte d'Ivoire	25.5	(I) Mahatma Gandhi IT and Biotechnology Park, (ii) Fisheries Processing Plant and (lii) Coconut fibre processing plant
24	Côte d'Ivoire	Government of Côte d'Ivoire	30.0	electricity interconnection project between Côte d'Ivoire and Mali
25	Côte d'Ivoire	Government of Côte d'Ivoire	30.0	Rice Production Programme
26	Côte d'Ivoire	Government of Côte d'Ivoire	24.0	Electricity Interconnection Project between Côte d'Ivoire and Mali
27	Djibouti	Central Bank of Djibouti, Djibouti	10.0	General Purpose. Three contracts – one for supply of diesel generating sets and pumps, second for setting up a mini cement plant and a third contract for civil works - have been approved
28	Djibouti	Government of Djibouti	10.0	Cement Plant Project
29	Djibouti	Government of Djibouti	14.0	Completing Cement Plant Project in Djibouti
30	Djibouti	Government of Djibouti	15.1	Ali Sabieh Cement Project, Djibouti
31	DR Congo	Government of D. R. Congo	33.5	setting up a cement factory in DR Congo, acquisition of 228 buses and acquisition of equipments for MIBA
32	DR Congo	Government of D. R. Congo	25.0	Installation of hand pumps and submersible pumps
33	DR Congo	Government of D. R. Congo	42.0	Execution of Kakobola Hydroelectric Power Project
34	DR Congo	Government of D. R. Congo	168.0	Ketende Hydro-electric Project
35	DR Congo	Government of D. R. Congo	82.0	Katende Hydro-electric Project
36	DR Congo	Government of D. R. Congo	34.5	Development of Power Distribution Project in Bandundu Province
37	DR Congo	Government of D. R. Congo	109.9	Transmission and distribution project in Kasai province
38	Eritrea	Government of Eritrea	20.0	Multipurpose agricultural projects and educational projects

39	West Africa	Ecowed Bank for Investment and Development	250.0	Public Sector Projects
40	West Africa	Ecowed Bank for Investment and Development	100.0	Public Sector Projects
41	West Africa	Ecowed Bank for Investment and Development	150.0	Public Sector Projects
42	Ethiopia	Government of Ethiopia	65.0	Energy transmission and distribution project
43	Ethiopia	Government of Ethiopia	122.0	Sugar Industry
44	Ethiopia	Government of Ethiopia	166.2	Development of sugar industry
45	Ethiopia	Government of Ethiopia	213.3	Development of sugar industry
46	Ethiopia	Government of Ethiopia	91.0	Development of sugar industry
47	Ethiopia	Government of Ethiopia	47.0	Development of sugar industry
48	Ethiopia	Government of Ethiopia	300.0	Ethio-Djibouti Rail Line Project
49	Gabon	Government of Gabon	14.5	Housing industry
50	Gabon	Government of Gabon	67.2	Rehabilitation and upgradation of the broad-casting facilities
51	Gambia	Government of Gambia	6.7	Tractor assembly plant project
52	Gambia	Government of Gambia	10.0	Construction of National Assembly Building Complex
53	Gambia	Government of Gambia	16.9	Completion of National Building Assembly Complex
54	Gambia	Government of Gambia	22.5	Electrification expansion project
55	Gambia	Government of Gambia	22.5	Replacement of Asbestos water pipes with UPVC pipes project
56	Ghana	Government of Ghana	27.0	Rural electrification, agriculture, communication and transportation projects.
57	Ghana	Government of Ghana	60.0	Rural electrification project, construction of Office and Seat of President
58	Ghana	Government of Ghana	25.0	Track materials, tools and equipment , Procurement of 60 high capacity mineral wagons and spares, Procurement of 30 nos covered wagons, Spares of low capacity mineral wagons, Tata flat trucks/buses and Foundry materials, Communication and Technology (ICT) and Good Governance project, and Agro Processing Plant
59	Ghana	Government of Ghana	21.7	(I) Improved fish harvesting and fish processing project and (ii) waste management equipment and management support project

60	Ghana	Government of Ghana	35.0	Sugar Plant
61	Guinea	Government of the Republic of Guinea	35.0	Strengthening of Health System
62	Guinea Bissau	Government of Guinea Bissau	25.0	Electricity project mango juice and tomato paste processing unit and purchase of tractors and water pumps for development of the agricultural sector
63	Kenya	Government of Kenya	61.6	Power Transmission Lines
64	Lesotho	Government of Lesotho	5.0	General purpose: Contracts approved include export of pump sets, consultancy services and irrigation equipment
65	Lesotho	Government of Lesotho	4.7	Vocational training centre for empowerment of youth and women
66	Liberia	Government of Liberia	144.0	Power Transmission and Distribution Project
67	Madagascar	Government of Madagascar	25.0	Project for rice productivity (US\$ 10 mn) and project for fertilizer production (US\$ 15 mn)
68	Mauritania	Government of Mauritania	21.8	Potable water project (USD 6.8 mn) and agricultural development project (USD 15 mn)
69	Mauritius	Government of Mauritius	48.5	Offshore Patrol Vessel from M/s Garden Reach Shipbuilders & Engineers Ltd.
70	Mauritius	Government of Mauritius	46.0	Purchase of specialised equipment and vehicles
71	Mauritius	Government of Mauritius	18.0	To finance the acquisition of Waterjet Fast Attack Craft
72	Malawi	Government of Malawi	30.0	Supply of irrigation, storage, tobacco threshing plant and one village- one project in Malawi
73	Malawi	Government of Malawi	50.0	Cotton processing facilities (US\$ 20 mn), Green Belt Initiative (US\$ 15 mn) One Village One Product (OVOP) (US\$ 15 mn)
74	Malawi	Government of Malawi	76.5	Procurement of design, supply, installation and commissioning of fuel storage facilities ,irrigation network, commissioning of sugar processing facility in Salima district
75	Mali	Government of Mali	27.0	Rural electrification and setting up of agro machinery and tractor assembly plant in Mali.
76	Mali	Government of Mali	30.0	Electricity transmission and distribution project from Côte d'Ivoire to Mali
77	Mali	Government of Mali	45.0	Electricity transmission and distribution project from Côte d'Ivoire to Mali
78	Mali	Government of Mali	36.0	Completion of Mali-Ivory Coast Interconnection Link for integrating the national power grids of the two countries
79	Mali	Government of Mali	15.0	Agriculture and food processing projects
80	Mali	Government of Mali	100.0	Power Transmission Project Connecting Bamako and Sikasso via Bougouni
81	Mozambique	Government of Mozambique	20.0	General purpose - Contracts approved include supply of water drilling machinery, equipments, accessories, components and spares, support vehicles, water and fuel tankers and electrical equipments
82	Mozambique	Government of Mozambique	20.0	Gaza Electrification Project

83	Mozambique	Government of Mozambique	20.0	Transfer of water drilling technology and equipment
84	Mozambique	Government of Mozambique	25.0	To finance IT Park Project which will comprise construction of building and (a) incubator facility, (b) research and learning center and (c) technology park and administrative facility.
85	Mozambique	Government of Mozambique	30.0	Rural Electrification Projects in the provinces of Gaza, Zambezia and Nampula in Mozambique
86	Mozambique	Government of Mozambique	25.0	Rural Electrification of Cabo Delgado, Manica and Niassa Provinces
87	Mozambique	Government of Mozambique	20.0	Enhancing productivity of rice, wheat, maize cultivation
88	Mozambique	Government of Mozambique	13.0	Solar Photo Voltaic Module Manufacturing Plant
89	Mozambique	Government of Mozambique	250.0	improving the quality of power supply in Mozambique
90	Mozambique	Government of Mozambique	19.7	Rural drinking water project extension
91	Mozambique	Government of Mozambique	149.7	Rehabilitation of Road between Tica, Buzi and Nova Sofala in Mozambique
92	Mozambique	Government of Mozambique	47.0	Construction of 1200 houses in Mozambique
93	Niger	Government of Niger	17.0	Acquisition of buses, trucks, tractors, motor pumps and flourmills
94	Niger	Government of Niger	20.0	(a) Rehabilitation of six-power stations (b) Purchase of three power transformers (c) Rehabilitation as well as erection of power lines between various places in Niger
95	Niger	Government of Niger	34.5	Electrification of 30 villages using solar photovoltaic system and Setting up of Solar Photovoltaic System
96	Niger	Government of Niger	25.0	Potable Water for Semi-Urban and Rural Communities
97	Nigeria	Government of Nigeria	100.0	Various projects in Nigeria
98	Republic of Congo	Government of the Republic of Congo	70.0	Rural Electrification
99	Republic of Congo	Government of the Republic of Congo	89.9	Development of Transport System
100	Republic of Congo	Government of the Republic of Congo	55.0	Setting up a Greenfield 600 tpd rotary kiln Cement Plant Project
101	Rwanda	Government of Rwanda	20.0	Power projects
102	Rwanda	Government of Rwanda	60.0	Power projects
103	Rwanda	Government of Rwanda	120.1	[i] Export Targeted Modern Irrigated Agricultural Project (USD 60.22 million); and [ii] Extension of Export Targeted Modern Irrigated Agricultural Project (USD 59.83 million)
104	Sierra Leone	Government of Sierra Leone	15.0	Procurement of tractors and connected implements, harvesters, rice threshers, rice mills, maize shellers and pesticide soarat equipment

105	Sierra Leone	Government of Sierra Leone	30.0	Rehabilitation of existing facilities and addition of new infrastructure to supply potable water
106	Senegal & Mali	Government of Senegal & Mali (combined)	27.7	Acquisition of railway coaches and locomotives from India. Mali (US\$ 20.62 mn) and Senegal (US\$ 7.08 mn)
107	Senegal	Government of Senegal	17.9	Supply of buses and spares by Tata International (Tata Motors) from India to Senegal
108	Senegal	Government of Senegal	27.0	Irrigation project
109	Senegal	Government of Senegal	11.0	Women poverty alleviation programme and acquisition of vehicles from India
110	Senegal	Government of Senegal	10.0	IT Training projects
111	Senegal	Government of Senegal	25.0	Rural electrification project and Fishing Industry Development Project
112	Senegal	Government of Senegal	5.0	Supply of Medical equipments, furniture and other accessories to 4 hospitals
113	Senegal	Government of Senegal	27.5	Rural electrification
114	Senegal	Government of Senegal	19.0	Fisheries Development Project
115	Senegal	Government of Senegal	42.0	Setting up a Modern Abattoir, Meat Processing, Cold Storage, Rendering and Tannery Plant and Market Place in Senegal
116	Senegal	Government of Senegal	63.0	Rice Self Sufficiency programme in Senegal
117	Seychelles	Government of Seychelles	8.0	General Purpose - Contracts covered include export of rice, potatoes and buses
118	Seychelles	Government of Seychelles	10.0	Import of goods and services from India for specific projects funded by Development Bank of Seychelles (DBS)
119	Sudan	Government of Sudan	50.0	General purpose: Contracts approved include export of electrification equipment, photovoltaic cells, diesel coaches, rehabilitation of locomotives, textile machinery, copper rods etc.
120	Sudan	Government of Sudan	350.0	Project for setting up 4 x 125 MW Kosti Combined Cycle Power Plant in Sudan to be executed by Bharat Heavy Electricals Ltd. (BHEL)
121	Sudan	Government of Sudan	41.9	SINGA-GEDARIF transmission and Sub-Station Project
122	Sudan	Government of Sudan	48.0	(i) supply of agricultural inputs for the Sudanese Agricultural Bank, (ii) technical and laboratory equipment to Higher Educational Institutions, (iii) scientific equipments for Ministry of Science and Technology, (iv) solar electrification and (v) meeting requirement of Sudan Railways
123	Sudan	Government of Sudan	52.0	Singa-Gadarif Transmission line extension to Galabat, micro-industrial projects and development of livestock production and services
124	Sudan	Government of Sudan	25.0	Eldeum Sugar Project at White Nile state
125	Sudan	Government of Sudan	125.0	Mashkour Sugar Project (second tranche of US \$ 150 mn)
126	Sudan	Government of Sudan	45.2	Capitalization of Interest under operative LOCs for change in terms of the existing LOCs

127	Swaziland	Government of Swaziland	20.0	IT Park
128	Swaziland	Government of Swaziland	37.9	Agricultural Development and Mechanization of Agriculture in Swaziland
129	Tanzania	Government of Tanzania	40.0	Export of tractors, pumps and equipments from India to Tanzania.
130	Tanzania	Government of Tanzania	36.6	Financing the purchase of 723 vehicles
131	Tanzania	Government of Tanzania	178.1	Water supply schemes to Dar-es-Salaam
132	Tanzania	Government of Tanzania	268.4	Extension of Lake Victoria Pipeline to Tabora, Igunga and Nzego
133	Togo	Government of Togo	15.0	Rural Electrification Project in Togo
134	Togo	Government of Togo	13.1	Farming and cultivation of Rice, Maize and Sorghum in Togo
135	Togo	Government of Togo	30.0	Rural Electrification Project to cover 150 localities
136	Togo	Government of Togo	52.0	Setting up of 161 KV Power Transmission Line
137	Zambia	Government of Zambia	50.0	Pre-fabricated Health Posts in Zambia
138	Zambia	Government of Zambia	29.0	Itezhi-Tezhi Hydro power project
139	Zimbabwe	Government of Zimbabwe	28.6	Up-gradation of Deka Pumping Station and River Water Intake System in Zimbabwe
	Africa Total		7141.0	

• Institutional LOCs

Sr. No.	Borrower	Region	Amount of Credit (US\$ mn)	Products/Projects covered
1	AfreximBank	Pan-African Institution	30.0	General Purpose
2	Banque Ouest Africaine De Developpement (West African Development Bank)	West	10.0	General Purpose
3	Eastern and Southern African Trade and Development Bank (PTA Bank) (covering 17 countries in the eastern and southern African region)	Pan-African Institution	25.0	General purpose
4	Nigerian Exim Bank	-	20.0	General purpose
5	Indo-Zambia Bank	Southern Africa	5.0	General purpose
	Sub-Total		90.0	

ANNEXURE 12 : Exim Bank of India supported Project Exports in Africa (As on March 31, 2015)

S.No.	Country	Project	Sector
1	Algeria	Contract for providing consultancy services for seven items viz. Liquefaction and Separation of Gases (LQS), Liquefied Petroleum Gas (LPG), Helium Project, Liquefied Natural Gas (LNG) Project, Aluminium Project, Ethane Extraction Project, Algeria	Consultancy
2	Algeria	Contract for mobilisation of consulting engineer for PMC services for rehabilitation and adaptation of Algiers refinery in Algeria	Consultancy
3	Algeria	Rehabilitation & Adaptation of installations at Refinery of Skikda for NAFTEC Spa	Consultancy
4	Algeria	Mobilisation of Engineer - the council (front end engineering & design and Project Management Consultant (FEED+PMC) for rehabilitation of the refinery of Skikda for NAFTEC spa	Consultancy
5	Algeria	Contract for construction of double track railway line between Oued Sly-Yellel stations of Algiers-Oran section	Infrastructure
6	Algeria	Contract for construction of apartments in Algeria	Engineering & Construction
7	Algeria	Contract for construction of university at Sidi Abdellah, Algier, Algeria	Engineering & Construction
8	Angola	Setting up an Industrial Park Project in Angola	Engineering & Construction
9	Angola	Setting up a Textile Project (Cotton Ginning and Spinning)	Others
10	Benin	Supply of goods and equipments for electrification of 19 Rural Communities in the administrative Divisions of Alibouri and Borgou in Benin	Infrastructure
11	Benin	Supply of goods and equipments for electrification of 20 Rural Communities in the administrative Divisions of Couffo, Atlantique, Oueme and Plateau in Benin	Infrastructure
12	Benin	Supply of goods and equipments for electrification of 20 Rural Communities in the administrative Divisions of Atacora, Collines, Zou and Mono in Benin	Infrastructure
13	Benin	Setting up of Tractor assembly plant and farm equipment manufacturing unit in Benin	Engineering & Construction
14	Benin	Feasibility study for setting up of Cyber City in Benin	Consultancy
15	Benin	Conduct of studies and project management work for improvement of drinking water supply systems in 69 villages in Benin	Others

16	Benin	supply of electrical materials and construction of electric lines in 26 rural localities in the departments of Alibori, Atacora, Borgou and Donga	Power (Generation & Transmission)
17	Benin	Contract for supply of electrical materials and construction of electric lines in 18 rural localities in the departments of Atlantiques, Collines & Mono in Benin	Power (Generation & Transmission)
18	Botswana	Output and Performance Based Road Contract (OPRC) for detailed design, rehabilitation and maintenance of two road stretches (Package 1 and Package 2) in Botswana.	Engineering & Construction
19	Burkina Faso	Construction and equipment of a plant for the processing of fresh tomatoes and mangoes	Engineering & Construction
20	Burkina Faso	Completion of the work of rural electrification, including detailed studies, studies of implementation, the supply of materials and equipment, construction lines, testing and commissioning of electrical networks in Burkina Faso (Lot 2)	Power (Generation & Transmission)
21	Burkina Faso	Completion of the work of rural electrification, including detailed studies, studies of implementation, the supply of materials and equipment, construction lines, testing and commissioning of electrical networks in Burkina Faso (Lot 3)	Power (Generation & Transmission)
22	Burkina Faso	Completion of the work of rural electrification, including detailed studies, studies of implementation, the supply of materials and equipment, construction lines, testing and commissioning of electrical networks in Burkina Faso (Lot 1)	Power (Generation & Transmission)
23	Burkina Faso	Completion of the work of rural electrification, including detailed studies, studies of implementation, the supply of materials and equipment, construction lines, testing and commissioning of electrical networks in Burkina Faso (Lot 4)	Power (Generation & Transmission)
24	Burkina Faso	Architectural and Technical studies and Monitoring and Control of the construction of suburban housing units at Bassinko [Lot 1]	Engineering & Construction
25	Burkina Faso	Architectural and Technical studies and Monitoring and Control of the construction of suburban housing units at Bassinko and Zaca [Lot 2]	Engineering & Construction
26	Burundi	for financing the Kabu Hydro Electric Project in Burundi	Power (Generation & Transmission)
27	Burundi	Project Management Consultancy (PMC) for the Development of the Kabu 16 Hydro Electric Project in the province of Cibitoke and Construction of the Posts and Electric Transmission Lines	Consultancy
28	Cameroon	Contract for a 225 kV Transmission Line and Substation Project linking the Memve'ele Hydroelectric Power Plant to the National Grid in Cameroon	EPC Services
29	Cameroon	Supply of Machinery and Equipment for Maize Farm Plantation Project	Others
30	Cameroon	Supply of Machinery and Equipment for Rice Farm Plantation Project	Others
31	Central African Republic	Setting up of a Modern Dry Process Cement Plant with a Production Capacity of 400 Tonnes Per Day	Engineering & Construction

32	Chad	Extension of spinning mill extension of spinning mill (addition of weaving and processing capacities)	Engineering & Construction
33	Côte d'Ivoire	Coconut Fibre Processing Plant	Engineering & Construction
34	Côte d'Ivoire	supply of fish & shrimp processing plant, fish feed plant and fish farming equipment on turnkey contract basis	Engineering & Construction
35	Côte d'Ivoire	Supply and erection of 225 kv line between Laboa and Boundiali along with extension substation at Laboa	Power (Generation & Transmission)
36	Côte d'Ivoire	Supply and erection of 225 kv line between Boundiali and Ferkessedougou alongwith extension substation at Ferkessedougou and creation of new substation at Boundiali	Power (Generation & Transmission)
37	Côte d'Ivoire	construction of 30 storehouses and offices in prefabricated material to house paddy processing and storage units	Engineering & Construction
38	Côte d'Ivoire	Supply of Rolling Stock	Engineering & Construction
39	Côte d'Ivoire	supply, installation and maintenance of 30 paddy processing units	Engineering & Construction
40	DR Congo	Contract secured from Société Nationale d'Electricité (SNEL) [National Company of Electricity] based in Democratic Republic of Congo for rehabilitation of 500 Kv HVDC of 1700 kms & 220 SC & DC lines of 713 kms including 100% insulators replacement on 500 Kv HVDC lines	Power (Generation & Transmission)
41	DR Congo	Execution of Kakabola Hydroelectric Power Project	Power (Generation & Transmission)
42	DR Congo	Engineering, procurement and construction (EPC) contract for 64 MW Katende Hydroelectric Project	Power (Generation & Transmission)
43	DR Congo	Engineering, procurement and construction (EPC) contract for 64 MW Katende Hydroelectric Project	Power (Generation & Transmission)
44	Djibouti	for supply and services for 600 TPD Rotary Kiln Cement Plant Project, Ali Sabieh at Djibouti	Engineering & Construction
45	Djibouti	for supply and services for 600 TPD Rotary Kiln Cement Plant Project, Ali Sabieh at Djibouti	Engineering & Construction
46	Djibouti	for supply and services for 600 TPD Rotary Kiln Cement Plant Project, Ali Sabieh at Djibouti	Engineering & Construction
47	Egypt	Contract for supply, construction, erection, testing and commissioning of Suez Gulf / Samalaut 500 KV double circuit overhead transmission line	Power (Generation & Transmission)
48	Ethiopia	Contract for supply of 1.2 MW, 3-Phase, 6kV, 50 Hz capacity, stationary Diesel Generating (DG) Set for emergency electric power supply of cement plant kiln system to Mugher Cement Enterprise (MCE) in Ethiopia	Power (Generation & Transmission)
49	Ethiopia	Tendaho Sugar Factory Project	Engineering & Construction
50	Ethiopia	Finchaa Sugar Factory Project	Engineering & Construction
51	Ethiopia	Wonji/Shoa Sugar Factory Project	Engineering & Construction

52	Ethiopia	Construction and commissioning of civil works for foundations of equipment and plant buildings for Tendaho Sugar Factory Project	Infrastructure
53	Ethiopia	Construction and commissioning of civil works for foundations of equipment and plant buildings for Tendaho Sugar Factory Project	Engineering & Construction
54	Ethiopia	Tendaho Sugar Factory Project	Engineering & Construction
55	Ethiopia	Tendaho Sugar Factory Project	Engineering & Construction
56	Ethiopia	Finchaa Sugar Factory Project	Engineering & Construction
57	Ethiopia	Wonji/Shoa Sugar Factory Project	Engineering & Construction
58	Ethiopia	Finchaa Sugar Factory Project	Engineering & Construction
59	Ethiopia	Wonji/Shoa Sugar Factory Project	Engineering & Construction
60	Ethiopia	Construction and commissioning of civil works for foundations of equipment and plant buildings for Tendaho Sugar Factory Project	Infrastructure
61	Ethiopia	Tendaho Sugar Factory Project	Engineering & Construction
62	Ethiopia	Construction and commissioning of civil works for foundations of equipment and plant buildings for Wonji/Shoa Sugar Factory Project	Infrastructure
63	Ethiopia	Tendaho Sugar Factory Project	Engineering & Construction
64	Ethiopia	Contract for preparation of Detailed Project Report [DPR] of fixed infrastructure for Asaita - Tadjourah Railway Line [Ethiopia and Djibouti]	Consultancy
65	Gabon	construction of an integrated neighbourhood unit on the plot of Bikele, Gabon	Engineering & Construction
66	The Gambia	Consultancy services in respect of Gambia Rural Electrification Project	Consultancy
67	The Gambia	Engineering, Procurement, Design, Manufacturing, Testing, Delivery, Installation, Completion and Commissioning of certain facilities for execution of Rural Electrification Extension Project in Gambia	Power (Generation & Transmission)
68	The Gambia	Construction of the National Assembly Building in Gambia	Engineering & Construction
69	The Gambia	Construction of the National Assembly Building in Gambia : Package 1(A) and 1 (B)	Engineering & Construction
70	The Gambia	Supply and installation of furniture and equipment under National Assembly Building Complex project in Gambia	Power (Generation & Transmission)
71	The Gambia	Design and works supervision under the National Assembly Building Complex Project in Gambia	Engineering & Construction

72	Ghana	Contract from the Ministry of Transport, Government of Ghana for Design, Procurement & Construction of Tema to Akosombo Railway Line	Railway
73	Ghana	Supply of Self-Help electrification project	Power (Generation & Transmission)
74	Ghana	Supervision Consultancy Services for Fish Processing Plant in Ghana	Consultancy
75	Ghana	Construction of 1250 TCD capacity Sulphurless White Sugar Plant with 1 MW surplus power at Komenda, Ghana	Infrastructure
76	Guinea Bissau	Supply, delivery of the materials and equipment, transportation to different project sites and installation including supervision, training and after sales service required for food processing and agricultural sector project	Engineering & Construction
77	Guinea Bissau	Supply of equipment, transportation, installation, commissioning and training for execution of rehabilitation and extension of rural electrification infrastructure in Guinea Bissau	Engineering & Construction
78	Kenya	supply, installation, testing and commissioning of 103 kms 400 kv double circuit transmission line from Isinya to Suswa in Kenya	Power (Generation & Transmission)
79	Kenya	Consulting services for Engineering and Project Management Services for Transmission Infrastructure in Kenya	Consultancy
80	Kenya	Design, procurement, supply, erection, installation, testing and commissioning of Turkwel, Ortum and Kitale Substations [220 KV] in Kenya - Lot 1A	Power (Generation & Transmission)
81	Kenya	Design, procurement, supply, erection and construction of Turkwel, Ortum and Kitale Transmission line [220 KV] in Kenya - Lot 1B	Power (Generation & Transmission)
82	Kenya	Design, procurement, supply, erection and construction of Machakos Konza Kajiado Namanga Transmission line [132 KV] in Kenya - Lot 2A	Power (Generation & Transmission)
83	Kenya	Design, procurement, supply, erection, installation, testing and commissioning of Machakos Konza Kajiado Namanga Substations [132 KV] in Kenya - Lot 2B	Power (Generation & Transmission)
84	Lesotho	Setting up a vocational training centre for empowerment of youth and women	Engineering & Construction
85	Liberia	Contract for fabrication, supply, delivery and installation of structural steel, piping, plate work, mechanical works for Western Range DSO Iron Ore Project of Arcelor Mittal Liberia Ltd. in Liberia	Infrastructure
86	Liberia	Contract for fabrication, supply, delivery and installation of structural steel, piping, plate work, mechanical works for Western Range DSO Iron Ore Project of Arcelor Mittal Liberia Ltd. in Liberia	Engineering & Construction

87	Liberia	Engineering, Procurement Construction Management (EPCM) services for 4 mn tons Bomi Mining & mine planning, development of township, road rehabilitation from Bomi to Monrovia Port & detailed engineering for processing plant up to load out stations including commissioning & performance tests for Western Cluster Ltd., Liberia	Consultancy
88	Liberia	Preparation of a Detailed Project Report (DPR) for Power Transmission and Distribution Project in Liberia	Power (Generation & Transmission)
89	Libya	Contract for supply and installation of 2x157 MW Western Mountain Gas Turbine based Power project extension in Libya	Power (Generation & Transmission)
90	Libya	contract for design and construction of 3600 numbers of housing units and related infrastructure facilities at Wadi Ghan, Shabiyat of Al Jafara, Libya	Infrastructure
91	Libya	Contract for execution of engineering, procurement, installation and commissioning of infrastructure networks, viz. water-sewerage-storm water mains and branch lines, roads and other facilities in Souk Al Juma area, Tripoli city, Libya	Oil & Gas
92	Libya	Contract for engineering, procurement, construction and commissioning (EPC) of infrastructure networks viz. water-sewerage-storm water mains and branch lines, roads and other facilities in ZWARA area, Tripoli, Libya	Oil & Gas
93	Libya	Contract for execution of engineering, procurement, installation and commissioning of infrastructure networks, viz. water-sewerage-storm water mains and branch lines, roads and other facilities for ARADA zone 4 and 5, Tripoli city, Libya	Oil & Gas
94	Libya	Laying of Tripoli-Melita gas transmission pipeline project for Sirte Oil Co.	Oil & Gas
95	Libya	Laying of El-Khoms Tripoli gas transmission pipeline project for Sirte Oil Co.	Oil & Gas
96	Libya	Contract for providing oil well drilling services for drilling exploratory wells in the Gialo oilfield of the prolific Sirte basin on contract basis for Waha Oil Company	Oil & Gas
97	Libya	Contract for construction of 2000 housing units, service buildings and related infrastructure, as per the design and specifications provided by the client and will include excavation and filling, PCC & RCC work, brick and flooring work, finishing, sanitary-plumbing and electrical works in Ghira, Shabiyat of Ashati at Libya	Engineering & Construction
98	Libya	Contract for construction of 2000 housing units, infrastructure, public utilities and external works in Wadi Al Mjinene at Libya	Engineering & Construction
99	Malawi	Procurement audit services for ministry of education, science and technology, Malawi for a project to improve education quality in Malawi	Consultancy
100	Malawi	Supply of equipment for One village one product programme-Dal Processing Plant	Engineering & Construction
101	Malawi	Procurement of design, supply, installation and commissioning of fuel storage facilities	Engineering & Construction

102	Malawi	Procurement of design, supply, installation and commissioning of irrigation network	Engineering & Construction
103	Malawi	Procurement of design, supply, installation and commissioning of sugar processing facility in Salima district	Engineering & Construction
104	Malawi	Procurement of design, supply, construction and installation of pre-fabricated steel building for Dal Processing Plant	Engineering & Construction
105	Mali	Supply and installation of equipment for rice cultivation and processing of mango and tomato	Others
106	Mauritania	Setting up of turnkey design, engineering, manufacturing, supply, erection and commissioning of equipment for 3 collection centers and a UHT [Ultra High Temperature] Milk Processing Plant with capacity of 30,000 litres milk per day and supply of transport vehicles for milk and its products in Mauritania	Engineering & Construction
107	Mauritania	Supply of three workshops and hydraulic drilling equipment in Mauritania	Engineering & Construction
108	Mauritius	Contract for Engineering procurement and construction of Mauritius Light Rapid Transit Project	Railway
109	Mauritius	EPC contract of 2x58 MW power project at Point Aux Caves, Mauritius	Power (Generation & Transmission)
110	Mauritius	Supply of Wind Turbine Generators, spares and Design, Supervision, Operation and Maintenance of 29.4 MW wind farm project in Mauritius	Power (Generation & Transmission)
111	Mauritius	Offshore Petrol Vessel from Garden Reach Shipbuilders & Engineers Ltd., Kolkata	Others
112	Mauritius	10 Fast Interceptor Boats	Others
113	Mauritius	Water Jet Fast Attack Craft	Others
114	Mauritius	Manufacture and supply of one HAL-DO-228-202 (K) Aircraft	Others
115	Mozambique	Contract for setting up an integrated LPG facility with marine terminal pipeline, mounded storage and bottling facility; and a bitumen storage facility with insulated tanks and pipeline at Beira port, Mozambique	Oil & Gas
116	Mozambique	Rural Electrification Projects in Cabo Delgado, Manica and Niassa Provinces in Mozambique	Power (Generation & Transmission)
117	Mozambique	turnkey project for enhancing Productivity of Rice-Wheat-Maize Cultivation in provinces of Gaza, Manica, Sofala, Tete and Nampula in Mozambique	Others
118	Mozambique	Water drilling machinery, equipments, accessories, components and spares, support vehicles, water and fuel tankers in Mozambique	Engineering & Construction
119	Mozambique	Project Management Consultancy services	Consultancy
120	Mozambique	Consultancy services for design for Project Improving the Quality of Power Supply – Lot 1 [Distribution]	Consultancy
121	Mozambique	Consultancy services for design for Project Improving the Quality of Power Supply – Lot 2 [Transmission]	Consultancy

122	Mozambique	Consultancy Services for Design and Construction Supervision of Rehabilitation of Road N280/N281 between Tica, Buzi and Nova Sofala in Sofala Province in Mozambique	Roads & transport
123	Mozambique	supply and construction of services for improving the quality of power supply in Maputo and Matola cities in Mozambique	Power (Generation & Transmission)
124	Mozambique	Consultancy Services for Design and Construction Supervision of 400 houses in Tete, Mozambique	Consultancy
125	Mozambique	Consultancy Services for Design and Construction Supervision of 400 houses in Cabo Delgado, Mozambique	Engineering & Construction
126	Mozambique	Consultancy Services for Design and Construction Supervision of 400 houses in Zambezia, Mozambique	Engineering & Construction
127	Niger	Project Management Consultancy for Potable Water for Semi-Urban and Rural Communities	Others
128	Niger	Project Management Consultancy for Construction of Solar Thermal Plant of 5 MW in Malabaza and Electrification of 30 villages through Solar System in Niger.	Power (Generation & Transmission)
129	Nigeria	Contract for PMC and EPCM Services for 400,000 BPSD (20 MMTA) Petroleum Refinery and 600,000 TPA Polypropylene Plant in Lekki Free Trade Zone, Nigeria	Consultancy
130	Nigeria	Contract for construction of 2X60 MVA, 132/33 KV substation at Oproma and 2X132 KV line bays extension at Yenagoa, Nigeria	Power (Generation & Transmission)
131	Nigeria	Contract for unloading, prefabrication, erection, assembly and installation of Ammonia-Urea Fertilizer Complex in Nigeria	Engineering & Construction
132	Republic of Congo	Design, engineering, Supply, Installation and Commissioning of Rural Electrification Project	Power (Generation & Transmission)
133	Rwanda	Contract for supply of cables and accessories at the sum of USD 2.08 mn to EWSA, the Rwanda energy, water sanitation authority, Kigali, Rwanda	Power (Generation & Transmission)
134	Rwanda	Contract for construction of 220 KV Transmission System Kibuye (Karongi) – Gisenyi (Rubavu) – Goma – Kigali: Lot 2 D/C Transmission Lines – Rwanda Portion – 179.63 Kms	Power (Generation & Transmission)
135	Rwanda	Power Project	Power (Generation & Transmission)
136	Rwanda	Power Project	Power (Generation & Transmission)
137	Rwanda	Project Management Consultancy for Export Targeting Modern Irrigated Agriculture Project in Rwanda	Irrigation, Water Supply & Sanitation
138	Senegal	Contract for the purchase of vehicles, spares and related services by Dakar Dem Dikk (DDD), the public transport company for Dakar city from Ashok Leyland Ltd. (ALL)	Auto & Auto Components
139	Senegal	Contract secured by Kalpataru Power Transmission Ltd (KPTL) 225 kV High Voltage Transmission Line Project for Lot 1 - Kaolack-Tambacounda & Lot 2 - Tambacounda-Kedougou in Senegal	Power (Generation & Transmission)
140	Senegal	supply and installation of 92 complete pumping systems	Engineering & Construction

141	Senegal	Supply, transportation and installation of equipment for electrical network in different regions of Senegal	Engineering & Construction
142	Senegal	120 complete pumping system [Generator and electric submersible pumps]	Engineering & Construction
143	Senegal	Preparation of DPR, assistance in tender engineering and assistance in procurement and supply of materials, pre-shipment inspections, erection, testing, construction supervision, management and monitoring and commissioning of the project.	Engineering & Construction
144	Sierra Leone	Contract for Design & Construction of New International Hotel in Freetown, Sierra Leone	Infrastructure
145	Sierra Leone	Modernisation and Expansion of SIERRATEL Network infrastructure	Infrastructure
146	Sierra Leone	Supply and installation of Solar Street Lighting	Power (Generation & Transmission)
147	Sierra Leone	rehabilitation of existing water facility	Engineering & Construction
148	Sierra Leone	Construction of 30 Rice Mill Buildings, Rice Stores and Drying Floors	Engineering & Construction
149	Sri Lanka	Supply of Telecommunication and IT Cables to the Sri Lanka Air Force	Engineering & Construction
150	Sri Lanka	Supply of Test Equipment for Indra MK II Radar and USFM Radar	Engineering & Construction
151	Sri Lanka	Supply of 02 Nos. Horse Trucks	Engineering & Construction
152	Sudan	Contract for civil, structural and architectural works at main power block for BHEL's Kosti Power Plant	Engineering & Construction
153	Sudan	Contract for Development and Maintenance of site Infrastructure at Bharat Heavy Electricals Ltd. Kosti power Plant Site	Engineering & Construction
154	Sudan	Project for setting up 4 x 125 MW Kosti Combined Cycle Power Plant in Sudan to be executed by Bharat Heavy Electricals Ltd. (BHEL)	Power (Generation & Transmission)
155	Sudan	SINGA-GEDARIF transmission and Sub-Station Project	Power (Generation & Transmission)
156	Sudan	Supply of spare parts and tools for diesel locomotives	Infrastructure
157	Sudan	Supply of Hoses complete	Infrastructure
158	Sudan	supply of digital PBX system	Others
159	Sudan	supply of spare parts for diesel locomotives	Infrastructure
160	Sudan	220 Kv Gedaref-Galabat Transmission Project	Power (Generation & Transmission)
161	Sudan	Supply of Small Scale Plant and Machinery	Others
162	Sudan	Supply of machinery, equipment, raw material for Small scale and micro-industries	Others
163	Sudan	Detailed Design Engineering and Civil Works for Plant and Equipment for Mashkour Sugar Project	Engineering & Construction

164	Sudan	Design, engineering, supply, installation, testing and commissioning of the Mashkour Sugar project in White Nile State, Sudan	Engineering & Construction
165	Swaziland	Setting up of Information Technology Park Project in Swaziland	Engineering & Construction
166	Swaziland	Project Management Consultancy (PMC) Services for ensuring food security through increased maize production by soil conditioning, farm mechanization and granular fertilizer application, in Swaziland	Consultancy
167	Swaziland	Project on ensuring food security through increased maize production by soil conditioning, farm mechanization and granular fertilizer application in Swaziland	Consultancy
168	Tanzania	Contract from the Ministry of Home Affairs, Government of Republic of Tanzania for supply of vehicles and spares valued at USD 29.61	Auto & Auto Components
169	Tanzania	Contract for 400kV Overhead Transmission line in Tanzania (Lot 1: Iringa-Dodoma-225 km)	Power (Generation & Transmission)
170	Tanzania	Contract for 400kV Overhead Transmission line in Tanzania (Lot 3: Singida-Shinyangna-228 km)	Power (Generation & Transmission)
171	Tanzania	Supervision for augmentation of water supply schemes of Dar Es Salaam and Chalinze regions in Tanzania	Consultancy
172	Tanzania	Expansion of upper ruvui water treatment plant	Irrigation, Water Supply & Sanitation
173	Tanzania	construction of the Milandizi - Kimara water transmission main and the Kibamba reservoir	Irrigation, Water Supply & Sanitation
174	Togo	Supply and Installation of Radiodiagnosis and Ultrasound Scanner Equipments and Sterilisation Equipments, Rehabilitation and Construction Work of Sanitary Infrastructures in Togo	Infrastructure
175	Togo	supply and installation of electrical material and equipment for electrification of 39 localities	Infrastructure
176	Togo	For supply of agriculture equipments and inputs	Others
177	Togo	For supply of heavy machines and construction	Others
178	Tunisia	Contract for design, supply, transportation, civil work, erection, testing and commissioning of 90 KV/225 KV/ 150 KV /400 KV transmission lines in Tunisia	Power (Generation & Transmission)
179	Uganda	Contract for design, supply, installation, testing and commissioning of 128 kms, 220 kV Bujagali-Tororo overhead transmission line - Lot A	Power (Generation & Transmission)
180	Uganda	Contract for design, supply, installation, testing and commissioning of 66 kms, 220 kV D/C twin conductor, double circuit overhead transmission line Mbarara to Uganda -Rwanda - Lot B	Power (Generation & Transmission)
181	Uganda	Contract for construction of Kawanda-Masaka 220 kV Transmission line in Uganda (lot 1)	Power (Generation & Transmission)
182	Uganda	Contract for designing, manufacturing, testing, delivering, installing, completing and commissioning of 220 kV Nkenda Hoima Transmission line (226 km approx.) in Uganda	Power (Generation & Transmission)

183	Zambia	Contract for construction of 330 kV double circuit twin bison transmission line from Mumbwa substation to Lusaka west substation in Zambia (lot 1)	Power (Generation & Transmission)
184	Zambia	Contract for construction of 220 kV single circuit single bison transmission line from Itezhi Tezhi power station to Mumbwa substation in Zambia (lot 2)	Power (Generation & Transmission)
185	Zambia	Contract for setting up 187 km 132 kV transmission line from Lusaka to Luangwa along with distribution network and three 132 kV substations in Zambia	Power (Generation & Transmission)
186	Zambia	Supply of Turbines, Generators, Main Inlet Valves, Speed Governors and Excitation System plus Supervision of Erection and Commissioning, for the Itezhi – Tezhi Hydro Power Project in Zambia	Power (Generation & Transmission)
187	Zambia	construction of prefabricated structures, supply and installation of essential equipment for the establishment of 195 Health Posts in the Western, Southern and Lusaka Provinces of Zambia and associated external works	Engineering & Construction
188	Zambia	construction of prefabricated structures, supply and installation of essential equipment for the establishment of 208 Health Posts in the Central, Copperbelt and Eastern Provinces of Zambia and associated external works	Engineering & Construction
189	Zambia	construction of prefabricated structures, supply and installation of essential equipment for the establishment of 247 Health Posts in the North Western, Northern, Muchinga and Luapula Provinces of Zambia and associated external works	Engineering & Construction
190	Zimbabwe	Contract from Ministry of Tourism and Hospitality Industry, Government of Zimbabwe for the supply of vehicles and spares	Auto & Auto Components
191	Zimbabwe	Contract for supply of mining equipment and blast hole drill along with spare parts to Hwange Colliery Company Limited (HCCL), Zimbabwe	Auto & Auto Components
192	Zimbabwe	Contract for Rehabilitation & Restoration of Water Supply Schemes in Seven Catchment Areas in Zimbabwe	Irrigation, Water Supply & Sanitation
193	Zimbabwe	Contract for Rehabilitation & Development of Irrigation in Eight Provinces of Zimbabwe	Irrigation, Water Supply & Sanitation
194	Zimbabwe	Project Management (Implementation) Consultancy Services for upgradation of Deka pumping station	Consultancy

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