

# East African Business Council



## EABC e-Newsletter

October 31<sup>st</sup>, 2006

*EABC - The Voice of the Private Sector in East Africa*

### **In this Issue:**

- Let us partner – EAC and Nordic countries say
- EABC holds EPAs meeting
- Commonwealth meeting postponed
- EABC/NIR to hold Workshop
- Members News
- Upcoming events

### **VISION STATEMENT**

To be an effective change agent for fostering an enabling business environment for a diversified, competitive, export-led, integrated and sustainable economy

### **MISSION STATEMENT**

To promote the Private Sector's regional and global competitiveness in trade and investment

**East African Business Council,**  
Arusha International Conference  
Centre (AICC),  
5<sup>th</sup> floor, Room 517, Ngorongoro  
Wing  
P.O. Box 2617 Arusha, Tanzania  
**Tel:** +255 27 250 9997  
**Email:** [bobi@eabc-online.com](mailto:bobi@eabc-online.com)  
**Fax:** +255 27 250 9997  
**Web:** [www.eabc-online.com](http://www.eabc-online.com)

### **EAC and Sweden urged to partner**

EAC Partner States and the Nordic countries are committed to partnering for the development of the region. In this respect, Swedish companies are exploring possibilities of funding infrastructure development in Tanzania. Representatives from Swedish firms in Kenya and others from Sweden will hold talks with private equity firms and public institutions about infrastructure projects to finance. Torvald Akesson, Swedish Ambassador to Tanzania, said that the move would see Swedish firms provide more funding to energy, roads, railways and aviation and working jointly with public and private corporations. Ambassador Akesson



Mr Arnold Kilewo welcomes Dr Maua Daftari, Deputy Minister of Infrastructure to address the meeting. Looking on right is Mr Torvald Akesson, Ambassador of Sweden to Tanzania

was speaking at a two day workshop on “**Exploring Business Opportunities in the Infrastructure and Urban Development**” organized by EABC and the International Council of Swedish industry (NIR) held in Dar es Salaam on October 12-13<sup>th</sup>, 2006. The forum targeted government officials as well as business executives representing corporations and finance institutions and Private Sector in Sweden and Tanzania.

Immediate past Chairman of EABC, Mr Arnold Kilewo called for investment in private capital to develop infrastructure. He stated that Tanzania needs Swedish companies to partner with local investors in the country infrastructure development. Mr Kilewo said that Swedish investors had in the past shown interest in funding hydropower generation at Stigglers Gorge with a potential of 2000 MW, capable for producing sufficient energy for Tanzania. “*The interest should be revived*”, he added.

The meeting was opened by Tanzania's Deputy Minister of Infrastructure and Urban Development Dr Maua Daftari. Dr Daftari re-stated Tanzania's commitment to infrastructure reforms and enhancing competitiveness to spur growth which holds the key to unlocking industrialization in the region.

The report of the meeting will soon be released.

## **PARTNER STATES TOLD TO NEGOTIATE EPA AS EAC-EPA**

EABC has held a two day meeting on Economic Partnership Agreements (EPAs) in Arusha, Tanzania on Oct 19 and 20, 2006. In attendance were representatives of the Private Sector from Kenya, Uganda, Tanzania, Burundi and Rwanda. In his keynote address, EABC Executive Director, Elly Manjale underscored the need for the Private Sector to build consensus in so far as the negotiations are concerned.

At the same time, he said EABC was interested in analyzing the various challenges and opportunities in store for the Private Sector brought to fore during the negotiations bearing in mind that Private Sector is the engine of growth in the region.

*"It is indeed foreseen that there may be specific gains and losses to various sectors once EPAs comes into force and there will be need for the Private Sector to prepare to make relevant adjustments in their production and distribution processes", Mr Manjale said.*

The meeting resolved that EAC states should form an EAC-EPA configuration axis to bolster negotiations and that the Heads of State should be encouraged to adopt this position. Participants further called on the ESA & SADC countries to harmonize areas of divergence in their EPA negotiating positions emphasizing the development dimension of EPAs particularly the supply side constraints.

The report of the meeting will soon be released.

## **E.A INVESTMENT FORUM POSTPONED**

The East African Investment Forum (EAIF) which was scheduled to be held in Nairobi on 19<sup>th</sup> to 21<sup>st</sup> November, 2006 has been postponed. A new date for the Forum which is jointly hosted by the Commonwealth Business Council (CBC), Ministry of Trade and Industry (Kenya) and EABC will soon be announced.

The forum whose theme is '**Trade and Investment: Growth through Global Partnerships**' is expected to discuss opportunities for investment partnerships in Kenya, Tanzania, Uganda, Rwanda and Burundi.

The Commonwealth Business Council (CBC) provides leadership in increasing international trade and investment flows, creating new business opportunities, promoting good governance and corporate social responsibility, reducing the digital divide and integrating developing countries into the global market.

According to the CBC, many Commonwealth countries offer good investment opportunities but suffer from popular misconceptions, uneven media coverage and failure to promote their economic strengths to important external audiences.

The EAC Heads of States (including Rwanda and Burundi) are expected to participate.

Look out for more information in the next newsletter.

## **EXPORT COMPETENCE WORKSHOP SET FOR DEC**

EABC in collaboration with the International Council of Sweden will hold an Export Competence Workshop on December 5-6, 2006 in Nairobi.

The workshop brings together participants representing the Export Promotion Councils from the Partner States, business and Private Sector representatives and it hopes to discuss requirements and market characteristics for exporting to Sweden and the European markets.

The workshop is a follow-up to a meeting held in Dar es Salaam last year and another in Kampala in 2004. To participate in the meeting, please contact Charles Mndeme-Yegella at [charles@eabc-online.com](mailto:charles@eabc-online.com)

## **COMMERCIAL ATTACHES WORKSHOP ON-GOING IN ARUSHA**

EABC in conjunction with the Export Promotion Councils in the Partner States and Centre for Promotion of Exports - CBI (Netherlands) are currently holding a workshop for Commercial Attaches and Counsellors of Kenya, Uganda, Tanzania, Rwanda and Burundi stationed in different countries in Arusha (Oct 31-Nov 2, 2006).

The workshop aims at strengthening the capacity of Commercial Attachés to connect their business communities to EU market and other world markets by providing efficient and effective support to exporters and Business Support Organisations.

The programme consists of a mix of lectures, case studies, field visits and exercises. Among the subjects that are been covered are developments within world markets, trade barriers, trade partner issues and business promotional tools.

## EABC MEMBER NEWS

### KENYA

#### EABL MAKES HUGE PROFITS, AWARDS SCHOLARSHIPS FOR STUDENTS

East African Breweries Ltd (EABL) which has recently joined EABC is currently one of the most profitable companies in Kenya having declared a pre-tax profit of Kshs 9 billion (\$123 million) for the year ending June 2006.

And in a show of corporate responsibility, EABL has awarded 14 students from the region full scholarships for their university education. The 14 lucky students are to benefit from a total scholarship value of USD 256,756 and this will cover the tuition and accommodation costs for the four year course.

Gerald Mahinda, CEO, EABL



According to EABL, the 14 were selected from a list of over 5000 applicants.

### TANZANIA TCCIA MARA CENTRE OPENED

President Jakaya Kikwete has recently launched the Business Information Centre of the Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA) in the Mara region. The Business Information Centre will now provide useful information on opportunities for investment in Mara.

Mara is one of the most attractive regions for tourism in the country as it neighbors the Serengeti national park.

The major industries in the area include cotton ginneries, food processing and textiles.

### UGANDA

#### BUJUMBURA WELCOMES ROOFINGS TO INVEST

President Pierre Pierre Nkurunziza has called on Roofings Ltd to invest in Bujumbura. He was speaking after touring the Roofings Ltd plant in Kampala recently.



**Welcome to Bujumbura:** President Pierre Nkurunziza (in cream suit) speaks to Roofings Ltd Chairman Mr Sikander Lalani after touring the firm's plant in Kampala recently

Roofings Ltd has managed to become one of the leading players in the steel sub-sector of Uganda as well as in the EAC region.

Apart from a whole range of steel items, the main products include:- Roofing Sheet, Electro-Welded-Tubes, Open-Profiles, Nails, Reinforcement Fabric, Fencing material like Chain-link and Barbed Wire. Roofings' exports to the regional market of Rwanda, Burundi, Eastern Congo, Southern Sudan and Northern Tanzania have grown from US\$ 600,000/- in 1996 to about US\$15 million in 2005.

#### UPCOMING EVENTS

Please contact the Secretariat on the upcoming events.

[Export Competence Workshop](#)

### Contact EABC

The **EABC e- NEWSLETTER** is published monthly and provided to you as a service of EABC, the voice of the Private Sector in East Africa. We invite you to forward this NEWSLETTER to your friends and colleagues. Alternatively you could provide us with their e-mail addresses so that we can include them on our mailing list. If you require any additional information on EABC, please "e-mail: [info@eabc-online.com](mailto:info@eabc-online.com)". Should you wish not to receive the **EABC NEWSLETTER**, send us a reply mail labeled UNSUBSCRIBE". For Comments and feedback, write to the Editor: Bobi Odiko Email: [bobi@eabc-online.com](mailto:bobi@eabc-online.com)