



The Voice of the Private Sector in the Region

**Biznet Weekly Issue 11.**

Inside this Week's Issue – 16/04/18.



COMESA Connect



Renewable energy



More Quality Goods



Booming IT

COMESA – Connect- Industry Dialogue – “Smart Technologies for Sustainable Businesses”

A promotional banner for the COMESA - CONNECT Industry Dialogue. The background is a bright yellow-orange gradient with a faint geometric pattern. On the right, there is a map of Africa composed of various small images related to business and technology. The text is centered and reads: **COMESA - CONNECT INDUSTRY DIALOGUE**, “Smart Technologies for Sustainable Businesses” 21st - 22nd June, 2018, Kigali, Rwanda. At the bottom, there are logos for the COMESA Business Council (CBC) and the Private Sector Federation (PSF) of the East African Community (EAC).

The COMESA CONNECT Industry Dialogue will be held from 21<sup>st</sup> to 22<sup>nd</sup> June 2018, in Kigali, Rwanda. The event will be held under the theme; **“Smart Technologies, Sustainable Industries”**. The Dialogue seeks to structure strategic efforts towards harnessing today’s digital solutions to respond to the needs of our industries in the region. It is in this regard, that **COMESA Connect** seeks to bring together businesses in goods and services on one hand and digital services players on the other, to provide solutions that will create smarter, sustainable, innovative, efficient and profitable businesses in Africa.

Integrating ICT into business is a cross cutting advocacy and business facilitation agenda under the CBC. It is a call from the membership to respond to the need for industries to harness digital services solutions as a means of improving company operations.

- Establish a collective understanding and strategic focus on the potential of blockchain and other technologies for supporting trade and trade facilitation as well as the other business and industry within the African region.

- Address the constraints that affect business competitiveness in the region and promote synergies between industry and IT to promote the use of technology and growth of African private sector.
- Structure policy recommendations to ensure the use of technology address digital financial inclusion, industry

competitiveness and revolutionary innovations for competitive sustainable enterprises.

- Address the ideal structures that to ensure data protection policies in the region
- Increase awareness and strengthen the national and regional intellectual property framework.

### How to attend

REGISTER NOW;
INTERNATIONAL PARTICIPANTS- 300 US\$
REGIONAL PARTICIPANTS- 200US\$
LOCAL PARTICIPANTS- 50US\$
EXHIBITION- SHOWCASE YOUR INNOVATIONS- REGISTRATION APPLIES

To participate in this meeting, contact CBC. Please note the meeting offers a limited number of seats- on a first come, first serve basis. Registration is free. Kindly submit your name and business profile to – [kmadzivanyika@comesa.int](mailto:kmadzivanyika@comesa.int) , or [GTembo@comesa.int](mailto:GTembo@comesa.int) , or [RBanda@comesa.int](mailto:RBanda@comesa.int) .

## Stakeholders come together to promote Kenya’s green economy

Kenya Association of manufacturers (KAM) has brought together all stakeholders in the energy sector with the aim of promoting Kenya’s green economy.



The Future of Industrial Energy, looked at sustainable energy options and explored ways of financing manufacturers’ initiatives towards a green economy. The Secretary, Renewable Energy Directorate in the Ministry of Energy and

Petroleum, Eng. Isaac Kiva noted that the government is keen on creating an enabling environment for investment in sustainable energy. “The government is prioritizing renewable energy, in line Vision 2030. The Energy Bill, that has been presented to Parliament, also includes the promotion of renewable energy and regulation of transmission charges with the aim of lowering electricity tariffs,” added Eng. Kiva.

Speaking during the forum on Thursday, KAM Chief Executive, Ms. Phyllis Wakiaga noted that identifying more environmentally and socially sound development options is essential to meet Africa’s biggest challenges and to sustain development gains. “The Association seeks to increase the manufacturing sector’s contribution to 15% by 2022, in line with the Government’s Big 4 Agenda, which has prioritized the manufacturing sector as the major contributor to the growth of our GDP. Kenya’s industry players today and in future will need competitive tariff rates, competitive trading environment and above all cleaner energy sources. Incentives in green energy sources are therefore very important in sustainable green growth,” added Ms. Wakiaga.

Kenya Power Managing Director and CEO, Dr. Ken Tarus recognized the efforts made in

championing energy efficiency. “The Company recognizes efforts made by KAM in championing energy efficiency initiatives among its members and we are keen on partnering in keeping costs low. We aim at providing least-cost energy to our industries by deferring non-effective commitments for intermittent renewables and introduce flexible generation in the mix,” added Dr. Tarus.

Speaking at the forum, Energy and Regulatory Commission Director General, Mr. Pavel Oimeke noted that the Commission is keen on sensitizing industry on green energy generation. “Renewable technologies are now the most economical solution for new capacity in an increasing number of countries and regions. Rapid cost reductions in renewable power generation technologies means that up-to-date data is required to evaluate support policies for renewables, while a dynamic analysis of the costs of renewables is needed to decide on the level of support.

## Produce Quality Goods



Government has implored local companies to increase production of quality goods and services for consumers to get value for their money. Minister of Commerce, Trade and Industry Christopher Yaluma said Government has partnered with the Zambia Association of Manufacturers (ZAM) to implement the Proudly Zambian Campaign (PZC) programme to stimulate consumption of local products and contribute to sustained broad-based economic growth.

Speaking at a briefing yesterday, Mr Yaluma said it is important that Zambians appreciate locally-produced products to create wealth, employment and ultimately reduce poverty

<https://www.daily-mail.co.zm/produce-quality-goods-government-urges-local-companies/>

## Gov't to Support Cement Wholesalers Start Own Factory

Government has given a green light to cement wholesalers to start their own factory to supplement production, amidst the high cement prices that are said to be caused by the scarcity of cement in the country. Speaking to the cement wholesalers in Kampala, the Minister of Trade, Industry and Cooperatives Amelia Kyambadde said this is the time for cement wholesalers to put their resources together and start their own factory.

Kyambadde met the wholesalers on Thursday 12th April 2018 at the Ministry headquarters, in a bid to address the problem of the rising cement prices, amidst counter accusations from manufacturers and distributors each accusing the other of causing the problem.



The wholesalers under their umbrella Association Construction Hardware Dealers Association (CHADA) told the Minister that the scarcity of cement on the market is caused by the manufacturers who have failed to supply them

with enough quantities. They also accused the manufacturers of discriminative distribution saying that there is no proper distribution channel of cement.

The spokesperson of the wholesalers association and the Managing Director of Hardware World Simon Ssekankya says Indians have the monopoly in the cement industry and they use that advantage to discriminate in the distribution of cement.

“During this period of scarcity, I receive only one truck of cement yet some Indian wholesalers receive more than 10 trucks in a day”, exclaimed Ssekankya. The wholesalers asked the Minister to expedite the decision to limit the amount of cement exported outside Uganda and to open up Uganda’s borders and allow in imported cement so as to solve the scarcity problem.

Maria Namusoke of Markh Investments said if imported cement is allowed in, it will bring down the cement prices in Uganda which she says are higher compared to the neighboring countries even in times of surplus production. While meeting the cement manufacturers earlier this week, Kyambadde gave them an ultimatum of three weeks to increase supply or else face competition from imported cement.

However, Kyambadde said that she will wait until the three weeks elapse before taking the decision to allow in imported cement. She said government has given the manufacturers an opportunity to address the challenges they were facing that are affecting production capacity mainly the power shortages and delays in clearance of clinker.

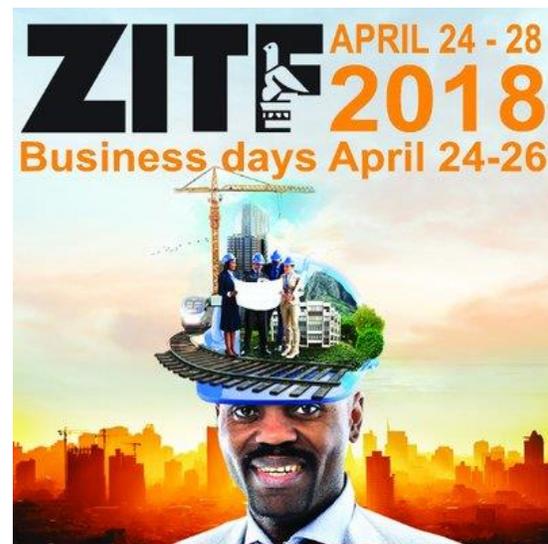
Kyambadde advised the wholesalers to put their resources together because they have the capacity and start a cement factory to supplement the existing three factories and solve the scarcity problem, the monopoly problem and discriminative distribution.

“Government will support you to start up a cement factory. Government will avail you with the land in addition to importation of machinery duty free and exemption of corporate tax for 10 years”, explained Kyambadde

<https://www.independent.co.ug/government-to-support-cement-wholesalers-distributors-to-start-own-factory/>

## ZITF to Open Doors to the Public

Business leaders are optimistic that improved international and domestic investors sentiment under the new dispensation will yield positive trade gains at this year’s Zimbabwe International Trade Fair (ZITF). Bulawayo will host the 59<sup>th</sup> edition of the country’s prime trade showcase at the ZITF. the trade fair will be held under the theme “Sustainable Industrial Development: Inclusive, Competitive, Collaborative.”



President Mnangagwa will officially open the event which has already registered overwhelming local and foreign exhibitors, forcing organizers to expand exhibition space. A total of 18 countries have confirmed their participation. National Business Associations have urged the local

companies to establish meaningful partnerships with equipment suppliers to drive the retooling process.

Confederation of Zimbabwe Industries (CZI) President Sifelani Jabangwa, said that they looking to engage with buyers from outside the country to unlock export opportunities, which will earn the country the much needed foreign currency.

<http://www.chronicle.co.zw/business-leaders-optimistic-as-investor-sentiment-grows/>

## **President Meets New Chairperson and SG of the SCCI**

The President of the Republic of Seychelles, Mr Danny Faure received the new Chairperson of the Seychelles Chamber of Commerce (SCCI) Mr Oliver Bastienne at State House. Mr Bastienne was accompanied by the new Secretary General of SCCI, Mrs Iouana Pillay.

Mr Bastienne was elected as the new Chairperson during the SCCI's annual general meeting held on 28 March 2018 as prescribed by its constitution under section 4.1.1.

During the meeting, the President congratulated Mr Bastienne on his election as the new Chairperson along with Mrs Pillay as the new leadership of the Chamber's Secretariat. President Faure emphasized the need to further consolidate the existing partnership between the Government and the SCCI.

Other areas of discussion included the establishment of the necessary frameworks to further enhance the partnership through the Ministry of Investment, Industry and Entrepreneurship Development and how SCCI can play a leading role in regrouping and encouraging the private sector to take advantage

current business landscape in Seychelles and in the region.

Mr Bastienne thanked the President for inviting the SCCI for a meeting and took the opportunity to brief him of the way forward for the Chamber geared towards infusing new strategies to in return empower local enterprises in becoming more vibrant and self-reliant, whilst ensuring all categories of enterprises in the community are thriving with the necessary support of the SCCI.

Speaking to the press after the meeting, Mr Bastienne also thanked the SCCI members who supported him during the recent election and called on both existing members as well as non-member enterprises to join forces with the SCCI to ensure together the foundations laid can be further development for the betterment of the local business community.

[http://www.statehouse.gov.sc/news.php?news\\_id=3897](http://www.statehouse.gov.sc/news.php?news_id=3897)

## **Egypt Draws Up Ambitious Plan for Booming IT Sector**

Egypt has unveiled an ambitious plan to raise its information technology (IT) exports and increase the contribution of the sector to the country's gross domestic product.

The plan, formulated by and to be implemented by the Communications and Information Technology Ministry, seeks to turn the IT sector into a main driver of Egyptian economic growth. It is part of Cairo's efforts to diversify the country's economy and end dependence on traditional income earners, such as tourism, agricultural exports and the Suez Canal.

The plan, Communications and Information Technology Minister Yasser al-Qadi said, looks to raise IT exports to \$20 billion annually by 2025

from \$3.3 billion now. Egypt's IT exports were \$1.8 billion in 2016, the ministry said.

"It will also raise the contribution of the IT sector to the gross domestic product to 8%, up from 3.5% now," Qadi said.



In 2017, Egypt's web-enabled service industries, including export, onshore and in-house services, employed more than 292,000 people. The Massachusetts-based global research and consulting firm International Data Corporation (IDC) said it expected Egypt's web-enabled service industry to employ 378,000 people by 2020.

Over the past few years, IDC said, Egypt has been at the centre of interest from multinational companies seeking to engage offshore IT services.

Major information and communication technology companies are establishing service delivery centres in Egypt to handle their global operations, IDC said in a report released in February. The companies include IBM, which has set up six centres in Egypt; Valeo, which has its main R&D centre in Egypt; and Mentor Graphics, which hosts its biggest R&D centre outside the United States in Egypt.

Over the past two years, Egypt's IT sector has been growing 2.5% annually and the new plan set a goal of a growth rate of more than 15%.

"Egypt has what it takes to become a regional hub for data centres," said Hamdi el-Laithy, head of communications at the IT Chamber of the Egyptian Federation of Industries. "Huge work is being done at the national level to achieve this goal."

This work includes construction of seven technological zones outside Cairo. The zones are being established, among other places, in the southern province of Asyut, the northern coastal city of Alexandria and the central province of Beni Suef.

Construction of the technological zones is to be completed this year, with operations beginning soon afterward. Officials said they hope the zones convince tech companies to relocate their businesses to Egypt and will include state-of-the-art training centres to provide a qualified labour force.

The new plan of the Communications and Information Technology Ministry includes an aspect to increase locally made inputs in the final products and services produced in Egypt.

Qadi said outsourcing will be crucial to implementing the strategy. "Outsourcing is actually one of several pillars on which the strategy is built," the minister said. "Other important components of the strategy include the localisation of technological industries, attracting more technological investments, modernising the communications infrastructure and opening new regional and international markets."

There are hopes that online outsourcing will increase Egypt's hard currency inflows and ease pressures on the trade and payments balances.

Egyptian policymakers said that outsourcing has great potential in a country where more than 800,000 university graduates enter the labour market every year.

Egypt's economic reform, which has included the flotation of the national currency, has led to a severe drop in the exchange rate of the Egyptian pound. This drop has caused suffering to local consumers but is giving Egypt an edge as an outsourcing centre for IT industries.

Greater focus on the IT sector as a driver of the economic growth will benefit the economy, reduce pressure on other sectors and help Egypt's economic policymakers draft long-term plans, economists said.

There is also demand for IT products from emerging markets, especially in the African continent and Egypt can use its proximity to reap greater dividends.

"We have a huge pool of skilled labour, infrastructure and a competitive environment to IT investments," said Yumna al-Hamaqi, an economics professor at Cairo University. "All these advantages should give us an edge that compounds our country's proximity to markets where there is demand for IT products."

<https://thearabweekly.com/egypt-draws-ambitious-plan-booming-it-sector>



## CBC Biznet – Get Connected Now.

The COMESA Business council has upped the game for regional buyers and suppliers by widening the online interactive market portal. The portal currently has more than 2000 buyers and suppliers that are transacting from across the

region in more than 34 sectors. Be part of the winning team and get integrated in regional markets by signing up for the CBC Biznet TODAY!!

Company Name	Interest	Description	Sector	Subsector	Location
Tutweer Animal Nutrition Products Co.Ä	Agro- Processing	Tutweer Animal Nutrition Products Co.Ä Giza Corporate Agro- Processing			Egypt

Visit our website on <http://comesabusinesscouncil.org> and look out for BIZNET in the main menu of the website. Once you log onto the page sign up and follow through the simple and straight forward registration steps.

**Benefits for suppliers:**

- Increased visibility
- Increase in sales
- Increase in revenue

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- Increased visibility
- Better priced produce
- Consistency/visibility in supplies
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Useful tips and tricks to use the portal efficiently

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MADE IN COMESA

## CBC MEMBERSHIP CATEGORIES

<b>1 Principal Members</b>	Private Sector national business association representing various sectors of national economies of member states and other corporate companies. The annual subscription fee is USD 2000
<b>2 Honorary/ Corporate Members</b>	National and multi-National corporate companies and other interest groups. The annual subscription fee is USD 5000
<b>3 Associate Members</b>	Eligible are national business associations, investment and Export promotion agency, trade support institutions, regional associations and other associations directly or indirectly related to private sector issues. The annual membership fee is USD 2500
<b>4 Emerging Businesses</b>	Business startups, Small and Medium Enterprise. The Annual membership fee is USD 1000.

## MEMBERSHIP BENEFITS

1. Advocacy excellence in the region – influence decisions at the highest levels of policy decision makers in COMESA.
2. Regional brand recognition as a business through CBC
3. Market intelligence and analysis to inform trade, investment and joint venture decisions.
4. Increased partnerships in regional and global markets.
5. Business facilitation in regional and global markets through trade promotion, linkages and advisory services.
6. Industry collaboration through CBC memberships for efficiency and sustainability of enterprises and associations.

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