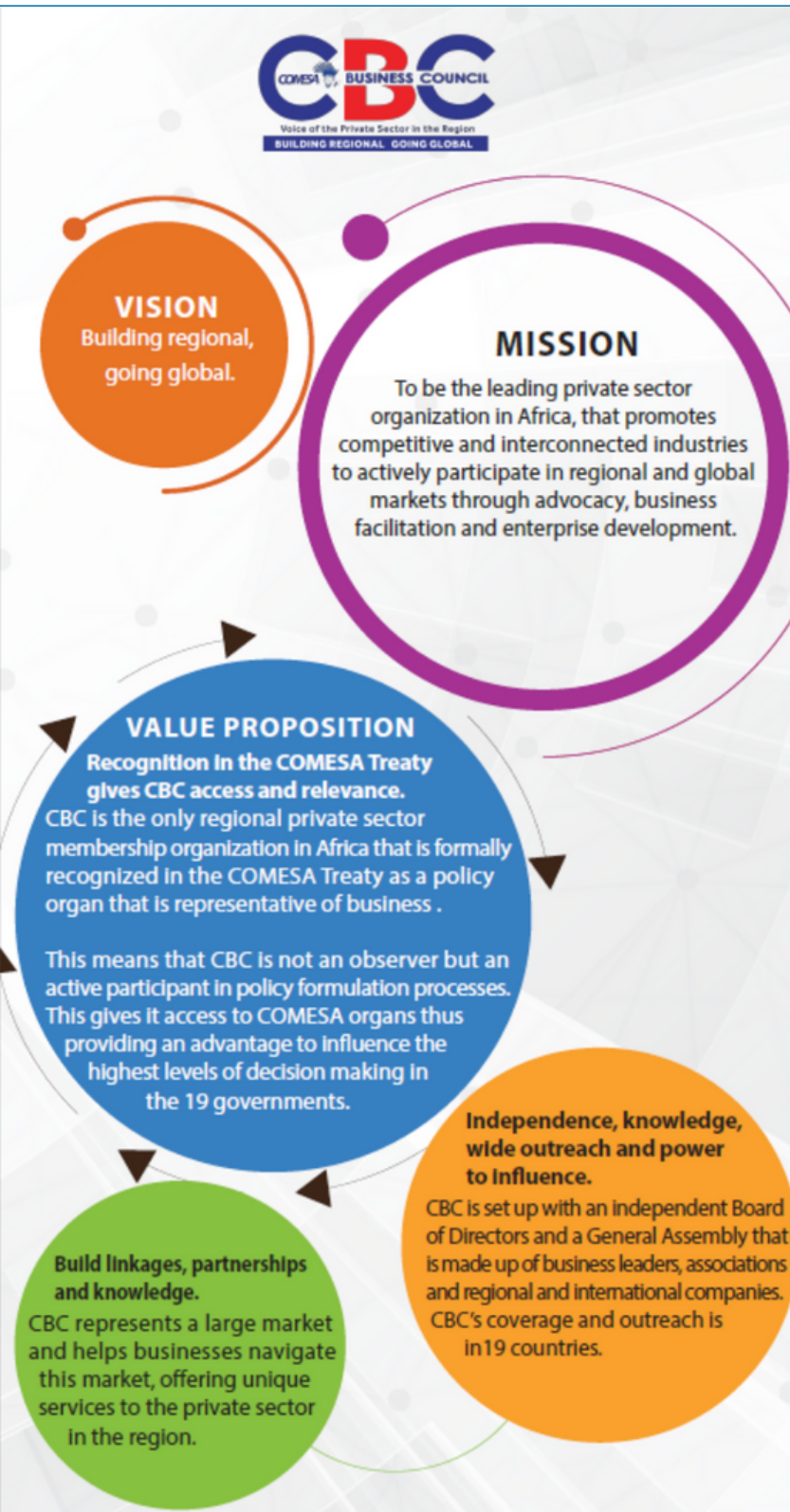


News Updates from the COMESA Business Council - 4 November, 2019.



## About CBC

CBC is the recognized Business Member Organization, established as a private sector institution of COMESA. We represent the interests of businesses sectors at a regional level. The services provided go beyond advocacy, to actively promote business participation in regional integration, investment and global trade. This is done by facilitating the growth of strong business synergies, the development of business opportunities, business alliances, legislative and strategic advocacy. We provide custom tailored services that are driven by both industry and enterprise interests.

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# KENYA PUSHES FOR A REGIONAL CARGO TRACKING SYSTEM



Kenya is pushing to bring on board all East Africa Community member countries to the regional electronic cargo tracking system to streamline cargo transportation and boost tax collection through the Single Customs Territory. Kenya's National Treasury acting Cabinet Secretary Ukur Yatani said having all EAC countries using Rects is crucial in avoiding dumping of goods, minimising travel delays, improving cargo security and boosting tax revenues.

Speaking at the 2019 taxpayer's month forum, Mr Yatani said: "Plans are underway to roll out Rects to include South Sudan, Tanzania and ultimately to destinations outside the EAC bloc." But the biggest challenge is that Tanzania has its own electronic cargo tracking system (Tancis), a multi-vendor platform owned by private companies. The push to bring Tanzania on board, in particular, comes at a time when Rwanda, Burundi and the Democratic Republic of Congo are increasingly using the Central Corridor as a viable option than the Northern Corridor via Kenya.

While it is clear that South Sudan is set to join Rects as soon as the transitional government is in place this November, negotiations with Tanzania are ongoing. The timelines are not clear for Tanzania but the country joining Rectis will improve cargo transit for DRC and Rwanda," said Richard Kamajugo, Trademark East Africa senior director for trade environment.

The e-cargo tracking system and a regional customs monitoring platform provide real-time tracking of cargo trucks between the port of Mombasa and destinations in Kenya, Uganda and Rwanda through the use of electronic seals on cargo being tracked by satellite from a centralised tracking centre. The DR Congo joined in July despite not being an official member of the EAC.

Rects has been in operation for two years now, but the non-adoption of the same by Tanzania, South Sudan and Burundi is limiting its effectiveness, bearing in mind the importance of the Central Corridor in regional trade. EAC adopted the SCT to make doing business easy across the bloc by having goods e-checked prior to loading and releasing them from the port of entry.

Read More: <https://www.theeastafrican.co.ke/business/Kenya-pushes-for-a-regional-cargo-tracking-system/2560-5312000-11f3d85z/index.html>



# VW TESTS ITS ELECTRIC GOLFS IN RWANDA



Rwanda has partnered with German carmaker Volkswagen to test the reliability of the electric Golf cars in Africa, in its push to become the region's industrial hub. The e-Golfs were unveiled last week at the Kigali Convention Centre and are part of a campaign to cut vehicle emissions—which falls into Volkswagen's plans to go fully electric by 2030 and Rwanda's targets for net-zero emissions by 2050.

The event was attended by Prime Minister Edouard Ngirente. The e-Golf comes with a battery guarantee of eight years, and it takes an hour to fully charge the vehicle on 40kw per hour, which lasts a distance of 230km. Currently, charging can only be done at a station at the Kigali Special Economic Zone, using technology developed by German manufacturer Siemens.

About 15 more charging points are expected to be rolled out in Kigali depending on the vehicle's performance and demand. Starting with only four electric vehicles, the test phase will see Volkswagen gradually increase the fleet to 50. The cars are not primarily for sale but will be used in Volkswagen's car-hailing and sharing services popularly used in Rwanda through their Move App. The app has about 27,000 registered users and 60,000 rides from the beginning of this year.

"We started working with Rwanda about two years ago and we can reach out to the continent through our work here," said Thomas Schäfer, CEO of Volkswagen Group South Africa. The electric cars are imported to Rwanda duty free—a government incentive to large investors seeking to set up assembly and production lines in the country. The e-Golf has been in European markets since 2014 and costs about \$35,900. VW also runs a car assembly in Kenya, which resumed in 2016 after a 40-year hiatus.

Read more: <https://www.theeastafrican.co.ke/business/VW-tests-its-electric-golfs-in-rwanda/2560-5335404-14ec1i5/index.html>



# IMPROVE BUSINESS CLIMATE IN UGANDA



Uganda jumped an impressive 11 places in the World Bank's latest 'Doing Business' report 2020. The report looks at domestic small and medium-size companies and measures the regulations applying to them through their life cycle. It reviews 190 economies across 10 business regulatory areas of Starting a Business, dealing with Construction Permits, getting electricity, registering property, getting credit, protecting minority investors, paying taxes, trading across borders, enforcing contracts and resolving insolvency.

But Uganda made strides in only one reform out of 10 indicators about accessing electricity. The getting electricity indicator tracks changes related to the efficiency of the connection process, the reliability of power supply and transparency of tariffs. Uganda improved in the monitoring and regulation of power outages by refining its calculation of the Annual System Average Interruption Duration Index and System Average Interruption Frequency Index. Uganda's worst performance areas include Starting a Business in Uganda, which ranked 169, registering property (135) and trading across borders (121).

In terms of starting a business, one must fulfil at least 13 procedures. It takes about three to five days to file the registration documents at the Office of the Registrar and obtain a Certificate of Incorporation. It takes another four to six days to obtain a Tax Identification Number (TIN) and register for taxes at the Uganda Revenue Authority. To obtain a trading license from Kampala Capital City Authority, you need about four days.

To register property, you must complete 10 procedures. At the tail end of this process, you need another 11 days for the transfer of documents to be lodged at the Department of Land Registration. The report notes that at this point, the documents will be transmitted to the Registrar, who will pass the Instrument of Transfer. "The file goes to typing and is then sent to the Commissioner in charge of land registration for verification. The Registrar cancels out the old owner in handwriting and signs against the new owner," the World Bank report highlights.

These are among the several processes that one must endure to do business in Uganda. On enforcing contracts, it takes about 490 days to resolve a dispute, counted from the day the plaintiff files the lawsuit in court until payment is done. This includes both the days when actions take place and the waiting period in between. Therefore, it is critical that the government, the private sector and other players do whatever is necessary to enable Uganda to attain a business-friendly environment.

Read More: <https://www.monitor.co.ug/OpEd/Editorial/Improve-business-climate-in-Uganda/689360-5333238-cnlg2/index.html>



# PRODUCT FOCUS - FRESH CUT ROSES



Fresh Cut roses and Buds are flowers or flower buds (often with some stem and leaf) that have been cut from the plant bearing it. They are usually removed from the plant, stored and transported under cooled conditions until they are ready to be sold at retail level.

Roses are grown all year round in the COMESA Region and include sweethearts, intermediates and T-hybrid roses varieties. Standard cut roses differ in size, fragrance and range in colors from white, yellow, pink, red and combinations of different colors. These flowers are generally sold as mono bunches or used in bouquets and other flower arrangements.

The Dutch flower auction is the main marketplace for cut flowers in Europe. Flowers from all over the world find their buyers through the auction and the Dutch network of flower traders. Specific requirements for quality, size, packaging and product information are set by the Dutch Flower Auctions Association (VBN) in agreement with growers and traders.

These requirements must be met by growers to sell at the auction. The auction serves as an important trade platform for exporters from developing countries. The requirements that are widely adopted as minimum requirements across the entire cut flower.

## OPPORTUNITIES

According to ITC Trademap, the global import of fresh cut flowers increased (in value) by 1% between 2014 to 2018, quantity by 8% between 2014-2018 and between 2017 & 2018 the value increased by 9%. The table below highlights major importers regionally and internationally;



# PRODUCT FOCUS - FRESH CUT ROSES

## International Markets

- United States of America
- Germany
- United Kingdom
- Netherlands
- France
- Russia
- Japan
- Belarus
- Belgium
- Italy
- Switzerland
- Poland
- Canada
- Austria
- Denmark
- Spain

## Regional Markets

- South Africa
- Namibia
- Cote d'Ivoire
- Morocco
- Egypt
- Angola
- Mauritius
- DRC
- Gabon



## MARKET ANALYSIS

According to Trademap statistics, COMESA's exports of flowers to the world has been increasing over the years. Over the past four years, COMESA's exports increased by 17% from US\$709 million in 2015 to US\$833 million in 2018. The major export markets for COMESA in 2018 include Netherlands - sourcing 50% of total exports, United Kingdom (14%), Belgium (7%), Saudi Arabia (5%), Germany (4%), Norway (4%), Russia (3%) and United Arab Emirates (3%), among others.

In terms of price, in Europe:

- A mono bunch of 15 medium-sized red roses currently sells for about €20 to €30 when bought at a florist shop.
- A bouquet of 15 large-bud, long-stemmed red roses sells for about €40.
- A bunch of 10 small roses in the supermarket sells for much less, between €3 and €10.

## LABELING REQUIREMENTS

- Every stacking cart must be accompanied by a fully and correctly completed consignment note containing all required information about the stacking cart.
- general product specifications for Cut flowers for the list of required information.
- In addition, every packaging unit needs to be labelled with product and supplier information, namely:
  - o Supplier number;
  - o Variety name;
  - o Amount (e.g. stems) per packaging unit (e.g. bucket, etc);
  - o grading marks (Class A1, A2, B1)
  - o Supplier name



## VOLUNTARY STANDARDS

Producers are urged to comply with internationally recognised standards to improve pricing such as:

- GLOBAL G.A.P. Floriculture (Global Good Agricultural Practice): standard is primarily designed to reassure consumers about how food is produced on the farm by minimising detrimental environmental impacts of farming operations, reducing the use of chemical inputs and ensuring a responsible approach to worker health and safety as well as animal welfare.
- MPS-ABC – environmental certificates
- Fair Trade International: an independent, non-governmental, not-for-profit organization that promotes sustainable development and poverty alleviation and sets the Fairtrade standards. One organization (FLO-CERT) is responsible for auditing and certification of compliance against the Fairtrade standards.

# PRODUCT FOCUS - FRESH CUT ROSES

Country	Potential Export Markets
Kenya	Netherlands, United Kingdom, Germany, Russia, Norway, United Arab Emirates, Saudi Arabia, Australia, Japan, France, Switzerland, Sweden, Italy, China, South Africa, Qatar, Oman, United States of America, Latvia, Ukraine, Poland, Kuwait
Ethiopia	Netherlands, Belgium, Saudi Arabia, United Kingdom, Norway, Japan, United Arab Emirates, United States of America, Germany, China, Russia, Korea, Kuwait, Italy, Qatar, Belarus, Czech Republic, France, Switzerland, Canada.
Zambia	Netherlands, Germany, United Kingdom, Belgium, South Africa, Russia, Norway, Switzerland, United Arab Emirates, Kuwait, Czech Republic, Serbia, Spain, Kazakhstan
Zimbabwe	Netherlands, South Africa, United Kingdom, Germany, United States of America, Switzerland, Czech Republic, Japan, Norway, United Kingdom, China, Russia, Australia, United Arab Emirates, Canada, Kuwait, France, Korea.
Rwanda	Netherlands, France, Romania, Benin, South Africa, Belgium, Gabon, Germany, Australia, Belarus, Belgium, Burundi.
Egypt	Saudi Arabia, Kuwait, Jordan, Lebanon, UAE, Germany, Netherlands, Bahrain, Belgium, Oman, Ethiopia, Tunisia, Israel, Iraq, Thailand, China, United Kingdom, Qatar, Cyprus, Algeria, France, Finland, Mauritius, Italy
Uganda	Netherlands, Rwanda, DRC, United Kingdom, Belarus, Japan, United States of America, Saudi Arabia, France, Egypt, Germany, Malaysia, Switzerland, Ghana
Mauritius	Japan, Australia, France, United Arab Emirates, Hong Kong, Italy, Canada, Switzerland, Singapore, Malaysia, United States of America, Seychelles, Thailand, New Zealand, United Kingdom.

Generally, COMESA has potential to increase export of flowers to the world considering the favourable climatic conditions suitable to grow cut flowers.

## PACKAGING REQUIREMENTS

- Imported roses are often traded in cardboard boxes.
- Roses are often shipped without plastic sleeves to avoid build-up of humidity.
- Be supplied in bunches of 10 or 20 stems.
- Each barrel unit is to be packed in foil per container as a minimum.
- Be bunched so that the flower buds are all at the same level or in two layers, the separate layers may not touch each other.
- Must be supplied in clean water (containing the prescribed pre-treatment agents).





# MARKET FOCUS - ETHIOPIA



The Federal Democratic Republic of Ethiopia is located in the Horn of Africa. It is bordered by Eritrea to the north, Djibouti and Somalia to the east, Sudan and South Sudan to the west, and Kenya to the south.

According to The World Bank, the country has a total population of 105 million, a Gross Domestic Product (GDP) of US\$84.35 billion translating to a GDP per capita of US\$772. Ethiopia is one of the fastest growing economies in the world. With growth largely driven by industrial activities and investments in infrastructure and manufacturing sector.

Ethiopia is a multi-ethnic state with 83 languages and 200 dialects. Amharic is the working language of the Federal Democratic Republic of Ethiopia, while Oromiffa, Tigrigna and Guragina are widely spoken.

Ethiopia is home to the African Union (AU) and plays an influential role in mediating African conflicts. Ethiopia was a founding member of the Common Market for Eastern and Southern Africa (COMESA) and a member of; Group of 24 (G24), Group of 77 (G77), World Federation of Trade Unions (WFTU) and Intergovernmental Authority on Development (IGAD).

## TRADE OPPORTUNITIES

### i. Markets Which Ethiopia can Target in COMESA and Supply Products

#### Products with Potential

Egypt	Seeds, coffee, sesamum seeds, turmeric, broad beans, kidney beans, woven fabrics, vegetable seeds.
Sudan	Coffee, broad beans, pepper, tropical wood, chickpeas, clothing accessories, hop cones, women dresses, spices, liqueurs & cordials, garlic, beer made from malt, hard rubber, natural honey, sesamum seeds, vaccines, women fabrics, footwear, soya bean flour, pepper, dried fish, fruits.
Kenya	Kidney beans, maize seed, telephone sets, cane sugar, millet seed, footwear, optical fibre, wovfabric, grain sorghum, fruits, toilet linen, undenatured alcohol, dried vegetables, soya bean, zinc powders.
Eswatini	Cotton, coffee, pastry, pepper.
Tunisia	Lac, cotton, dried vegetables, sesamum seeds.





# MARKET FOCUS - ETHIOPIA

## ii. International Markets Ethiopia can target and Supply Products

The markets with greatest potential for Ethiopia's exports of all products are China, Somalia and Netherlands. China shows the largest absolute difference between potential and actual exports in value terms.

Market	Products with Potential
China	Sesamum seeds, soya beans, leather, coffee, soya beans, footwear, oil seeds, cotton yarn, natural gums, chromium ores and concentrates
Somalia	Fresh vegetables (fresh potatoes, lettuce, tomatoes, carrots, kidney beans), live bovine animals, live sheep, Portland cement
Netherlands	Cut flowers & buds, coffee, sesamum seeds, fresh or chilled beans
USA	Coffee, footwear, oil seeds, biscuits, babies' garments, gloves, t-shirts, flowers, leather handbags, jerseys, precious stones, beeswax, kidney beans
Saudi Arabia	Coffee, goat meat, sesamum seeds, fresh cut roses, live sheep, fresh strawberries, pepper, kidney beans, chickpeas, live camels, live cattle, oil seeds, spices, guavas, toilet linen, fresh lettuce, avocados, peas
Germany	Coffee, textiles, men's shirts, oil seeds, kidney beans, bee wax, babies' garments, pepper, fresh cut flowers, dried mixed vegetables, cotton waste, natural honey

## iii. COMESA Countries can supply the following products to Ethiopia:

- Petroleum oils
- Wheat
- Onions and shallots
- Sunflower seed
- Electricity
- Soap
- Sorghum seed for sowing
- Ballpoint pens
- Pneumatic tyres
- Wire of refined copper
- Yeast
- Toilet/facial tissue
- Fabricated building
- Soups and broths
- Televisions
- Medicaments
- Urea resins
- Raw cane sugar
- Sanitary towels

## iv. Important Contacts

Ethiopian Chamber of Commerce and Sectorial Association  
P.O. Box 517  
Mexico Square  
Addis Ababa  
Tel: +251 1 5513765  
E-mail: [ethchamb@ethionet.et](mailto:ethchamb@ethionet.et)  
Website: [www.ethiopianchamber.com](http://www.ethiopianchamber.com)

Ethiopian Investment Commission  
P.O. Box 2313  
Addis Ababa  
Tel: +251 11 551 0033  
Fax: +251 11 551 4396  
E-mail: [ethioinvest@investethiopia.gov.et](mailto:ethioinvest@investethiopia.gov.et)  
Website: [www.investethiopia.gov.et](http://www.investethiopia.gov.et)

# FEI DELEGATION EXPLORES INVESTMENT AND COOPERATION OPPORTUNITIES IN BERLIN



A delegation from the Federation of Egyptian Industries (FEI) started a three-day visit to the German capital, Berlin, on Monday. The delegation aims to review possible means of cooperation across different areas to support Egyptian industry and attract more German investments to the country. It includes FEI Head Mohamed El-Sewedy, FEI's Vice Chairperson Tarek Tawfik, Chairperson of the Investment Committee FEI Mahmoud Suleiman, Members of the Board of Directors Mohammad Ashour and Ahmad Fikri Abdul Wahab, Chairperson of the Board for sons of Farid Hussain company Hossam Farid Hassanen, Chairperson of the Egyptian-German Business Council Nader Riad, President of the German - Arab Chamber of Industry & Commerce Emad Ghaly, and Chief Executive Officer of the German - Arab Chamber of Industry & Commerce Jan Noether.

The delegation began its first visit on Monday to the headquarters of the German company Siemens, specialised in the production of turbines, to get acquainted with the latest technological developments, and how to support the Egyptian electricity and energy market through the implementation of projects. The visit also discussed the possibility of cooperation in new projects in the energy field. German company officials reviewed their projects in Egypt, explaining that the company has pumped about €10bn in technology for the past 10 years. Guido Ederer, project management and strategy head at Siemens AG Power & Gas division, gave a detailed explanation on the company's activities and plans, "Egypt is an important partner for the company, and the coming period will witness further cooperation with the Egyptian market."

The delegation aims to promote the investment climate in Egypt to offer investment opportunities in new sectors which haven't receive sufficient attention from foreign investors. Head of the delegation, El-Sewedy, said that the visit comes within a round of visits targeted by the FEI during the current and future period, in order to support cooperation in the industrial field between Egypt and a number of countries. It also aims to seek partnerships in sectors needed by the Egyptian industry, such as technology, training and technical education, and the field of issuing accreditation certificates to factories.

Officials of the delegation were keen on meeting representatives of the German Technical Inspection Association, specialised in the field of quality certification and training, where all members of the delegation stressed the need to find a formula for cooperation between the two sides during the coming period, given the importance and role of the quality certification system in the industrial sector.

He noted that Egypt has gained great importance to the German government over the past two years, after German investors were focused on the Asian market, adding that the total trade volume with Africa accounted for 1.8% of Germany's total trade with the world. This stresses the need to intensify moves to increase this percentage through deeper cooperation with Egypt in the coming period. The delegation concluded the first day with a visit to the smart city Euref, which includes a number of green projects.

Read more: <https://menafn.com/1099131233/Egypt--FEI-delegation-explores-investment-and-cooperation-opportunities-in-Berlin>



# AFDB SHAREHOLDERS APPROVE LANDMARK \$115 BILLION CAPITAL BOOST



The shareholders of the African Development Bank (AfDB) have approved \$115 billion capital injection that will see the pan-African lender capital base jump from \$93 billion to \$208 billion.

The new financing, the largest in the bank's 55-year-history, will ensure the bank's AAA rating, all stable, from rating agencies, the board said after an extraordinary meeting on Thursday in Abidjan, Ivory Coast. The bank plans to pump the money into infrastructure projects to improve electricity connectivity, energy, transport and water and sanitation services in several African countries.

AfDB President Akinwumi Adesina said the bank would channel the funds to infrastructure, regional integration, supporting fragile states to build resilience, addressing climate change and boosting private sector investments. "We will do a lot more.

This is a historic moment," said AfDB President Akinwumi Adesina. Ivory Coast President Alassane Ouattara said: "the integration of the continent's priorities into the High 5s indicates that the African Development Bank group is a strategic partner for African governments."

Read more: <https://www.theeastafrican.co.ke/business/AfDB-shareholders-approve-landmark-capital-boost/2560-5332764-a1pws1/index.html>



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## UPCOMING TRADE FAIRS IN COMESA

### DRC

DRC Mining Week  
June 2020  
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E-mail: [Kudakwashe.Tsingano@spintelligent.com](mailto:Kudakwashe.Tsingano@spintelligent.com)  
Focus: Mining sector

### ZAMBIA

Agritech  
2-4 April 2020  
Tel: +27 21 001 3865  
E-mail: [Dominique.Lauwere@spintelligent.com](mailto:Dominique.Lauwere@spintelligent.com)  
Website: [www.agritech-expo.com](http://www.agritech-expo.com)  
Focus: Agricultural inputs, implements and produce

### ZIMBABWE

Zimbabwe International Trade Fair - Bulawayo  
23-27 April 2020  
Tel: +263 9 884 911-5, +263 9 884 921  
E-mail: [zitf@zitf.co.zw](mailto:zitf@zitf.co.zw)  
Website: [www.zitf.net](http://www.zitf.net)  
Focus: Multisectoral

### ETHIOPIA

Pan African Trade & Investment Expo  
19 – 22 March 2020  
Email: [exhibit@panafricanexpo.com](mailto:exhibit@panafricanexpo.com)  
Website: [www.panafricanexpo.com](http://www.panafricanexpo.com)  
Focus: Multisectoral

### KENYA

Kenya International Trade Exhibition  
18 – 20 November 2020  
E-mail: [info@kicc.co.ke](mailto:info@kicc.co.ke)  
Website: /  
<https://www.expogr.com/expokenya/>  
Focus: Multisectoral

### ZAMBIA

Zambia Agricultural & Commercial Show  
July/August 2020  
Tel: +260 977 76076/ +260211253415  
Email: [acsz@iconnect.zm](mailto:acsz@iconnect.zm)  
Focus: Multisectoral



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