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DIRECTORY OF INVESTMENT PROMOTION CONTACTS
FOR AFRICAN INDUSTRIALIZATION^{2/}

by

Economic Commission for Africa

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2/ The views and opinions expressed in this paper are those of the author and
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I. INTRODUCTION

External capital has an important supplementary and complementary function in the industrialization of African countries. Investment promotion is therefore not only a desirable activity but also a necessary one. The operation-oriented elements of this work include the publicising of industrial opportunities in African countries for investment attention and the search for mutually beneficial joint venture arrangements.

In the past few years, ECA has had an opportunity of developing a number of contacts in several countries to facilitate its catering to specific regional needs. These contacts represent links with potential investors and provide the means to bring to the latter's attention specific industrial proposals from African countries. The work has now been consolidated in the publication of this Directory of Investment Promotion Contacts for African Industrialization.

The Directory provides a useful reference to African Governments on potential investors who may be called upon to pursue investment proposals in co-operation with the government, industrialization agencies and entrepreneurs. In compiling the Directory, ECA has been prompted by a desire to help accelerate the pre-investment process and gain access to the requisite sources of industrial investment. It is also hoped that the governments may also wish to draw the attention of these contacts to their industrialization objectives, programmes and policies with a view to making known the investment climate in Africa.

The Directory lists 62 organizations in 19 countries besides 8 international and specialized institutions, each with a distinctive status and potential for assistance in investment promotion. It includes organisations noted for their experience in industrial investment promotion activity and their knowledge of the requisites of African industrialization as well as new ones which have expressed interest in following up African industrial proposals for investment attention. They have been described, for convenience, according to their functional position in six broad categories. The details of the African industrial proposals may be referred to them with an indication of the kind of resources - financial, technological, managerial or marketing - required for their implementation. Likewise, these contacts may consider bringing to the notice of the African Governments or ECA industrial proposals from potential investors in their countries.

The Directory is the first of its kind from ECA and is being brought out in a provisional form. ECA would welcome comments and suggestions on its contents and presentation so that future editions of it may incorporate required improvements.

II. FUNCTIONAL DESCRIPTION OF CONTACTS

	Classification
Association of Manufacturers Federation of Industries Chambers of Commerce	A
Financing Organizations Investment Institutions Development Banks	B
Industrial Organizations interested in specific fields	C
Governmental and other agencies concerned with promotion of industrial development, invest- ment and trade	D
Organizations concerned with supply of plant and equipment and associated technology	E
International and Specialized Institutions concerned with industrial development and investment promotion	F

III. COUNTRY CONTACTS

<u>Organization</u>	<u>Description</u>	<u>Remarks</u>
AUSTRIA		
President Kommerzialrat Austrian Federal Chamber of Commerce Stubenring 8-10 Wien 1	AUSTRIA-A1	
Bundesministerium für Handel, Gewerbe und Industrie Section II - Referat IB Regierungsgebäude Stubenring 1 1011 Wien	AUSTRIA-D1	
Bundeskammer der gewerblichen Wirtschaft Referat für Außenwirtschafts- politik Stubenring 12 1010 Wien	AUSTRIA-D2	
BELGIUM		
Fédération des Industries Belges rue Ravenstein n° 4 1000 Bruxelles	BEL-A1	
Directeur-adjoint Banque de Bruxelles 2, rue de la Régence Bruxelles	BEL-B1	
Directeur-adjoint General bankmaatschappij Bruxelles	BEL-B2	
CANADA		
The Area Manager, International Banking Bank of Montreal P.O. Box 6002 Montreal 101	CAN-B1	
Canadian International Development Agency Business and Industry Division 75 Albert Street Ottawa	CAN-D1	

<u>Organization</u>	<u>Description</u>	<u>Remarks</u>
CZECHOSLOVAKIA		
FINCOM Limited Washingtonova 7 Praha 1	CZECH-B1	
The Director Ceskoslovenska Obchodni Banka AS Na Prikopi 14 Praha	CZECH-B2	
Stodaexport Vaclavske Nam 56 Praha I	CZECH-B3	
DENMARK		
Federation of Danish Industries (Export Dept.) 18 H.C. Andersons Boulevard 1596 Copenhagen V	DEM-A1	
The Managing Director Industrialiseringsfonden for Udviklingslandene (IFU) Bredgade 32A DK 1260 Copenhagen K	DEM-B1	The Industrialisation Fund for developing countries
Det Oestasiatiske Kompagni 2 Holbergsgade DK 1099 Copenhagen K	DEM-C1	Examples of important activities: textiles, food industries, forest industries, plantations, pharmaceuticals, edible oil, non-ferrous metals, metal cans, motor assembly plants and machinery. Branches exist in several African countries.
FEDERAL REPUBLIC OF GERMANY		
Deutsche Gruppe der Internatio- nalen Handelskammer Komodienstrasse 10-16 5 Köln 1	GER-A1	

<u>Organization</u>	<u>Description</u>	<u>Remarks</u>
FEDERAL REPUBLIC OF GERMANY		
Deutsche Gesellschaft für Wirtschaftliche Zusammenarbeit (Entwicklungsgesellschaft) MBH Dürener Strasse 295 Postfach 410266 5 Köln-Lindenthal 41	GER-31	DEG is an investment institution established by the German Federal Government for stimulating private enterprise to invest in developing countries. It also helps to bring together partners for joint ventures.
The Director Commerzbank AG Grosse Gallustrasse 17-19 Postfach 3954 6 Frankfurt (Main) 1	GER-32	
The Director Deutsche Bank Postfach 3629 6000 Frankfurt (Main) 1	GER-33	
FINLAND		
NEFEX Corporation Rucholahdenkatu 4 P.O. Box 156 SF-00100 Helsinki 10	FIN-01	Represents Finnish metal industrial enterprises and handles equipment supplies and also engineering and coordination of projects. Also equity participation in rare cases. Examples of complete project services: pulp, paper, plywood, particle board, forestry mechanization, dairies, electric cables and bulbs, non-ferrous metals like copper, zinc, cobalt and nickel.

<u>Organization</u>	<u>Description</u>	<u>Remarks</u>
FINLAND		
The Finnish Foreign Trade Association Export Advisory Association Etela Esplanadikatu 18 SF-00130 Helsinki 13	FIN-01	
FRANCE		
EFFIEX 64, Rue de Monceau Paris 8e	FRAN-31	
Compagnie générale de participations et d'entreprises 282 Boulevard St. Germain Paris VIIe	FRAN-32	
Caisse Centrale de coopération économique 233 Boulevard St. Germain Paris VIIe	FRAN-33	
Le Directeur du Ministère du développement industriel 97 Rue de Grenelle Paris 7e	FRAN-01	
GREECE		
The Federation of Greek Manufacturers 5 Xenofontos Street Athens 118	GREECE-01	
The President American-Hellenic Chamber of Commerce 17 Valaoritou Street Athens 134	GREECE-02	
INDIA		
The Secretary General All India Manufacturers' Association Jeevan Sahakar Sir Pherozshah Mehta Road Bombay 1	IND-01	

<u>Organization</u>	<u>Description</u>	<u>Remarks</u>
INDIA		
The Secretary General Federation of Indian Chambers of Commerce and Industry Federation House Tansen Marg New Delhi 1	IND-42	
The Executive Director Indian Investment Centre Jeevan Vihar Building 3 Parliament Street New Delhi 1	IND-01	
ISRAEL		
Israel Export Institute Shalom Tower 9 Ahad Haam St. P.O. Box 29732 Tel Aviv	ISR-41	
ITALY		
IL Direttore Generale Confederazione Generale dell Industria Italiana Piazza Venezia 11 00187 Roma	ITA-41	
Istituto Mobiliare Italiano Viale Dell'Arte 25 Cod. Avv. Post. 00144 Roma	ITA-42	
Istituto per la Ricostruzione Industriale 89 Via Vittorio Veneto 00187 Roma	ITA-43	
JAPAN		
KLIDANRIN Japan Machinery Exporters Association Kikai Shinko Kaikan Building 21-1-5 Shiba Koen Minato-Ku Tokyo	JAP-41	

<u>Organization</u>	<u>Description</u>	<u>Remarks</u>
JAPAN		
Japan Economic Co-operation Centre Japan Chamber of Commerce and Industry 3-2-2 Marunouchi Chiyoda-Ku Tokyo	JAP-A2	Represents small-scale and medium-scale sector of manufacturing interests
Overseas Electrical Survey Institute 1-13 Shinbashi 1-Chome Minato-Ku Tokyo	JAP-C1	Field of interest: electrical utilities
The Executive Director International Management Association of Japan Nori 10th Building 28 Shi ba-Wishikubo-Sakragawa-Cho Minato-Ku Tokyo	JAP-C2	
The Executive Director Japan Consulting Institute Hibiya Park Building 1-1 Yuraku-Cho Chiyoda-Ku Tokyo 100	JAP-D1	
Japan External Trade Organisation 2 Akasaka Aoi-Cho Minato-Ku Tokyo	JAP-D2	
Overseas Technical Co-operation Agency 42 Ichigaya Honmura-Cho Shinjyuku-Ku Tokyo	JAP-U3	

<u>Organization</u>	<u>Description</u>	<u>Remarks</u>
NETHERLANDS		
Commissie Ontwikkelingslanden Van De Reud Van Nederlandse Werkgeversverbonden Scheveningsweg 52 'S-Gravenhage	NETH-A1	Commission on Develop- ing Countries of the Council of Netherlands Industrial Federations
The Managing Director Nederlandse Financierings- Maatschappij Voor Ontwikkelingslanden N.V. Theo-Mann Bouwesterlaan 3 P.O. Box 2909 Den Haag	NETH-B1	Netherlands Financing Company for Developing Countries
De Nationale Investeringsbank (Herstelbank) N.V. Carnegioplein 4 Den Haag	NETH-B2	
NORWAY		
Norwegian Agency for Inter- national Development (NORAD) Drottning Maude OT.11 Oslo-Dop.	NOR-B1	
POLAND		
CEKOP-POLYMER Koscielna Warsaw	POL-B	
CENTRAZOP 7 Ligonja Street Katowice	POL-B2	
SWEDEN		
The Federation of Swedish Industries Industriforbundet Storgatan 19 Box 5501 114 85 Stockholm	SWED-A1	

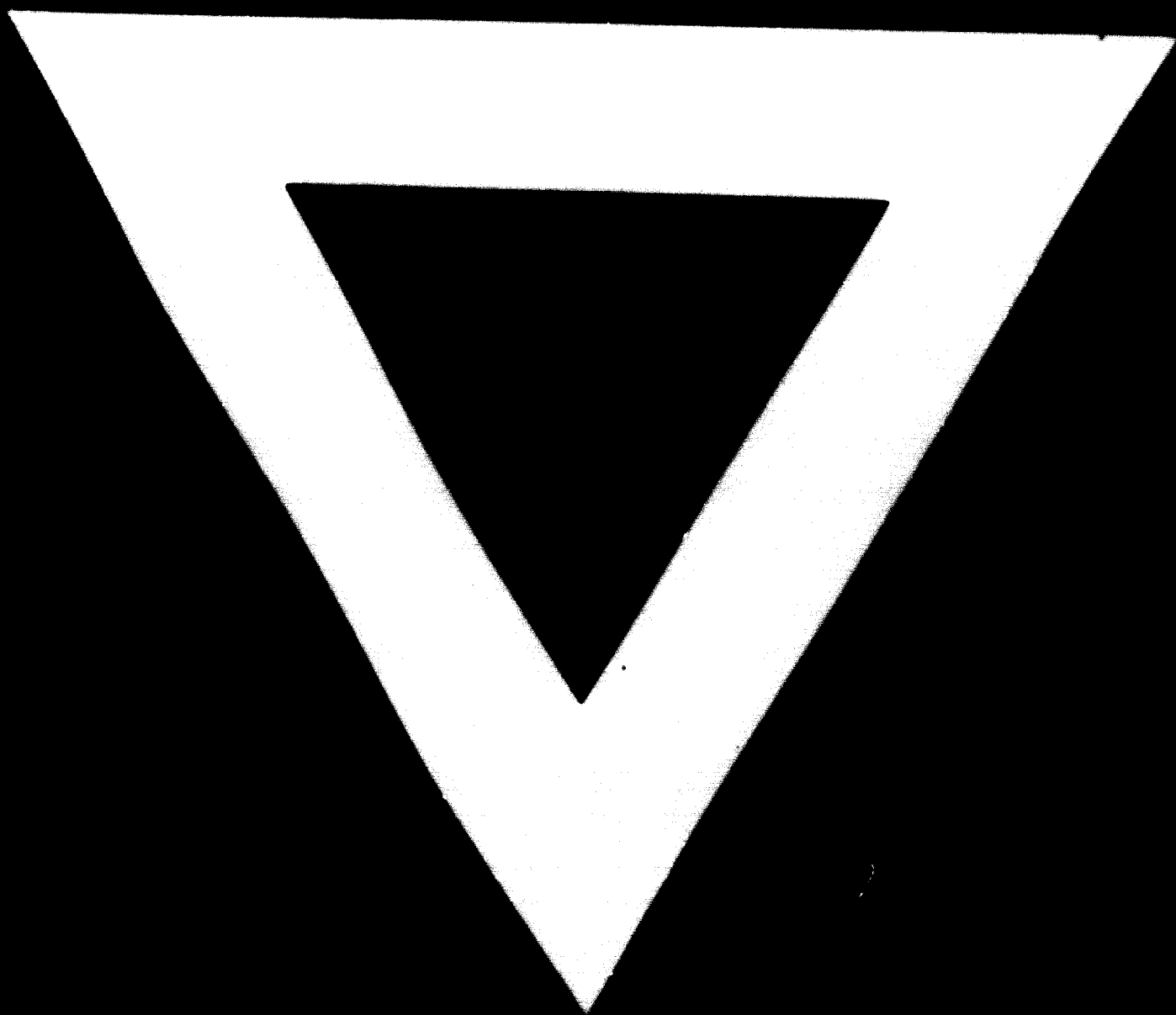
<u>Organization</u>	<u>Description</u>	<u>Remarks</u>
SWEDEN		
The General Export Association of Sweden Storgatan 19 Box 5513 S-11485 Stockholm	SWED-A2	
Stockholms Handelakammare Vastra Tradgardsgatan 9 Box 16050 10322 Stockholm	SWED-A3	
Sveriges Kreditbank Norrmalmsborg 2 S-103 81 Stockholm	SWED-B1	
Swedish International Development Authority Klarabergsgatan 60 105 25 Stockholm	SWED-D1	
UNITED KINGDOM		
Commonwealth Development Corporation 33 Hill Street P.O. Box 3AR London W1	U.K.-B1	Activities not confined to Commonwealth coun- tries. Examples of interest: agriculture, ranching, forestry, extractive industries, manufacturing indust- ries, hotels and tourism.
Commonwealth Development Finance Ltd. 1 Union Court Old Broad Street London EC2N 1EA	U.K.-B2	Activities not confined to Commonwealth coun- tries.
National and Grindlays Finance & Development Corporation Limited 23 Fenchurch Street London E.C. 3	U.K.-B3	Interested in the financing all types of development projects in Africa with emphasis on countries where National and Grindlays are represented.

<u>Organization</u>	<u>Description</u>	<u>Remarks</u>
UNITED KINGDOM		
Foreign and Commonwealth Office Overseas Development Administration Eland House Stag Place London S.W.1 E 5DH	U.K.-D1	
Investment Development and Technical Services Ltd. Albany buildings 47 Victoria Street London S.W.1	U.K.-D2	Scope of service includes equity participation
UNITED STATES OF AMERICA		
The Director Finance-Africa Overseas Private Investment Corporation Washington, D.C. 20527	U.S.-E1	
The Vice-President Export-Import Bank of the United States Washington, D.C. 20571	U.S.-E2	
Bamerical International Financial Corporation Bank of America Centre San Francisco, California 94120	U.S.-E3	Shareholder in SIFEDA (Société internationale financière pour les investissements et le développement en Afrique), Geneva
The President Business International 757 Third Avenue New York, N.Y. 10017	U.S.-E1	
Mid-America International Development Association (MIDA) 1 First National Plaza Chicago, Illinois, 60670	U.S.-D2	
UNION OF SOVIET SOCIALIST REPUBLIC		
TECHNOEXPORT Ovchinnikovskaja nab. 18/1 Moscow J-324	USSR-E1	Also undertakes design and construction projects.

IV. INTERNATIONAL AND SPECIALIZED INSTITUTIONS

<u>Organization</u>	<u>Classification</u>
United Nations Industrial Development Organisation Industrial Promotion Service Lerchenfelder Strasse 1 A-1070 Vienna, Austria	F1
United Nations Economic Commission for Africa Industry and Housing Division P.O. Box 3001 Addis Ababa, Ethiopia	F2
United Nations Conference on Trade and Development Manufacturers Division Palais des Nations CH-1211 Geneva, 10 Switzerland	F3
Food and Agriculture Organisation of the United Nations Industry Co-operative Programme Via delle Terme di Caracalla 00100 Rome, Italy	F4
International Finance Corporation 1818 H. Street, N.W. Washington, D.C. 20433, U.S.A.	F5
Commission des communautés européennes Direction générale de l'aide au développement 23-27, Avenue de la Joyeuse Entrée Bruxelles 4, Belgium	F6
Centre Européen pour le développement industriel et la mise en valeur de l'Outre-Mer (CEDDIM) 12 Rue de Berri Paris VIIIe, France	F7
Société internationale financière pour les investissements et le développement en Afrique (SIFIDA) 7 Rue Veronnex CH-1207 Geneva, Switzerland	F8





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