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ASIA-AFRICA TECHNOLOGY PARTNERSHIP FORUM

17 MARCH 2000 : NEW DELHI

FINAL REPORT



SIDBI



ICAMT



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OBJECTIVE

Asia-Africa Technology Partnership Forum was held on 17th March 2000 at Hall 7, Pragati Maidan, New Delhi, India.

Coinciding with the SIDBI-CII Mega Expo "Millennium Enterprise" the Asia Africa Technology Partnership Forum was organised with basic objectives of:

1. Sharing Technology Know-how
2. Facilitating Technology Transfer
3. Improving on the existing R&D Infrastructure.

Problem to be addressed

1. Lack of adequate & updated technological information.
2. Benchmarking & customisation.
3. Quality & Environmental compliance.

Expected end-of project situation

1. Wide networking across continents
2. Sharing & actual transfer of technology as well as technical know-how
3. Platform for future sector specific international technical forums

INTRODUCTION

The Asia Africa Technology Partnership Forum was a reflection of the growing technological sensitivity among the small industry in India and its ability to share its capability with the world.

This has been a sector which, over the years, has contributed a lot to the Indian economy through constant innovation, unparalleled dynamism and a continuing trend of growth and development.

In the new millennium, small industries are aiming to spread their wings globally and the event shall be the right platform for reaching out to the international market.

EXECUTIVE SUMMARY

CII, International Centre for Advancement of Manufacturing Technology (ICAMT) and the Small Industries Development Bank of India (SIDBI) organized the **Asia-Africa Technology Partnership Forum**, held on 17th March 2000 at Hall 7, Pragati Maidan, New Delhi, jointly.

Organised concurrently with the Millennium Enterprise, the SIDBI-CII Mega Small Industry Show, the **Asia Africa Technology Partnership Forum** focussed on the basic objectives of Sharing Technology Know-how, Facilitating Technology Transfer, and Improving on existing R&D infrastructure and Strengthening mechanisms for partnership development and technology promotion.

The Asia Africa Technology Partnership Forum was a reflection of the growing technological sensitivity among the small industry in India and its ability to share its capability with the world especially the developing countries of Africa, SAARC and Middle East.

The African countries have a ready availability of raw materials and demand for manufactured goods, but have not made any progress in the field of technical know-how and expertise. Therefore, the scope of integrating technology in almost every industry was sought to be highlighted at the Asia-Africa Technology Partnership Forum.

With widespread participation from over **90 delegates from SAARC, African, Middle East and European countries**, the Forum saw wide networking between the Indian SMEs and overseas delegation through over 200 One-to-One meetings resulting in sharing & actual transfer of technology and technical know-how.

Approximately 150 Business enquiries were generated through the Technological Bureau of Small Enterprises (TBSE), covering a wide variety of sectors such as LPG Bottling, Dairy farm processing projects, Laundry/Toilet Soaps, Sugar from Molasses, Mini cement plant, Pharmaceuticals, Aluminum doors/windows, Bee waxing processing machinery, Essential oils, Leather Shoes, Decorative candle making etc. About 200 one to one meetings were pre-arranged by ICAMT and CII between Indian and Overseas delegates . The overseas delegates visited the Fair with or without escort and held consultations with exhibitors of their choice. The overseas delegates were also taken for factory visits.

A 5 Point Future Action Plan has been drawn up by the organizers (CII, ICAMT and SIDBI) as a direct consequence of the Asia Africa Technology Partnership Forum, prominent amongst which is the Visit of an Indian SMEs delegation to the countries of East & West Africa to facilitate further exchange & sharing of technical know-how.

ACTION POINTS

1. Active follow – up by the businessmen/entrepreneurs from visiting delegations and their Indian counterparts, to ensure the enhancement in the Indo-Africa technology co-operation and successful culmination of the business contact generated.
2. Visit of an Indian SMEs delegation to the countries of East & West Africa, to ensure the continuity in the business relations as well as facilitate further exchange & sharing of technological know-how.
3. Signing of a Memorandum of Understanding (MoU) between the CII & its counterparts in the African countries.
4. Establishment of a Technology Information dissemination Centre in Africa by the CII in co-operation with ICAMT/ UNIDO.
5. Organisation of a Technology fair – “ Technology Show “ show by CII, ICAMT, CTI etc in Tanzania.

ANNEXURES

ADVERTISEMENT



ASIA - AFRICA

TECHNOLOGY PARTNERSHIP FORUM

17 March 2000, 1030 hrs • Hall No 8, Pragati Maidan, New Delhi

Participating Countries

- Botswana • Djibouti
- Ethiopia • Malawi • Nigeria
- Rwanda • Sudan • Uganda
- Nepal • Sri Lanka

FOCUS

- Sharing technical know-how
- Facilitating technology transfer
- Improving existing R&D infrastructure

HIGHLIGHTS

- Presentations by UNIDO, ICAMT, EXIM Bank
- Large overseas delegate participation
- Pre-arranged one-to-one meetings
- Visit to Millennium Enterprise

Coverage

- Bakery Machinery
- Banking
- Beauty Products
- Carpentry Machinery
- Chemical Machinery & Technology
- Fertilizers & Agricultural Chemicals
- Food Processing
- General Engineering & Agricultural Equipment
- Information Technology
- Machinery
- Metal & Foundry Products
- Office Equipment
- Packaging
- Pharmaceutical Products & Equipment
- Sewing & Knitting Machinery
- Soap Making Machines
- Synthetic Detergent
- Textile

Concurrently with



16 - 19 March 2000, New Delhi
India's mega small industry show
Jointly organised with Small Industries
Development Bank of India (SIDBI)

Delegate Fee

- CII Members - Small scale Industries : Rs 500 ; Medium scale Industries : Rs 600 ; Large scale Industries : Rs 750 • Non Members : Rs 800

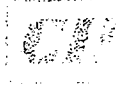
For registration and one-to-one meetings, please contact Ms. Radhika Dhali.

Confederation of Indian Industry

International Division, Gate No. 3 i, North Block, Jawaharlal Nehru Stadium, New Delhi - 110003

Tel: 91-11-4367906/22, 4366225/73/76/81/82 • Fax: 91-11-4366311/4367844 • e-mail: rs@sai.cii.ernet.in

INVITATION CARD



*Chief Guest : Ms Vasundhara Raje
Minister of State (Independent Charge)
Small Scale Industries and Agro & Rural Industries
Government of India*

*On the occasion of
Millennium Enterprise*

*Mr Dadi E Mistry
Chairman, CII National Small Industry Committee*

*cordially invites you
to*

*Asia – Africa Technology Partnership Forum
on 17th March 2000 at 1045 hrs at
Conference Room, Hall 8, Pragati Maidan, New Delhi*

RSVP

Ms Radhika Dhall

Tel: 4366225 / 4366273 / 4366276 / 4366281-82

Fax: 4366311 / 4367844

Entry through Gate No 3

Parking at Gate No 2A

*Please bring this invitation card and
take your seats by 1045 hrs*

REPLY CARD

Ms Radhika Dhall
Confederation of Indian Industry
Gate No. 31, North Block, Jawaharlal Nehru
Stadium
New Delhi 110 001
Fax: 91-11-4366311 / 4367844



SIDBI



ICAMT



Asia - Africa Technology Partnership Forum

17 March 2000

Conference Room, Hall 8, Pragati Maidan New Delhi

I will / will not attend :

Name : _____

Designation : _____

Company : _____

Address : _____

Phone : _____

Fax : _____ Email : _____

Date : _____ Signature : _____



SIDBI



ICAMT



Millennium Enterprise

ASIA-AFRICA TECHNOLOGY PARTNERSHIP FORUM

17th March 2000 : Hall 8, Pragati Maidan, New Delhi

ABOUT THE FORUM

The Forum focus is on Sharing Technology Know-how, Facilitating Technology Transfer, Improving existing R&D Infrastructure. With an expected participation of 150-175 delegates (including overseas), the event shall be the platform for the Indian Small Industries to reach out to the International Market. The Forum will coincide with the SIDBI-CII Mega SSI Expo "Millennium Enterprise", India's largest Small Industry Show, being held in New Delhi from 16-19 March 2000.

OVERSEAS DELEGATIONS

SAARC • Botswana • Ethiopia • Indonesia • Malawi • Rwanda • South Africa • Uganda
• Far-East • USA

PROGRAMME DETAILS

Address : - Ms Vasundhara Raje
Minister of State for SSI &
ARI (Independent Charge), Government of India

Presentations : - African Technology Requirement in
Manufacturing Industry
- Indian SME Capabilities

Lunch

Pre arranged one to one meetings

Visit to Millennium Enterprise

MILLENNIUM ENTERPRISE

Billed as India's mega Small Industry Show the event would provide a unique platform for manufacturers, suppliers and service providers to interact with the potential buyers from India and abroad. The show intends to provide the small industries with a link to expand their markets, both in domestic and international arenas.

Display of exhibits at Millennium Enterprise :

- Pavilion I - General Engineers, Light Engineering, Auto Components & Garage Equipment, Air Conditioning & Refrigeration(HVAC), Instrumentation, Plastic Machinery, Bicycle & Parts
- Pavilion II - Sports Goods, toys, Consumer Durables and non durables
- Pavilion III - Food Processing, Agriculture Equipment, Leather & Leather Machinery
- Pavilion IV - Information Technology, Office Equipment, Electricals & Electronics
- Pavilion V - Women Entrepreneurs, Micro & Tiny Industries, Cottage & Village Industries, Handicrafts

SMALL INDUSTRY IN INDIA - A PROFILE

The Indian Small Industry consists of a total of over 3.1 million units, approximately 85% of which belong to the tiny sector, the rest making up the small sector. The contribution of the small industry sector to the economy's total output can be judged from the fact that this sector accounts for over 95% of the country's industrial units, constituting about 40% of the total production of the manufacturing sector. The industry has recorded phenomenal growth not only in a protected environment but also in the open market. The growth of small industry since the initiation of liberalisation process in July 1991 has shown a much better response compared to the overall growth of the industry sector.

INDIA THE MEGA MARKET

Exports from small industry have acquired great significance in India's foreign trade. Small Industry is one of the largest contributor to foreign exchange earnings of the country today. Estimated exports from SSI amounted to US\$ 10333.95 mn for the year 1997-98, recording an increase of 10.9 percent during the year. The exports from SSIs at this level accounted for a share of about 35 percent in the total exports of the country.

PROGRAMME STRUCTURE



I C A M T

ASIA-AFRICA TECHNOLOGY PARTNERSHIP FORUM
1100 hrs : 17 March 2000
Conference Room : Hall 7 : Pragati Maidan : New Delhi

INAUGURAL SESSION

- 1100 hrs : **Welcome Address**
Dr. Sailendra Narian
Managing Director
Small Industries Development Bank of India
- 1110 hrs : **Address**
Mr. Vladimir Kozharnovich
Programme Manager,
Investment & Technology Promotion Branch
UNIDO, Vienna
- 1120 hrs : **Inuagural Address**
Mr. D P Bagchi
Secretary (SSI & ARI)
Ministry of SSI & ARI, Government of India
- 1140 hrs : **Vote of Thanks**
Mr. Dadi E Mistry
Chairman
CII National Small Industry Committee
- 1145 hrs : **Tea / Coffee**

SME TECHNOLOGY SESSION

Chairman: Mr. S K Tuteja, Development Commissioner (SSI)

Convenor: Mr. Dadi E Mistry

- 1200 hrs : Presentation : Role of UNIDO in promoting Technology Transfer in SMEs
Mr. Vladimir Kozharnovich
Programme Manager,
Investment & Technology Promotion Branch
UNIDO, Vienna
- 1215 hrs : Presentation : Role of Asia Africa Investment & Technology Promotion Centre in linking Asia and Africa
Mr. Tahir Jamhari, Co-ordinator,
Asia Africa Investment & Technology Promotion, Malaysia
- 1225 hrs : Presentation : Africa's Technology Requirements in Manufacturing Industry
Mr. Augustine Mahiga
Chief of Mission
UNHCR, New Delhi
- 1235 hrs : Presentation : Indian SME Capabilities
Mr. Y S Rajan
Scientific Secretary to the Principal Scientific Advisor to Prime Minister of India
- 1245 hrs : Presentation : EXIM Bank's Role in Promoting Economic Co-operation between India and Africa
Mr. S R Rao,
General Manager, EXIM Bank of India
- 1255 : Question & Answer Session
- 1315 hrs : Close of Session
- 1325 hrs : Lunch
- 1430 hrs : One to One meetings
Coordinated by ICAMT and CII

BACKGROUND PAPER

ASIA - AFRICA
TECHNOLOGY PARTNERSHIP FORUM

17 March 2000 : New Delhi



SIDBI



I C A M T



**Neither Big is Better
Nor Small is Beautiful
It is not the size
But the Actual Function
&
How efficient it is
Which Makes A Unit
Perform Better and Become
More Competitive!**

Peter Drucker

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INDIAN SMALL INDUSTRY

PROFILE

The Indian small industry is considered as the backbone of India's industrial development. This important segment of Indian economy accounts for

- ◆ 95% of the country's industrial units
- ◆ 40% of its industrial output
- ◆ 35% of total exports
- ◆ 35% of value-added by the manufacturing sector
- ◆ Employment to over 17 million persons

The Indian Small Industry consists of a total of over 3.1 million units, 85% of which belong to the tiny sector and the rest make up the small sector. This sector produces over 7,500 products. Most of these goods are consumer items but capital and intermediate goods are also included.

The Indian Small Industry has recorded a phenomenal growth not only in a protected environment but also in the open economic market. The growth of small industries sector since the initiation of liberalisation process in July 1991 has shown a better response compared to the overall growth of industrial sector.

Year	Overall Industry	SSI Sector
1990-91	8.2	6.5
1991-92	0.6	1.1
1992-93	2.3	6.4
1993-94	6.0	6.6
1994-95	8.4	9.8
1995-96	12.8	12.5
1996-97	5.6	8.9
1997-98 (P)	6.6	7.5
1998-99 (Pr)	4.7	6.5-7.5

P – Provisional; Pr – Projections based on advanced estimates released by CSO

◆ Knowledge about Internal Markets

Reservation Policy

- ◆ Low Recognition and appreciation of this sector in view of its contribution to industrial output, exports
- ◆ Lack of infrastructural facilities
- ◆ Lack of well developed data/information system
- ◆ 24% cap on formation of JVs with foreign companies.

Opportunities

- ◆ Untapped export potential in sectors such as Computer software, Leather and leather products, Light Engineering Products, Hand Tools and implements, Auto-components and ancillaries, Garments including Hosiery etc
- ◆ Growing Service Sector
- ◆ Security and Stability of access under the WTO regime
- ◆ Tariff reduction by all countries
- ◆ Phasing out of MFA
- ◆ Establish "Background Forward Linkages", both nationally & internationally
- ◆ Joint Ventures
- ◆ Technology Upgradation

Threats

- ◆ Technological Obsolescence
- ◆ Inadequate use of information and communication technologies
- ◆ Slow adoption of Quality Culture
- ◆ Poor infrastructure support
- ◆ International Environmental Agenda which is in stark contrast to low emphasis laid by Indian firms
- ◆ Non-compliance with Non-Tariff Barriers particularly environmental, health and safety standards
- ◆ Growth of cheap imports
- ◆ High Cost of funds

SMALL SCALE INDUSTRY

PROGRESS THROUGH TECHNOLOGY

Technology provides the cutting edge of success in a world striving to improve the quality of life through better products and services while protecting environment. The role of the small industry in a nation's economic development can be greatly increased by focussing on technology upgradation.

Access to technology has a major impact on export capability. Exporters need the latest production technologies to cater effectively to the requirements of international markets. Companies with lower levels of technology are, in many cases, relegated to domestic markets or to less demanding foreign markets. Packaging technology is equally important to establish a product firmly in its market.

For SMEs, the major issues in regard to technology are sourcing of information and technology transfer. It is essential for them to have information on available technology and the conditions for acquiring it. Furthermore, since cooperation has become one of the most successful ways of transferring technology, SMEs have to overcome the problems of setting up international joint ventures. Here, the role of support agencies becomes important. Often the most common problem facing small units in upgrading technology is either related to financial implications or simply lack of information of appropriate technology. Proper and adequate institutional support is most important for the development of a healthy small scale sector in a country.

By and large, SMEs rely on less sophisticated technology and simpler processing techniques. In recent years, however, their sights have turned increasingly towards high technology. SMEs are becoming increasingly aware of the

importance of the correct level of technology for maintaining their market presence, reputation, credibility and competitiveness.

SMEs choose their technology on the basis of an assessment of the implications of their size, resources and abilities to manage technology. Quite a number of SMEs believe they have some advantages in this area. First, they require less sophisticated technology and machinery. They are able to rely on simpler processes and on adjusted technology (e.g. using machinery intended for the processing of one product to process a different product), making quality control a much easier task. Second, the nature of their technology gives them greater flexibility to adapt to new products and to change designs according to customer requirements. Third, SMEs can draw support for technological development from their governments and their national assistance structures.

However, SMEs in general feel constrained by inadequate access to technology. They are particularly concerned about the following:

- Their inability to acquire sophisticated testing equipment and R & D facilities. Most firms see this as a financial problem. They simply do not have the funds to buy the necessary capital goods. Here, access to credit and the provision of common facility centres become important.
- The lack of the skills required for sophisticated processes. Some respondents admit they do not have enough experience to operate high-technology machines.
- Insufficient knowledge of possibilities for technological cooperation. The sourcing of technology requires well-established and well-connected information channels. Also many companies are not aware of the opportunities for joint ventures.

Most manufacturing SSIs are labour intensive. Introduction of proper technologies can boost their production and quality. Awareness on international market and trade barriers (environmental standards etc.) is a necessary input so

that companies can evolve their export plan. In agro side, series of small-scale industries can be developed to produce an exportable product. Many companies in developed markets are using "global manufacturing systems" where MNCs source parts/components from around the world. To have exportable products, SMEs should import and enter into foreign technology agreements.

Many countries are providing enabling mechanisms to induce competitiveness in their SME sector. In Singapore, the Small and Medium Enterprise Division was created in 1985 as a part of Economic Development Boards to help SMEs to become internationally competitive. In Thailand, the Industrial Finance Corporation directs development assistance from Japan's Overseas Economic Cooperation Fund and US agency for International Development as loans to SMEs. Most developing countries are encouraging SMEs as subcontractors to large enterprises in international markets, Some developed countries have created financial institutions with the aim of supporting their home country SMEs in overseas ventures.

The SMEs in developing countries should carefully tap the technology sources from firms (mainly SMEs) in other developing or developed countries, which are in a position to transfer know-how. Information on Technology Source is provided by select organisations in a few developed countries (Germany, Finland, Sweden, Netherlands etc.). UNIDO has also established offices in several developed countries with the same aim. However developing countries are not actively making use of these services. In a survey conducted on "Technology Transfer in SMEs" (Reference: International Technology Transfer By Small and Medium Enterprises – Country Studies : A book edited by Buckley, Campos, Mirza and White) it has been brought out that even SMEs who entered into an agreement with foreign firms did not use these services. Another finding of this survey is that recipients should also not be passive takers but active absorbers – developing countries should stress on building up of domestic firms capabilities in order to assimilate foreign know-how. According to the study out of 30 transfers

transactions from developed countries into developing countries, India was the largest recipient (14 cases; 47%) followed by Korea (5), Brazil (4), Mexico and Singapore (3) and Argentina (1).

Source : SIDBI Report on Small Scale Industries Sector 1999; CII Technology Division:

CII SURVEY ON MEASURING INTERNATIONAL COMPETITIVENESS OF INDIAN SMALL INDUSTRY

The CII Survey on Measuring International Competitiveness of Indian Small Industry, based on the analysis of 450 responses from CII small industry members, reveals that although the Indian small industry is gearing itself to meet international norms in the areas of Technology, Quality, Information Technology, considerable combined efforts are required on the part of both industry and government before they can be termed truly 'Internationally Competitive'.

The survey measures the Indian SMEs competitiveness based on a number of factors such as Technology, Quality, Information Technology and JVs and also identifies the constraints faced by them in these areas.

Relevant portions of the survey that focus on the Technological aspects/requirements of Indian SMEs are reproduced below

TECHNOLOGY

Technology Upgradation

80% of the respondent units have upgraded their technology since the initial setting up of their unit while 20% of the units are still using the technology used at the time of starting.

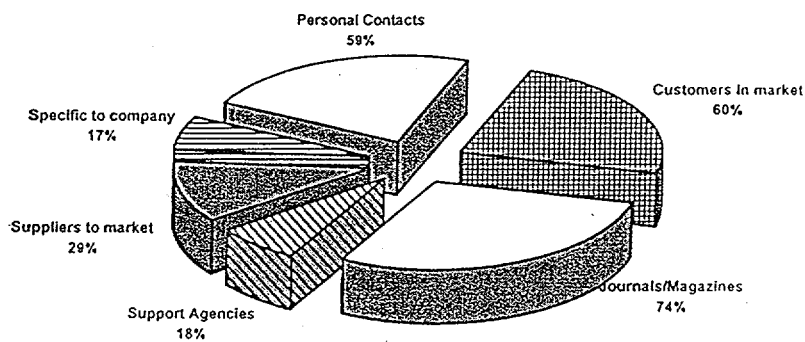
Surveyed units cite rapidly evolving market preferences and increasing consumer awareness as the reasons behind technology upgradation.

Information Sources on Technology

74% of the SMEs surveyed rely on Journals and magazines to obtain information on technological developments; Customers in market and personal contacts were other important sources of information.

Sources such as Suppliers to the market, support agencies and Sources specific to the company were however, seen to be contributing little to the technology related information needs of SMEs.

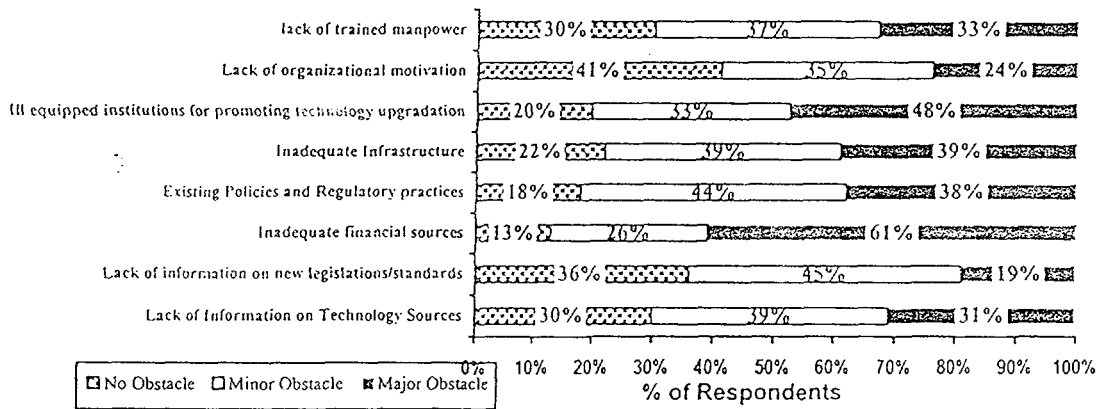
INFORMATION SOURCES ON TECHNOLOGY



Factors hindering Technological Upgradation

Inadequate financial sources, ill-equipped institutions were cited as the biggest hurdles to technological upgradation. Lack of information on new legislations & standards, Existing Policies & Regulatory Practices were considered as minor but serious hurdles to technological upgradation.

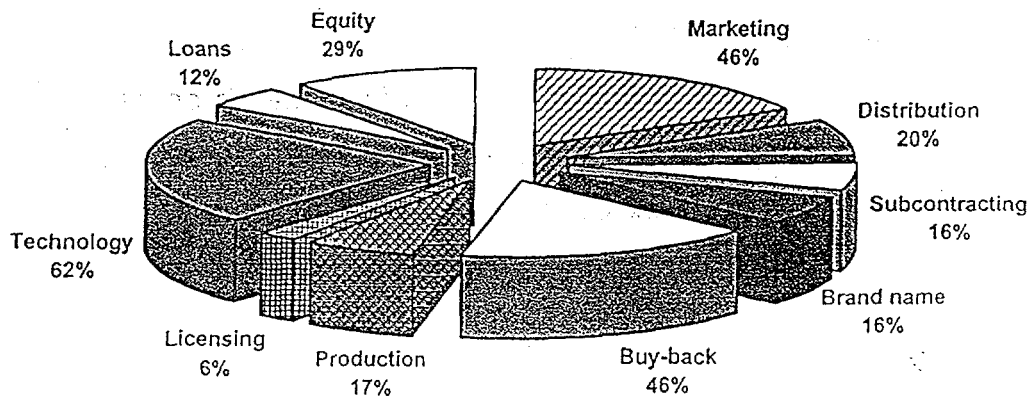
OBSTACLES TO TECHNOLOGICAL UPGRADATION



Technology Upgradation – Prominent Reason for Joint Venture Cooperation

62% of respondents expressed interest in looking for an international partner for business cooperation in technology. 46% of the surveyed units said that they would seek business cooperation for marketing and Buy-back Arrangements. Equity, Distribution Arrangements, Subcontracting, Production, Brand Name & Loans were other less important reasons cited by SMEs to look for business cooperation with international partners.

JOINT VENTURE REQUIREMENTS OF SMEs



AFRICA

Africa is committed to accelerate economic growth and reduce poverty. The World Bank Report for 1999 has reported that for the fourth year in a row African economies continued to grow despite slowdown in world trade and reemergence of civil conflict in a number of countries. Global economic output fell to 2.2 per cent and that of Africa to 3.2 per cent. However domestic economic activity is growing in food production, small-scale enterprises and intra-African trade. The typical African economy grew by 4 per cent, compared with 4.4 per cent in 1997.

The most crucial external factor for Africa's growth is global economic performance and international commodity prices. As markets recover, the demand for energy, metals and agricultural commodities is expected to improve and bolster Africa's economic prospects. Sustained economic development in Africa is also constrained by undercapitalization.

FDI in 1998 totaled US\$8.3bn. Most African countries have considerably improved their policy framework. For Nigeria, Egypt, South Africa, Cote d'Ivoire, Mozambique and Ghana this has resulted in an increased inflow of FDI. The rate of return on investments in Africa is higher than the world average by two and half times.

The World Bank has estimated that sub-Saharan Africa's GDP would increase by 4.1% annually between 1997 and 2006. More focus is being given by the African governments to controlling budget deficits.

SUB-REGIONAL ECONOMIC TRENDS IN AFRICA

North Africa

North Africa comprises Algeria, Egypt, Libya, Mauritania, Morocco, Sudan and Tunisia. Together these countries account for 47% of Africa's GDP and 22 percent of its population. The leading sectors are energy, agriculture and tourism. GDP in North Africa increased by 4.3% in 1998 compared to 2.9% in 1997.

West Africa

The economies of West Africa include Benin, Burkina Faso, Cape Verde, Cote d'Ivoire, Gambia, Ghana, Guinea, Guinea Bissau, Liberia, Mali, Niger, Nigeria, Senegal, Sierra Leone and Togo. The regional GDP of 3.0% is the lowest in the second half of the 1990s. With the exception of Nigeria, which grew by 1.5%, most of the countries grew by more than 3%.

Central Africa

This region includes Burundi, Cameroon, Central Africa Republic (CAR), Chad, Congo, Democratic Republic of Congo (DRC), Equatorial Guinea, Gabon, Rwanda and Sao Tome and Principe. This region has an abundance of natural resources – gold and diamonds and oil (Cameroon, Gabon, Equatorial Guinea), arable agricultural land in all countries except Chad. However the low economic growth rates in this region is incommensurate with their natural resources and human resources. Economic performance has averaged 3.6% between 1996-1998. GDP grew at 3.3% in 1998. Copper, oil, timber, coca, coffee and cotton dominate here, making this region very vulnerable to international commodity prices.

East Africa

Countries included in this region are Comoros, Djibouti, Eritrea, Ethiopia, Kenya, Madagascar, Mauritius, Seychelles, Somalia, Tanzania and Uganda. This region

is rich in oil and mineral resources, largely underdeveloped. However the agricultural and human resources are adequate for sustained economic development. Tourism is another important industry in this region with potential for further development. Agriculture represents roughly 43% of total activity in the region; industry, 17%; and services, 40%. Growth remains below potential. Real GDP increased by 2.9%.

Southern Africa

Southern Africa includes Angola, Botswana, Lesotho, Malawi, Mozambique, Namibia, South Africa, Swaziland, Zambia and Zimbabwe. The region has significant resources – oil, diamonds, gold, copper among others – and much of its economic activity is based in agriculture and mineral extraction. The services sector claims the largest share of GDP contributing 46% to regional GDP while industry accounts for 41% and agriculture around 14%. The region grew at 1.0% in 1998 well below 3.3% in 1997 and 4.6% in 1996. Volatile agricultural output contributed to the low performance.

Source : African Development Bank Annual Report 1998, World Bank Report 1999

AFRICA – FROM AN INDIAN PERSPECTIVE

The Indian industry should seriously focus on the African market as one, which in its own growth and development would sustain and integrate the Indian industry into the leading global markets.

Having realised the potential of the African markets China, Malaysia and South Korea, to name a few Asian countries, which are the principal Asian countries investing there are losing no time in gaining a strong foot hold in there. In fact, Indian products are facing stiff competition from products made in these countries.

Africa provides Indian companies with a perfect alternative for accessing the markets in EU, USA and South America, besides the large market of Southern Africa itself. Given the modern infrastructure facilities and ample availability of energy in the industrial centres being developed by countries like Ghana, Tunisia, South Africa, Namibia and Mauritius, besides the export free zones being developed by almost all the countries in Africa, setting up base in these countries makes sound economic sense. Moreover, most of the African countries are striving to establish to a pro-investment environment by putting into place attractive investment and trade policies.

Trade: From the table given below, India bilateral trade with Africa has been on the increase since the last few years.

India's Trade with Africa

<i>US\$ mn</i>	1995	1996	1997	1998
Export	1338	1541	1922.1	2099.4
Import	1576	1694	2923.3	4173.7
Total	2904	3235	4845.4	6273.1

[Source: CMIE Monthly Monitor, June 1999/ IMF Direction of Trade Statistics Yearbook 1997]

India has an overall trade deficit with Africa and as would be highlighted in the tables given below, a lot of imbalance is existing in India's trading pattern with a number of Africa countries which implies scope for increase in trade.

India's Trade with Select African Countries
(April – March ; \$ million)

Country	Imports		Exports		Total Trade	
	1997	1998	1997	1998	1997	1998
Algeria	-	1	13	18	13	19
Congo P Rep.	41	41	19	23	60	64
Cote d'Ivoire	56	35	12	52	68	87
Egypt	192.9	192.6	253.7	274.0	446.6	466.6
Ethiopia	1	-	52	67	53	67
Ghana	56	63	45	52	101	115
Kenya	21.0	35.7	124.1	145.8	145.1	159.8
Mauritius	6.0	2.0	180.9	157.4	186.9	159.4
Morocco	304.1	265.7	15.1	19.1	319.2	284.8
Mozambique	15	15	24	30	39	45
Nigeria	1194	1115	184	197	1378	1312
Somalia	1.0	2	29	23	30	25
South Africa	336	455	364	423	700	878
Sudan	5	4	39	47	44	51
Tanzania	57	134	71	79	128	213
Tunisia	132	164	16	27	148	191
Uganda	1	1	38	45	39	46

[Source: CMIE January 2000 ; IMF Direction of Trade Statistics 1999]

As is indicated in the above table, India's trade with West and North African countries has started to grow. This is a very encouraging indication of Indian companies seeking to explore newer markets in Africa. In the past India has mostly concentrated its trade with a few countries of Eastern and Southern Africa.

India's major items of export to Africa include – drugs and pharmaceuticals, readymade garments, rice, transport equipment, hand tools, agricultural machinery and implements, plastics etc.

Investments:

Africa is consciously striving at improving the investment environment in view to attract increasing FDI inflows in to the region. Major macro policy changes like the ones mentioned below have resulted in a growth of over 5 per cent for the fourth consecutive year in several African countries. The African countries identified, highly receptive to FDI are Botswana, Equatorial Guinea, Ghana, Mozambique, Namibia, Tunisia and Uganda.

India's investment in Africa is in the forms of joint ventures and wholly owned subsidiaries.

Wholly Owned Subsidiaries

Country	Wholly Owned Subsidiaries					
	1996		1997		1998	
US\$ '000	Equity	No.	Equity	No.	Equity	No.
Mauritius	32,961.0	21	7132.00	8	5774.50	12
Nigeria	61.00	1	-	-	-	-
Tanzania	86.00	1	1953.00	1	-	-
Zambia	306.00	1	-	-	-	-
Kenya	-	-	-	-	110.80	2
Cote d'Ivoire	-	-	-	-	11.00	1
Total	33,414.0	24	9085.00	9	5906.30	15

[Source: India Investment Centre]

Indian Joint Ventures

Country	Joint Ventures			
	1997		1998	
US\$ '000	Equity	No.	Equity	No
Botswana	175.00	1	-	-
Egypt	-	-	111.40	1
Kenya	-	-	6521.30	2
Liberia	275.00	1	-	-
Mauritius	1526.0*	4	79.00	2
Morocco	32,485	1	-	-
Nigeria	513.00	1	-	-
Senegal	-	-	22,238	2
South Africa	1.00	1	2,964.00	2
Tanzania	-	-	643.00	2
Uganda	2230.00	3	-	-
Zambia	-	-	2036.00	2
Total	37205.0	12	34592.7	13

(*- amount of one investment not available)

[Source: India Investment Centre]

From the above two tables it is clear that Indian investment in Africa are on the rise and not concentrated in any single country. Investments are not necessarily being restricted to our major trading partners, as is indicated in the table. Investments are also not being made in any one particular sector and include various – consultancy services, trading, financial services, pharmaceuticals and healthcare, handicrafts, fertilizers etc.

PARTNERSHIPS IN THE SMALL SCALE SECTOR BETWEEN INDIA AND AFRICA

African countries are now seriously looking at the prospect of shifting from focussing on trade to development and promotion of indigenous manufacturing capabilities. Governments are facing the challenge of reducing unemployment and promoting entrepreneurship on the one hand and the need for local value addition to the abundant mineral and agricultural resources existing in most of the African countries on the other. Although, Africa has the ready availability of raw materials and demand for manufactured products, however what they are not sufficient in is the technical know-how and expertise to transform the raw materials into final products. And it is here that the synergy between Indian small industry and Africa assumes great important and significance.

Most of the African industries are aware of India manufacturing capabilities supported largely by the small and medium industry. Their main interest in India is to replicate the Indian model of setting up small, viable enterprise with the right technology to produce goods and services for common consumption at affordable prices.

In the small scale sector, there is potential for transfer of technology in almost every sector. Indian small scale can also use Africa as a base for accessing the duty free quotas and duty free entry of goods into the EU and USA. Moreover many African countries have good infrastructure in terms of roads, railways, ports, shipping and are logistically well located in terms of distance and freight cost to Europe, USA and Latin America.

ABOUT THE ORGANISERS

Small Industries Development Bank of India (SIDBI)

Established in April 1990 by an Act of the Indian Parliament, SIDBI serves as the principal financial institution for promotion, financing and development of industry in the small scale sector and for co-ordinating the functions of the other institutions engaged in similar activities. The bank assists the small scale sector through Indirect Assistance, Direct Assistance and Development & Support Services. Its network of 38 offices dispense direct assistance under several schemes to reach specific target groups and administers its indirect assistance schemes. Besides, a network of 894 Primary Lending Institutions (PLIs) including banks and State Financial Corporations having 65,000 outlets across the country channelise assistance to SSIs by way of refinance, bills discounting and resource support in the form of short-term loans/ lines of credit in lieu of refinance etc.

Many of SIDBI's direct assistance schemes are designed to mitigate specific problems of SSI units such as delayed payments of receivables, obsolescence of technology, marketing inadequacies, insufficient export credit, lack of suitable infrastructure, venture capital etc.

The development and support services of SIDBI focus on enterprise promotion with an emphasis on rural industrialisation, human resources development, technology upgradation, quality and environment management, information dissemination and marketing promotion.

The Banker (May 1999 issue), London has ranked SIDBI 23rd in terms of assets and 24th in terms of capital among the top 50 development banks of the world.

For further information, visit SIDBI at <http://www.sidbi.com>

International Centre for Advancement of Manufacturing Technology (ICAMT)

ICAMT is an international centre set up under aegis of UNIDO in co-operation with Government of India with a view to enhancing manufacturing capabilities of developing countries in Asia and Africa.

ICAMT Services

International technology transfer brokering • Training • Expert advisory & consultancy services • Seminar/workshop/expert group meeting • Exhibition/business forum • Activities related to capacity building • Technology transfer • Networking with manufacturing technologies institutions

How to Obtain ICAMT Services

1. By becoming ICAMT partner

Manufacturing technology / R & D / Technology Promotion / Universities / Industries and Institutions may take up specific programme and projects with ICAMT.

2. By being a beneficiary of a ICAMT Sponsored Program / project

ICAMT organises technology / entrepreneur promotion programmes and projects from time to time. Industries covered in these initiatives may choose to join efforts

3. Through one to one contact

Entrepreneurs may contact ICAMT with their requirements of providing / seeking technology.

-
4. By being a hub in the global network of manufacturing technology institutions
By becoming part of the global network of ICAMT on manufacturing
technology. This will enable them to share their advancements and
challenges with internationally leading institutions.

ICAMT and SMEs

- Opportunity for training in advanced manufacturing technology
- International channels for technology transfer and support for technology absorption
- Access to international database dedicated to manufacturing technology
- Improvement in competitiveness
- Building up of a new partnership
- Direct access to dedicated experts for consultation
- Tailored projects
- Benchmarking of products and technology
- Testing of products to international standards

CONFEDERATION OF INDIAN INDUSTRY

The Confederation of Indian Industry (CII) is the apex industry association with a direct membership of over 3,800 companies, whose total capital investment is over US\$65 billion. CII members come from both public and private sectors. CII with its 23 offices in India and 8 overseas offices in Johannesburg, Koln, Kathmandu, London, Paris, Singapore, Tashkent and Washington DC is a reference point for the Indian Industry and the international business community.

CII adopts a proactive approach and closely interacts with the Government on policy issues at both the Central and State levels. It seeks to assist in increasing India's industrial efficiency and competitiveness through its wide-ranging specialised services in the areas of Technology, Quality, Productivity, Energy, Environment and so on. CII has also taken major initiatives in the field of corporate citizenship, that is, the role of business in society.

On the international front, the Confederation has a working relationship and institutional agreements with 184 counterpart organisations in 87 countries. CII's international offices serve as contact points for its international networking. CII is the voice of Indian industry at several international forums. It also co-ordinates the visits of high-ranking delegations from abroad and has received Heads of Governments as well as leading dignitaries from industry organisations and financial institutions. CII's International Division services the industry through day-to-day networking with Indian / Foreign missions and its counterpart organisations across the globe.

One of the Confederation's major activities is the organisation of India Expo previously known as Indian Engineering Trade Fair (IETF), a biennial show and also Asia's largest technology exposition. The forthcoming "India Expo" will be held in New Delhi from 15 – 19 February 2001.

PARTICIPATING COUNTRIES

PARTICIPATING COUNTRIES

S No	COUNTRIES	No. of Participants
1	Botswana	1
2	Ethiopia	24
3	Malawi	7
4	Nepal	4
5	Nigeria	1
6	Rwanda	7
7	Tanzania	1
8	Uganda	18
9.	Sri Lanka	12
10.	Bahrain	15
	TOTAL	90

Representations also from the countries of:

1. Sudan
2. Benin

Delegations from:

1. 8 African countries &
2. 2 SAARC countries
3. 1 Middle East country

Participants at Millennium Enterprise included:

1. Approximately 500 entrepreneurs, inclusive of
2. Around 50 women entrepreneurs

ONE ON ONE MEETINGS

ASIA AFRICA TECHNOLOGY PARTNERSHIP FORUM
Pragati Maidan, New Delhi: 17 March 2000
DETAILS ON ONE TO ONE MEETING WITH BOTSWANA DELEGATION

SL. NO.	NAME & DESIGNATION	COMPANY	PRODUCTS/AREAS OF INTEREST IN INDIA	MEETING WITH (NAME & DESIGNATION)	COMPANY
1	Mr. P C Sebinyane	Botssa Industrial Pty (Ltd)	Candle making machine, socks knitting making, wire nails making machines etc. Looking for manufacturers of these machines in India who can appoint us agent for them.	1.Mr.Rajender Mishra 2.Mr.Rashmi Zaveri 3.Mr. Deepak 4. Mr.A T Sankarshanan	AAR Ess Exim SAFE Impex Pakoria Engg.Pvt. Ltd Engg. Export Promotion Council

ONE TO ONE MEETING WITH MEMBERS OF ETHIOPIAN DELEGATION

SL. NO.	NAME & DESIGNATION	COMPANY	PRODUCTS/AREAS OF INTEREST IN INDIA	MEETING WITH (NAME & DESIGNATION)	COMPANY
1	Zemedkun Fantaye, General Manager	Zefam Tooth Picks & Rulers Manufacturers	Food industry Identity appropriate machinery	1.Mr. R P Banerjee 2.A T Sankarshanan 3.Mr.Ajit Sinha	SSP Ltd. EEPC Kamakhya Intl.Ltd.
2.	Gezachew Nagash General Manager	Ras Dashen Shoes Factory	Shoes production & trading Technical support	1.Mr.P S Gill 2.Mr.R S Sharma 3. Mr.Sajive Jain	Sahil Alloys & Mach. Atul Fastners Ltd. Indeutsch Gp.of Cos.
3.	Alemayehu Mekonnen General Manager	Adama Mekonen Hotel	Agro industry and tourism Technology / Experience sharing	1.Sharanjt Singh 2.Kulvinder Singh 3.Mr.Ajit Sinha	Gurunakanak Engg. Gurunakanak Engg. Kamkhya International Ltd.
4.	Taye Alemayehu General Manager	Endegena Amare PLC	Nail Factory expansion, Electrode Factory establishment . Technology machinery, Agency	1.Mr.Rajendra Mishra 2.Mr..Arun Harkauli 3.Mr.Anupam Misra 4. A T Sankarshanan	AAR Ess Exim PEC Ltd. PEC Ltd. EEPC
5.	Bekele Tsegaye	Bekas Chemical	Synthetic detergent	1.Mr. R P Banerjee	SSP Ltd.

	General Manager	PLC	Machinery	2.Mr.Rajendra Mishra 3.Mr.B B Singh 4.Mr. S Ram Mohan 5. A T Sankarshanan	Aar Ess Exim Birla Tech.Service MIL Mazindia Ltd. EEPC
6	Abate Baye General Manager	Omedad PLC	Office & household furniture, chemical industry Machinery & technology	1.Mr. S B Datta, 2. Mr. R P Banerjee 3. A T Sankarshanan	CIE Ltd.(6255023) SSP Ltd. EEPC
7	Mengistu Wolde General Manager	Airport Motel	Promotion of Indian industrial products, household utensils factory Agency / Joint Venture / Technology and machinery	1.Mr. R P Banerjee 2.Mr.Shankar Daruka 3.Mr. Puran Ram 4.Mr.Rajendra Mishra 5.Mr.Vijay Dadu 6.Mr.Rajeev Mahajan	SSP Ltd. Daruka & Co. Daruka & Co. AAR Ess Exim. Bhushan Steel Corpn. Bhushan Steel Corpn.
8.	Getachew Demisse	G M Office Fur. PLC	Office furniture, sheet metal Machinery / trading	1.A T Sankarshanan 2.Mr.J C Chaturvedi 3.Mr.Dalip Yadav 4.Mr.Anupam Mishra	EEPC Heritage Facilitation India PEC Ltd.
9	Berhanu Hake General Manager	Hake Sport	Machinery Sports products	1.Mr.Mukul Chadha 2.Mr.R K Luther 3.Mr. P S Gill	Nikkypore Filtration S Atul Fastners Ltd. Sahil Alloy & Machine
10.	Berhane Mewa General Manager	PPIC	Polymer processing Technology selection	1.Mr..Arun Harkauli 2.Mr.Anupam Misra 3.Mr.Rajender Mishra 4.Mr.R S Sharma	PEC Ltd. PEC Ltd. Aar Ess Exim Akar Shakti Engg.Wks
11.	Duguma Hunde General Manager	DH Gheda Trade & Industry Pvt. Ltd. Co.	Joint venture for factory expansion Joint venture	1.Mr.R P Banerjee 2.Mr.J C Chaturvedi 3.Mr. A Mishra	SSP Ltd. Heritage PEC Ltd.
12.	Tsegaye Teklu, Commercial Manager	Ras Dashen Shoe Factory	Shoe production and trading	1.Mr.P S Gill 2.Mr.R S Sharma 3. Mr.Sajive Jain	Sahil Alloys & Mach. Atul Fastners Ltd. Indeutsch Gp.of Cos.
13.	Tsegaye Turufe General Manager	Biny Leather Shoe & Sole Factory PLC	Shoe production Raw material PVC/Machinery	1.Mr.Rajender Mishra 2.Mr.Sajive Jain 3.Mr.N P Singh	AAR Ess Exim Indeutsch Gp.of Cos Sigma Controls
14.	Ayele Habtleyes General Manager	Menaye PLC	Chemical Factory -Select suitable machinery & Technology for Chemical Factory	1.A T Sankarshanan 2.Mr.Rajender Mishra 3.Mr.R S Sharma	EEPC Aar Ess Exim Akar Shakti Engg.Wks

15	Yeshiwork Woldeher Import Manager	Ghion Industrial & Commercial PLC	Chemical Factory - Market assessment	1.A T Sankarshanan 2.Mr.Rajender Mishra 3.Mr.R S Sharma	EEPC Aar Ess Exim Akar Shakti Engg.Wks
16	Seraw Ferede Chemical Manager				
17.	Gezahegn Tadesse General Manager	Keya PLC	Buying of Machinery	1.Mr. R P Banerjee 2.Mr.Shankar Daruka 3.Mr. Puran Ram 4.Mr.Rajendra Mishra 5.Mr.Vijay Dadu 6.Mr.Rajeev Mahajan	SSP Ltd. Daruka & Co. Daruka & Co. AAR Ess Exim. Bhushan Steel Corpn. Bhushan Steel Corpn.
18.	Tesaye Legesse Commercial Manager				
19.	Beyene Mekonnen General Manager	Nile Industrial Commercial Enterprise	Household & Office furniture -Buying of machinery	1.Mr.H S Sodhi 2.Mr. R P Banerjee 3.Mr.Shankar Daruka 4.Mr. Puran Ram 5.Mr.Rajendra Mishra 6.Mr.Vijay Dadu 7.Mr.Rajeev Mahajan	Godrej & Boyce SSP Ltd. Daruka & Co. Daruka & Co. AAR Ess Exim. Bhushan Steel Corpn. Bhushan Steel Corpn.

ONE-TO ONE MEETING WITH MEMBERS OF MALAWI INVESTMENT DELEGATION

SL. NO.	NAME & DESIGNATION	COMPANY	PRODUCTS/AREAS OF INTEREST IN INDIA	MEETING WITH (NAME & DESIGNATION)	COMPANY
1		Mulanje Canning	Engaged in processing & canning of fruits, tomato sauce and other food items. Looking joint venture partner in India	1.Mr Rajender Mishra 2.Mr. R P Banerjee 3. Manjit Singh 4.Mr.Anupam Mishra 5.Mr.Harsh Agarwal	AAR Ess Exim SSP Ltd. Mahindra Stiller PEC Ltd. Chanduka Exports
2	K Khromana	Nali Foods	Chilli and tomato sauces. Looking for supplier of machinery and potential importer of their products in India.	1.Mr.J C Chaturvedi 2.Mr.R P Banerjee 3.Mr.Anupam Mishra 4.Mr.Rajinder Mishra 5.Mr.Sandip Chhabra	Heritage SSP Ltd. PEC Ltd. Aar Ess Exim Sai Om Intl.
3	Stambuli Jones, Managing Director	Correia Construction	Cos. Making concrete brickmaking machines, Cos. Making crusher	1.Mr.Rashmi Zaveri 2.Mr. Deepak 3.Mr.ATSankarshnan	SAFE Empex Pakoria Engg.Pvt.Ltd. EEPC

			machines, Cos. In general construction machinery		
4	Edwin Bhagwanji, Managing Director	E B Trucking	Wants to JV into general engineering works, such as engine re-boring, crankshaft, grinding etc. – Interested to meet with Indian companies making above machinery. Cos. Manufacturing tires, tubes and spares for trucks.	1.Mr.Bhupinder Singh 2.Mr.R K Ludher 3.Mr.R S Sharma 4.Mr.Rajendra Mishra 5.Mr.Sandip Chhabra 6.Mr.Ashok Bhardwaj 7.Mr.Bansal	Vishkarma Electricals Atul Fastners Ltd. Akar Shakti Engg. Aar Ess Exim Sai Om Intl. GNA Axles Ltd. Bansal Brothers
5	George Walker Managing Director	Walkers Investments	Cos. Manufacturing vehicle accessories, machinery such as air and oil filters, gaskets, oil seals, bolts. Etc.	1.A T Shankarshnan 2.Mr.Ashok Bhardwaj 3.Mr.Mukul Chadha	EEPC GNA Axles Ltd. Nikkypore Filtration
6	Paul Ndasowa, Managing Director	Super Transport	Cos. Manufacturing Hessian cloth, ginning equipments, Dhall processing equipment, sources of tires, tubes, drakeliners and other spares for trucks	1.Mr.J C Chaturvedi 2.Mr.Anupam Mishra 3. Mr. R P Banerjee 4.Mr.Ashok Bhardwaj	Heritage PEC LTd. SSP Ltd. GNA Axeles
7	Hastings Jere, Managing Director	Global Multi-trade Services	Dealing in Pigeon peas, Soybeans, Oilseeds, Rice, Cos. Manufacture machinery to add value to above with nearly Zero-rated damaged.	1.Mr.J C Chaturvedi 2.Mr.Anupam Mishra 3. Mr. R P Banerjee 4.Mr.Mohan Singh	Heritage PEC LTd. SSP Ltd. Hind Hydraulic
8	Evans Chipala, Acting Chief Executive	Press Agriculture Ltd.	Dealing in Coffee, Paprika and other agricultural crop. Commodities Cos. Manufacture value adding machinery to primary commodity agro-products and also	1.Mr.J C Chaturvedi 2.Mr.Anupam Mishra 3. Mr. R P Banerjee 4.Mr.Manjit Singh 5.Mr. Dalip Yadav	Heritage PEC LTd. SSP Ltd. Mahindra Stiller Facilitation India

			importers of primary commodity agro products.		
9	Rosena Msusa Manager, Investment Promotion and Services	MIPA	Light manufacturing, Agro-processing Agriculture & Machinery Textile and garments Engg. & Construction	1.Mr.Bhupinder Singh 2.Mr.H S Sodhi 3.Mr.Vinod Arora 4.Mr.Harsh Agarwal 5.Mr.R P Banerjee	Vishkarma Electricals Godrej & Boyce V K Enterprises Chanduka Exports SSP Ltd.
10	A Mnenula Project Economist	Agriculture Development & Marketing Co.	<ul style="list-style-type: none"> • Cos. That can purchase Maize, Groundnuts, Dhall etc. • Supplier of packing material – wrapping cloth etc. • Various technology Aspects in Agro-processing 	1.Mr.V. Malhotra 2. Mr.R P Banerjee 3.Mr. J C Chaturvedi 4.Mr.M K Soni	Kamal Engineers SSP Ltd. Heritage Shree Shubh Laxmi Polymers
11.	Ernest Liyati-Phiri, Operation Director	Mapondo Investments	Interested to meet with investors in <ul style="list-style-type: none"> • Light Manufacturing • Engineering • Agro processing • Agriculture Machinery • Construction • Other productive areas 	1.Mr.Bhupinder Singh 2.Mr. Dalip Yadav 3.Mr.Harsh Agarwal 4.Mr. J C Chaturvedi 5.Mr.Ajit Sinha	Vishkarma Electricals Facilitation India Chanduka Exports Ltd. Heritage Kamakhya International Ltd.

ONE TO ONE MEETING WITH MEMBERS OF THE NEPAL DELEGATION

SL. NO.	NAME & DESIGNATION	COMPANY	PRODUCTS/AREAS OF INTEREST IN INDIA	MEETING WITH (NAME & DESIGNATION)	COMPANY
1.	Mr.Ramesh Kumar Shah, President	Janakpur CCI		1.Mr. Baljit Singh 2.Mr.M K Jain 3.Mr.Harsh Agarwal 4.Mr.Ajit Sinha	H S Baljit Electric Co. Shree Shubh Laxmi Polymers Chanduka Exports Ltd. Kamakhya International Ltd.

2.	Mr. Basanta Shrestha Vice President	Gorkha CCI		1. Mr. R S Sharma 2. Mr. N P Singh 3. Mr. Sajive Jain 4. Mr. Rajendra Mishra	Akar Shakti Engg. Works Sigma Controls Indeutsch Gp. Of Companies Aar Ess Exim Pvt. Ltd.
3.	Mr. Ishowr Kaji Maskey, Secretary General	Gorkha CCI		1. Mr. Praveen Chauhan 2. Mr. Deepak Bavishi 3. Mr. Mukul Chadha	APP Enterprises Bavishi Overseas Exporters Nikkypore Filtration Systems
4.	Mr. Bhagat Babu Joshi, Executive Member	Gorkha CCI		1. Mr. Paramjit Singh Gill 2. Mr. Sandip Chhabra 3. Mr. O P Grover 4. Mr. Daleep Yadav	Sahil Alloys & Machine Tools Wrangler International HMT International Facilitation India

ONE TO ONE MEETING WITH MEMBERS OF THE NIGERIAN DELEGATION

SL. NO.	NAME & DESIGNATION	COMPANY	PRODUCTS/AREAS OF INTEREST IN INDIA	MEETING WITH (NAME & DESIGNATION)	COMPANY
1	Mr. E E Akpan Chairman	Tevoli Enterprises Ltd.	Hotel & Resorts, Tourism, Food Processing machinery	1. Mr. V. Malhotra 2. Mr. Devisaran Vaish 3. Mr. Pavan Vaish 4. Mr. M K Soni 5. Mr. J C Chaturvedi	Kamal Engineers M Ram & Sons M Ram & Sons Shree Shubh Laxmi Polymers Heritage

ONE TO ONE MEETING WITH RWANDA DELEGATION

SL. NO.	NAME & DESIGNATION	COMPANY	PRODUCTS/AREAS OF INTEREST IN INDIA	MEETING WITH (NAME & DESIGNATION)	COMPANY
1	Rwahungu Jumapilli Director Technique	Emballage Rawanda	Transformation des produits agricoles	1. Mr. J C Chaturvedi 2. Mr. Anupam Mishra	Heritage PEC Ltd.
2.	Muhongerwa Diane	Commercialisation de divers produits alimentaires et	Boulangerie, Patisserie	1. Praveen Chauhan 2. Mr. Deepak Bavishi 3. Mr. Rajendra Mishra	AAP Entp. Bavishi Overseas Aar Ess Exim

		promotion de vivres frais		4. Mr.Sanjive Jain	Indeutsch Go.
3.	Mukabutera Consul	Commerce generale	Huilles essentielles	1.Mr.Dalip Yadav 2. Mr.J C Chaturvedi 3.Mr.Ajit Sinha	Facilitation India Heritage Kamakhya International Ltd.
4.	Dukuze Hilarie Directrice	Papiex	Fabrication du papier	1.Mr.Harsh Agarwal 2.Mr.R S Sharma	Chanduka Exports Ld Akar Shakti Engg.
5.	Nyirababeruka Laida	Agriculture	Oleagineux	1.Mr.O P Grover 2.Mr.Dalip Yadav 3.Mr.J C Chaturvedi 4.Mr.R P Banerjee	HMT Int.l. Facilitation India Heritage SSP Ltd.

ONE TO ONE MEETING WITH TANZANIA DELEGATION

SL. NO.	NAME & DESIGNATION	COMPANY	PRODUCTS/AREAS OF INTEREST IN INDIA	MEETING WITH (NAME & DESIGNATION)	COMPANY
1	Mr.C R Kajuna Commercial Director	Timber & Furniture Stores Ltd.	Machinery, Pharmaceuticals Food Processing machinery	1.Mr.J C Chaturvedi 2.Mr.Anupam Mishra 3. Mr. R P Banerjee 4. Mr.V. Malhotra 5.Mr.Ajit Sinha	Heritage PEC LTd. SSP Ltd. Kamal Engineers Kamakhya International Ltd.

ONE TO ONE MEETING WITH MEMBERS OF UGANDA DELEGATION

SL. NO.	NAME & DESIGNATION	COMPANY	PRODUCTS/AREAS OF INTEREST IN INDIA	MEETING WITH (NAME & DESIGNATION)	COMPANY
1	Mr. James Kalibbala, Managing Director	AVO Machinery Ltd.	Tool Manufacturing, Power spraying system, sheet metal machine tool (transfer of technology)	1.Mr.Sharanjt Singh 2.Mr.Kulvinder Singh 3.Mr.H S Rathore 4.Mr.Rajesh Kumar 5.Mr..Arun Harkauli 6.Mr.Anupam Misra 7.A T Sankarshnan	Gurunanak Engg. Gurunanak Engg. Kamal Engineers Kamal Engineers PEC Ltd. PEC Ltd. EIPC

2. 3 4 5 6	Mr. Nyombi Mark, Managing Director Mr. Fredrick Luyimbazi, Mr. Lutao Bbosa Robert Mrs. Margaret Luyimbazi Miss Prisca Nanyonjo	Avis Company	Beauty products (cosmetics) & Soap. Beauty products (Cosmetics) Soap making machine & raw materials, machines for making exercise books, water purification machines, plastic machines (blow moulds), bottle washing machines (Technology transfer)	1.Mr.Rajendra Mishra 2.Mr.S Ram Mohan 3.Mr.K K Jaigopal 4.Mr.Sajive Jain 5.Ms.Anupama Thakkar	Aar Ess Exim P Ltd. MIL Mazindia Ltd. Aar Ess Exim-P.Ltd. Indeutsch Gp.of Cos. Euthoric Pharmaceuticals Ltd.
7	Mr. David Bukalamye, Chairman (Uganda Small Industries Association)	John Lugendo & Company	Metal & foundry products General engineering & agricultural equipment	1.Mr.Sharanjit Singh 2.Mr.Kulvinder Singh 3.Mr.H S Rathore 4.Mr.Rajesh Kumar 5.Mr.Rajender Mishra 6.Mr.I A Maniar 7.Mr.M Chandra 8.Mr.Vijay Dadu 9.Mr.Rajesh Mahajan 10.A T Sankarshnan	Gurunanak Engg. Gurunanak Engg. Kamal Engineers Kamal Engineers AAR Ess Exim Maniar & Co. Maniar & Co. Bhushan Steel Corpn. Bhushan Steel Corpn. EEPC
8.	Mr. Deo Nsubuga	Lanic Enterprises	Information Technology, Office equipment, printing technology & cottage industries	1.Mr.Baljit Singh 2.Mr.Deepak Bavishi 3.Mr.Manjit Vinayek 4.Mr.Harsh Agarwal	H S Baljit Electric Co. Bavishi Overseas Exp. PEC Ltd. Chanduka Exports Ltd
9.	Mr. Fred Kimbbareeba	Furniture workshop	Furniture - Micro & cottage industries	1.Mr.O P Grover 2.Mr.R K Singh 3.Mr.Anupam Mishra 4.Mr.J C Chaturvedi 5.A T Sankarshnan	HMT Intl.Ltd. HMT Intl.Ltd. PEC Ltd. Heritage EEPC
10. 11	Mr. Gaster Lule Managing Director Mrs. Edith Lule, Marketing Executive	Ntake Bakery & Company Ltd.	Wheat milling & bakery. Medium scale machinery for food processing, toilet paper making machines (Technology transfer)	1.Mr.J C Chaturvedi 2.Mr.R P Banerjee 3.Mr.Rajender Mishra 4.Mr.Sajive Jain 5.Mr.Sandip Chhabra 6.Mr.Harsh Agarwal	Heritage SSP Ltd. Aar Ess Exim Indeutsch Gp. Of Cos. Sai Om Intl. Chanduka Exports

				7.Mr.Praven	APP Enterprises
12.	Mr. A K Musisi Managing Director	Kampala Jellitone Suppliers Ltd.	Biomass Fuel Briquetters, Backery technology (Partnership / Joint ventures)	1.Mr. B N Renjen 2.Mr..Arun Harkauli 3.Mr.Anupam Misra 4.Mr.R P Banerjee 5.Mr.O P Grover	Birla Tech. Service PEC Ltd. PEC Ltd. SSP Ltd. HMT Intl.
13	Mr. Mahirane John	Ahimbisibwe Furniture Workshop	Carpentry machinery, Micro & cottage industries	1.Mr.Rajender Mishra 2.Mr.O P Grover 3.Mr.R K Singh 4.Mr.Anupam Mishra 5.Mr.J C Chaturvedi 6.Mr.Jaigopal	Aar Ess Exim HMT Intl.Ltd. HMT Intl.Ltd. PEC Ltd. Heritage Aar Ess Exim
14.	Ms. Eunice S Wekesa	Wes Fashion Knitters	Knitting machinery, cottage industries	1.Mr.J C Chaturvedi 2.Mr. Anupam Mishra 3.A T Sankarshnan	Heritage PEC Ltd. EEPC
15	Mrs. Margaret Omara Atubo	Atubo Garments	Micro & Cottage industries, machinery garments	1.Mrs.Chaturvedi 2.Mr.Vinod Arora 3.N P Singh	Heritage V K Enterprises Sigma Controls
16	Mr. Omara Richard	Kicklen Printers		1.Mr.J C Chaturvedi 2.Mr.Anupam Mishra	Heritage PEC Ltd.
17	Mr. Fuco Kionbaneba			1.Mr.V. Malhotra 2.Mr.Dalip Yadav 3.Mr.Ajit Sinha	Kamal Engineers Facilitation India Kamakhyia Intl.Ltd.

PRESS RELEASE



**INDIAN SMEs HAVE TO BUILD UP COMPETITIVENESS FOR LIFE AFTER QRs
: SECRETARY (SSI & ARI)**

The Small and Medium Enterprises (SMEs) sector in India will have to build up competitiveness in order to compete successfully after quantitative restrictions are removed, said Mr. D.P. Bagchi, Secretary (SSI & ARI), Government of India today. He was speaking at the "Asia-Africa Technology Partnership Forum" jointly organised by CII, UNIDO's International Centre for Advancement of Manufacturing Technology and the Small Industries Development Bank of India (SIDBI). The Forum was organised concurrent with the Millennium Enterprise 2000, an exposition only for small industry, jointly organised by CII and SIDBI. About 100 overseas delegates from 10 countries, including 70 delegates from Africa, are participating at the Millennium Enterprise 2000.

SMEs would be "on their own" after protection in the form of QRs was removed, said Mr. Bagchi. They would need to update technology frequently, as this was key to remaining competitive against cheap imports. Thus, the Ministry of SSI & ARI laid a strong emphasis on technological upgradation programmes, Mr. Bagchi added.

The trend of job less growth in the organised sector of industry was a disturbing one, opined Mr. Bagchi. Developing countries needed "appropriate technologies", i.e. those that fit in with their resource constraints while increasing employment, he pointed out. It was also worrying that a lion's share of the post-WTO increase in world trade had been appropriated by developing countries, Mr. Bagchi added, and recommended South-South cooperation to improve trade among developed countries.

SMEs in developing countries should cooperate with each other and set up joint projects in order to truly achieve excellence, suggested Mr. Bagchi. The possibility of exploiting e-commerce as a means of competitiveness should be also explored, he added.

India's trade to Africa could increase to about US\$ 20-30 million, stated Mr. Bagchi. At present, Africa enjoyed the balance of trade being in their favour, but India can increase exports substantially, he added.

Mr. S.K. Tuteja, Development Commissioner (SSI), pointed out that technology development, transfer and upgradation was the centre of all developmental activity related to small scale industry. Technology enabled product development, which led to market development, which in turn improved small industry's ability to attract financing, he said.

Indian SMEs have been successful in the process on transferring knowledge and technology to the rest of the world, said Mr. Vladimir Kozharnovich, Investment & Technology Promotion Branch, UNIDO, Vienna. He recommended that development of SMEs must not be approached

piecemeal fashion, but a comprehensive, integrated strategy must be adopted. Development of SMEs must be based on the principles of promoting commercially successful entities that provided productive employment while following practices that promoted environmental sustainability.

Speaking on the Asia Africa Investment & Technology Promotion Centre, Mr. Tahir Jamhari, Co-ordinator, Asia Africa Investment & Technology Promotion Centre, said that this Centre had been set up to enhance business cooperation between Asia and Africa. The Centre provided business information, assessment (identification, formulation and assessment of business opportunities), promotion and consulting services, he said.

Africa had a good chance of attaining 4.8% growth in income by 2004, said Mr. Augustine Mahiga, Chief of Mission, UNHCR, New Delhi. He said that India was viewed as a source of appropriate, affordable technology to Africa in almost all sectors, especially SMEs. Some specific product areas that India could offer technology to Africa were agro-based industries, food processing, chemicals, engineering and energy (especially non-conventional energy), Mr. Mahiga said.

SMEs in developing countries cannot simply assume that buying technology was adequate, said Mr. Y.S. Rajan, Scientific Secretary to the Principal Scientific Advisor to the Prime Minister of India, they have to innovate constantly in order to improve technologies and develop a niche for themselves. Mr. Rajan also recommended that SMEs in developing countries patent technologies that they develop so they can make full profit from them.

The EXIM Bank saw itself as a "one stop shop for internalisation of Indian businesses", said Mr. S.R. Rao, GM, EXIM Bank. Mr. Rao said that EXIM Bank had developed a large network with agencies in several countries to assist Indian businesses that wanted to undertake international operations, and added that Africa was an important aspect of EXIM Bank's work.

Dr. Sailendra Narain, MD, SIDBI, said that a SIDBI-UNIDO Memorandum of Understanding to combat pollution problems caused by certain industries such as foundries, glass, leather, chemicals etc. was being considered.

Mr. Dadi E. Mistry, Chairman, CII National Small Industry Committee, said that CII and SIDBI were setting up a Technology Information Centre in South Africa in order to promote cooperation between India and Africa.

New Delhi
17th March, 2000

MEDIA COVERAGE

QR phaseout may be delayed

Press Trust of India
NEW DELHI

The government is likely to delay the phasing out of quantitative restrictions (QRs) on 200-odd items in the small and medium scale enterprises (SME) sector by one year, a top government official said here yesterday.

"We have requested the finance and commerce ministries to phase out the QRs on SMS items only from 2001-02," small scale industries and agriculture related industries secretary D P Bagchi told reporters on the sidelines of the 'Millennium Enterprise' conference.

He said the commerce ministry has promised to stall the QR phase-out till the announcement of the

export import policy for 2001-02.

There are 200 odd items on the SME lists, like electrical appliances, plastic and paper products, which are facing the threat of intense competition from cheap imports, he said.

He said the government has also agreed to retain the bound rates for SME items at around 40 per cent for manufacturing items and 25 per cent for intermediate items to cushion domestic SMEs from cheap imports.

Efforts are being made to look into the marketing, credit and technology aspects for the SME, so that they are able to retain their export markets and face fierce competition from multinationals and imports in the domestic arena, he added.

On Indo-Africa trade, Bagchi said that at present the volume of trade is only \$6 billion, but it could be increased to \$20-30 billion in the next few years.

The SME sector currently accounts for 40 per cent of the country's total production and contributes 35 per cent of total exports.

The SSI ministry is also in the process of finalising a technology upgradation fund in line with those in the textiles and sugar industries. Asked when the government will come out with the scheme, Bagchi said "It will be finalised soon."

Under the scheme, the SME sector will be offered a five per cent interest subsidy on loans taken for technology upgradation, Bagchi said.

SSI credit fund in April

Press Trust of India
NEW DELHI

The government is likely to announce a Rs 2500 crore fund next month for helping the small scale (SSIs) sector meet its credit needs, a top industry ministry official said yesterday.

A proposal for the credit guarantee fund, comprising Rs 2000 crore as government share and the balance as the contribution from the Small Industries Development Bank of India (Sidbi), has been sent to the Union cabinet for clearance.

This was told to PTI by the secretary in the ministry of small scale industries and agro and rural industries, D P Bagchi.

Bagchi said the corpus of the Rs 2500 crore fund would be built over a period of time. Every year the government would make a budgetary provision to the fund

and Sidbi would also make contributions to the fund.

In the first year of operations the fund will have Rs 125 crore, with the government allocating Rs 100 crore in the budget and Sidbi providing Rs 25 crore. He added that the fund was expected to be fully operational by the 10th Plan.

Since the fund would provide guarantee to loans from commercial banks, it was expected that the first disbursement would take place only after three years once some of the loans defaulted, he said.

The credit guarantee fund has been created to encourage commercial banks to extend credit to small scale entrepreneurs who may not be able to offer collaterals, executive director of Sidbi G K Saxena said.

The upper limit for the loans would be Rs 10 lakh. These would be provided without collaterals. He added that loans would be pri-

marily extended to small scale units in the manufacturing sector and those associated with information technology.

Explaining the role of Sidbi, he said the company would stand guarantee for up to 75 per cent of the loan extended to a small scale unit by a commercial bank.

"Despite the risk for Sidbi in case of defaults it is expected that commercial banks would extend more loans to the small scale unit as their risk would be to the extent of only 25 per cent," he said.

Under the proposal the scheme would be operated for a period of five years on a pilot basis and there shall be a lock-in period of 24 months from the date of disbursement, sources said.

Lenders shall pay a guarantee fee of two per cent of the loan upfront and annual service fee of 0.5 per cent of the loan outstanding at the end of each year.

Small sector warned of threat from QR phase-out

By Our Special Correspondent

NEW DELHI, MARCH 17. The small sector will have to make major adjustments, largely on its own, after quantitative restrictions on imports are lifted. Their only chance of survival is by becoming competitive. The small sector will have to reach out for joint venture partners and explore more overseas markets, note apex industry associations.

The Federation of Indian Chambers of Commerce and Industry (FICCI) and the Confederation of Indian Industry (CII), which have recently taken initiatives to caution and educate the small sector about the operating environment after QRs are lifted, have pointed out that a number of policies to support the small sector will be withdrawn and there will be greater scrutiny on pollution-related norms.

"SMEs would be on their own after protection in the form of QRs was removed. They would need to update technology frequently as this was the key to remaining competitive against cheap imports and the Government laid a strong emphasis on technological upgradation programmes," said a senior official at a CII meet aimed at bringing together businessmen from Asia and Africa here today.

"It was worrying that the lion's share of the post-WTO increase in world trade had been appropriated by developing countries," he noted.

Another disturbing trend was "job-less growth in the organised sector of the industry." Heads of institutions facilitating technology transfer also felt the Indian policies should be comprehensive and integrated and support employment-generating ventures.

They said potential existed for increasing exports to Africa because India was seen as a source of affordable technology. The small

sector should also tap the potential in the IT sector, particularly e-commerce.

The need for constant innovation was underlined by Mr. Y. S. Rajan, Scientific Secretary to Dr. A. P. J. Abdul Kalam. Buying technology was not enough. They should also give importance to patenting technologies and constantly improve shop floor technologies.

Many of the areas, now reserved for the small scale sector, will open up and there will be intense competition from imports. This would considerably shrink their market share unless timely action was taken to increase competitiveness and reposition themselves in domestic and overseas markets, noted the FICCI, due to host a seminar on the same subject tomorrow.

There is a need to consider whether the WTO system has augmented opportunities to such an extent that the support policies are not necessary." Some of the support policies which are currently in vogue but may face the axe are reservations, investment guarantees and easier foreign exchange availability for exporters.

Phase-out may be delayed by a year

PTI reports

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"We have requested Finance and Commerce Ministries to phase out the QRs on SME items only from 2001-02," the Small Scale Industries and Agriculture Related Industries

(SSI & ARI) Secretary, Mr. D. P. Bagchi, told reporters on the sidelines of 'millennium enterprise' conference.

He said the Commerce Ministry has promised to stall the QR phase out till the announcement of the Export Import Policy for 2001-02.

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He said the Government had also agreed to retain the bound rates for SME items at around 40 per cent for manufacturing items and 25 per cent for intermediate items to cushion the domestic SMEs from cheap imports.

Efforts are being made to look into the marketing, credit and technology aspects for the SMEs so that they are able to retain their export markets and face the fierce competition from multinationals and imports in the domestic arena, he added.

On the Indo-Africa trade, he said at present the volume of trade was only \$6 billion but it could be increased to \$20-30 billion in the next few years.

The SME sector now accounts for 40 per cent of the country's total production, contributes 35 per cent of total exports. The Ministry is also on the process of finalising a technology upgradation fund (TUF) in line with those in textiles and sugar industries.

Asked when the Government will come out with the TUF scheme, he said, "It will be finalised soon." Under the TUF scheme, the SME sector would be offered a five per cent subsidy on loans taken for technology upgradation, he said.

Africa rolls out red carpet for Indian industry

NEW DELHI: Indian industries, particularly small and medium enterprises (SMEs), have been invited to use Africa as a potential gateway to the European Union and the U.S. and at the same time carve out a share of the large African markets.

The call went out at a seminar on 'Asia-Africa Technology Partnership' organised here by the Confederation of Indian Industry (CII) and the Small Industries Development Bank of India (SIDBI).

African countries enjoy trade privileges, including quota and duty concessions, from the U.S. and the European Union.

Taye Berhanu, secretary of the Ethiopian Private Industries Association (EPIA), said most African industries are aware of Indian manufacturing capabilities. Indian SMEs can set up small enterprises in African countries to produce goods and services for common consumption. "In most African countries, export free zones are being developed which is part of our effort to create a pro-investment environment by putting into place attractive investment and trade policies," he said.

Joseph Tomusange, the Ugandan High Commissioner to India, said Indian companies, particularly those in the fields of information technology, agro-processing and pharmaceuticals, would get a good response from the African markets.

"Africa has the ready availability of raw materials and demand for manufactured products, but they (nations there) have not made any progress in the field of technical

know-how and expertise," he said.

In the small scale sector, there is potential for integrating technology in almost every industry. Indian industry can also use Africa as a base for accessing duty-free quotas into the European Union and the U.S., he added.

At least 150 delegates from countries like Egypt, Ethiopia, Uganda, Nigeria, South Africa, Tanzania and Sudan are participating in the three-day seminar to explore the possibility of strengthening ties between India and Africa in the small scale sector.

D. P. Bagchi, Secretary in the Ministry of Small Scale Industries, said India's bilateral trade with Africa has been on the increase since the last few years and touched \$6.26 billion in the financial year 1998-1999, up from \$4.84 billion in 1997-98.

"While the overall bilateral trade with Africa is increasing, a lot of imbalance exists in India's trading pattern with a number of African countries as we mostly import from them and our export to these countries is still very low," he said.

In 1998-99, India's exports to African countries accounted for \$2.09 billion whereas total imports from these countries touched \$4.17 billion in the same period.

Bagchi said that there is need for greater cooperation between Indian and African industries, specially in the quota-free open market regime proposed by the World Trade Organisation (WTO).

"Many of the WTO agreements are being used by the developed countries to further their interests which have a negative impact on the developing economies," he said, adding that while globalisation is here to stay there is a need to create new markets, new norms and new ways of doing business.

Dadi Mistry, chairman of CII's National Small Industry Committee, said the role of small industry in the global economy could be greatly increased by focussing on technology upgradation.

"The most common problem facing the small units in upgrading technology is either non-availability of finance or lack of information on appropriate technology which

MILLENNIUM ENTERPRISE – IN RETROSPECT



Small Industries
Development Bank of India



Confederation of
Indian Industry

In Retrospect

The Millennium Enterprise, jointly organised by SIDBI & CII, was inaugurated by Ms Vasundhara Raje, Minister of State (Independent charge) for SSI & ARI on 16 March 2000. The show was a reflection of the growing folds of Small industry in India.



Showcasing a wide variety of products, technologies, services and entrepreneurship, the Millennium Enterprise, provided the Micro, Tiny & Small industries and Women Entrepreneurs with an unique opportunity to spread their wings in domestic & global markets.

This is the First of the Millennium - may these efforts go from strength to strength. What I see here is most commendable.

Ms Vasundhara Raje
Minister of State (Independent Charge) for SSI & ARI

PHOTOGRAPHS

