Haryana & Africa
Towards a Prosperous Future
India and Africa have been historically connected during different eras through culture, economics, and politics. India’s early engagements with Africa were focused on the continent’s eastern coast.

In this era of globalisation, India and Africa continue to have a lot in common. These similarities are also shared by Haryana and several nations in the African continent, and I believe there is a plethora of opportunities in the areas of trade, skill development, education, tourism, culture, and people-to-people engagement.

The Haryana-Africa Conclave is a harbinger of a new beginning to strengthen the existing relations between Haryana and several regions in Africa. The Conclave aims to provide a constructive platform to representatives from the two regions to discuss scope of cooperation and collaboration in the areas of mutual interest.

I am confident that such engagement will lead to building a strong and long-lasting partnership between our regions propelling growth & prosperity for everyone. I assure full cooperation from the Government of Haryana to all the stakeholders from African nations for taking the relations between the two regions to the next level.

Manohar Lal
Chief Minister, Government of Haryana
India is one of the world’s fastest growing economies and is witnessing a roaring economic recovery buoyed by visionary reforms and a conducive investment environment.

The Indian economy will provisionally stand at a GDP of INR 135.13 lakh crore, or USD 2.62 billion, at current prices in 2021. India has been consistently making progress across socioeconomic indicators, and has an ambitious USD 5 trillion GDP target for itself by 2024-25. Concomitantly, India’s global footprint has been increasing in line with its economic rise, whereby India is emerging as a preferred partner for social and economic development across the developing world.

India has a number of intrinsic strengths which enable it to attain fast growth rates. It has a massive demographic dividend with a large English speaking labour force, varied climatic conditions which results in a bounty of biodiversity, several mineral resources, and a robust education system which provides world class talent at affordable prices. Furthermore, India is nurturing a formidable startup ecosystem which has given the world the second largest number of Unicorn Firms (Firms enjoying a valuation of more than USD 1 billion), underlining the dynamism present in the economy. These assets have found a newfound vigour with an economic reform impetus, and also a consistent push to have the rest of the developing world become shared partners in India’s progress.

India’s flagship Production Linked Incentive Scheme (PLI Scheme) now includes 10 more sectors, the scheme undertakes significant financial incentives to boost domestic manufacturing and attract large investments in focus sectors. The Benefits envisioned under the scheme include –
• Making Indian manufacturers globally competitive
• Enhancing Exports
• Create economies of scale
• Drive Innovation
• Making India a part of global supply chain

Along with attracting investments, India and Indians are also avid investors in the developing world, including Africa. The African continent was the recipient of around 21 per cent of all Indian FDI abroad in 2018, and the trend is expected to persist. While traditionally, Indian investments in Africa have been dominated by the energy sector, recent trends have seen a widespread diversification towards other major sectors such as agriculture, manufacturing, telecom, IT, and mineral resources. The Indian Ministry for External Affairs has outlined its intention to make available USD 1 billion assistance for 23 projects across 13 countries in Africa.
Haryana has built a reputation for itself as the "breadbasket of India", owing to its high contribution to India's agricultural output. Haryana is among the northernmost states in India and adjacent to Delhi, the National Capital of India. The State surrounds the national capital city, New Delhi, from three sides, and has high growth satellite districts of Faridabad and Gurgaon which host a diverse array of firms with national and global presence. Historically an agrarian state, Haryana today is a well-developed industrial state.
Growth Tracker

As per the advance estimates for 2021-22, the state’s GDP at current prices has been estimated at INR 8,87,252 crore (USD 121.77 billion), an increase of 7 per cent YoY. At current prices, Haryana’s GDP growth was projected at 15.8 per cent for FY22. The state occupies 1.3 per cent of landmass and contributes to 3.63 per cent of India GDP.

Cohesive Business Environment

The State Government of Haryana has been committed to creating a progressive business environment. The state offers a wide range of fiscal and policy incentives for businesses under the Haryana Enterprises and Employment Policy, 2020. Haryana ranked sixteenth (16th) in the country under Ease of Doing Business in the Business Reforms Action Plan 2019. As of October 2020, the state has seven exporting Special Economic Zones (SEZs). Most of the Districts are covered by at least one Industrial Corridor and have a railway track network of about 1171 Km. It is supported by a well-laid 26,000 km roadways network and 15 National and 29 state highways that give a boost to the state economy.

Trade Matters

Merchandise exports from Haryana reached USD 12.06 billion in FY20 and USD 11.60 billion in FY21. According to the Department for Promotion of Industry and Internal Trade (DPIIT), cumulative Foreign Direct Investment (FDI) inflows in Haryana stood at USD 1.7 billion in FY21 and were USD 2.42 billion between October 2019 and March 2021. Haryana’s well diversified economy sitting at the crossroads of multimodal transportation, industrial corridors, and major markets in north India gives the State a significant advantage in trade.

Attracting Investments—Across Sectors

The state is one of India’s largest automobile hubs and accounts for two-thirds passenger cars, 50 per cent tractors and 60 per cent motorcycles manufactured in the country. The state has also emerged as a base for the knowledge industry, including IT and biotechnology. Haryana is the third-largest exporter of software and one of the preferred destinations for IT/ITeS facilities.
Leadership Across Sectors

● **Agriculture:** The Agriculture and Allied industries form the backbone of the State economy, where the State has adopted modernised agricultural practices. With more than 3000 operative food processing units, 60 per cent of India’s Basmati Export, 5 per cent of National Dairy Production, Haryana, ranks 4th in Egg Production, 8th in Meat production, and ranks first in Horticulture Crops.

● **Textile:** Haryana is a major cotton growing as well as textile weaving State. Fourth largest producer of cotton in the country contributing 6 per cent to national production, readymade garments worth more than USD 1 billion being exported from the state annually, the sector employs over one million workers.

● **Automobile and Components:** Haryana hosts a dense network of auto manufacturing and ancillary companies in its industrial regions. It manufactures 80 per cent of excavators, 52% of cranes, 50% of cars and 33% of two wheelers in India, 50 of 150 (33%) large OEMs in India are located in Haryana.

● **IT and ESDM:** Haryana is the third largest exporter of software, the software and IT export for FY18 was USD 8.0 billion from Haryana. Gurgaon is BPM capital of World (5 per cent of Global Workforce).

● **Pharmaceuticals and Chemical:** Haryana has a dedicated Pharmaceutical Policy, and the State is intending to expand its base in pharmaceuticals by building pharma and medical devices parks along with other important incentives. The State also has a large chemicals industry having both specialty and commodity producers, catering to the auto, agriculture, leather, textiles, petrochemicals, and electronics industries.
Government of Haryana has established a dedicated Department of Foreign Cooperation (FCD), responsible for the State’s foreign engagement, forging bilateral and multilateral ties at the international level, and assisting the Haryanvi diaspora. FCD has the mandate to promote Haryana as the most preferred destination for foreign investments, to advance Haryanvi culture, and to facilitate the welfare of the Haryanvi diaspora by furthering their interests through engagement, advocacy, and assistance.

As a part of the above-mentioned mandate, FCD, Government of Haryana is organising the Haryana Africa Conclave, Series-1 on 28-29th October 2021 at Chandigarh in consultation with the Ministry of External Affairs, Government of India.

The proposed Conclave is being organised with the objectives of strengthening cooperation between Haryana and African nations in areas of Agriculture, Skill Development, Education, Information Technology, Agro-based Food Processing, Dairy, Sports, Cultural Exchange, or any other areas of mutual interest; forging sisterhood relationships with regions in the African countries; and promoting cultural exchange and increasing people-to-people engagement between the two regions.

This Conclave is a first of its kind initiative taken by any State in India. Ambassadors of 18 countries of the African region have been invited to participate in the Series -1 of the Haryana-Africa Conclave.
**Democratic Republic of Congo**

- **Capital**: Kinshasa
- **President**: Félix Antoine Tshisekedi Tshilombo
- **Ambassador**: Mossi Nyamale Rosette
- **Population**: 89,561,404
- **Governance**: Democratic Republic
- **Literacy Rate**: 77 per cent
- **Bilateral Trade**: USD 368.28 mn
- **GDP**: USD 32.5 bn
- **Important Sectors**: Agricultural Infrastructure, Food Processing Industry, Transportation, Finance and Trade.
- **Opportunities for Haryana**: Agricultural Infrastructure, Food Processing Industry, Transportation, Finance and Trade.
India’s export to Democratic Republic of Congo

1. Pharmaceutical products
2. Nuclear Reactors
3. Plastics & other articles thereof
4. Tramway
5. Electrical Machinery

Democratic Republic of Congo’s export to India

1. Crude Oil
2. Cocoa
3. Electronic Equipment
4. Aluminum
5. Oil Seeds

India - Congo Trade and Investment Relations:

Coffee is the chief agricultural export from Democratic Republic of Congo (DRC). DRC’s forest reserves cover more than half of the country and are among the largest in Africa. It is estimated that the country’s hydroelectric resources make up about one-eighth of global capacity and perhaps half of Africa’s potential capacity.

India has always had a cordial and friendly relationship with the DRC. India was among the first countries to establish a diplomatic mission in Kinshasa.

The following bilateral Agreements/MOUs exist between India and DRC:

- Foreign Office Consultations signed in May, 2005.

India has previously assisted DRC by providing the following Lines of Credit: (i) USD 70 million LOC for the Rural Electrification Project (ii) LOC of USD 89.9 million for the Development of an Urban Transportation System, in the capital city of Brazzaville and in Pointe Noire; (iii) LOC of USD 55 million for a Greenfield 600 tpd rotary kiln based Cement Plant Project. More importantly, all the above three projects are currently under execution.

Haryana-Congo: Areas for Cooperation & Collaboration

- **Manufacturing Industries:** Manufacturing accounts for a small proportion of the Congolese GDP. The sector has been hampered by a variety of factors, including difficulty obtaining machinery and spare parts and an unreliable electricity supply. Haryana can design a framework of investment opportunities for Congo in the following focused sector in the manufacturing industry like Auto & Auto Components, Agro & Food Processing and Electronics/ITES. Model-Industrial Townships setups can also boost the economy of Congo. Integrated Aviation hub similar to the railway and ports integration can transform its investment opportunities.

- **Finance and Trade:** The national central bank, the Bank of Congo, is located in Kinshasa, as are numerous commercial, savings, and development banks. There are also mortgage and credit banking institutions. The penetration of the banking system in Congo is extremely low, however, and only a fraction of Congolese citizens maintain bank accounts; the majority of transactions within the dominant informal sector are settled in cash. Haryana exemplifies the concept of developing major industrial corridor as well as seamless road networks to thrust upon finance and trade, business-friendly environment can be created reducing the role of bureaucracy, adjusting to single window clearance models and digitising the application processes, central inspection systems and quick grievance redressed mechanism.

- **Transportation:** Congo's generally poor transportation infrastructure is a major factor in its economic underdevelopment, a situation exacerbated by years of civil conflict. Haryana has emerged to be as one of the most important business centres in India and, thus, Haryana Government has invested a lot to provide proper transportation facilities to the people. The common modes of transportation in the state Haryana are roadways, railways and airports. The state is very well connected to the rest of the states in India through its wonderful network of roadways, railways and airways. The state has a number of international airports too, which provide a brilliant opportunity for the international travellers to land in the state directly.
ARAB REPUBLIC OF EGYPT

Capital
Cairo

President
Abdel Fattah Al-Sisi

Ambassador
Sherif Elgammal

GDP
USD 363.07 bn

Important Sectors
Tourism, Agriculture

Total Area
1,101,408 km²

Governance
Republic

Literacy Rate
71.17 per cent

Population
7.9 bn

Bilateral Trade
USD 4.5 bn

Opportunities for Haryana
Power, Chemical, Healthcare
Indian companies are operating in all major sectors of the Egyptian economy including textiles and garments, power, chemicals including specialty chemicals, adhesives, pharmaceuticals, information technology, paints, consumer goods, health care, PVC, caustic soda, PET Resin, plastics, paper, packaging, auto and auto-component and trading. Around 50 Indian companies are in manufacturing and construction with a combined investment of more than USD 3.15 billion, approximately half are joint ventures and wholly owned Indian subsidiaries and the rest of the Indian companies are operating in Egypt through their representative offices and executing various projects for Governmental organizations.

Major Indian investments in Egypt include TCI Sanmar, Alexandria Carbon Black, Egypt-India Polyester Company (EIPET), Embee International, Velocity Apparelz, Galaxy Chemicals, Essel Propack, Misr Hytech Seed International etc. Many Indian companies – Kalpataru Power Transmission, Dee Developers, Jyoti Structures Ltd. – are working on several energy projects in Egypt. Sterling & Wilson built a cumulative capacity of 250 MW of Solar PV plants in five projects in Aswan in 2018-19 in addition to a data centre project worth USD 3 million. L&T successfully completed the Toshka 2 – Wadi Halfa 220 kV double circuit overhead transmission line project. The Overhead Transmission Line was successfully energized on 13 January 2020. Previously, L&T executed 500kV / 220 kV GIS substation projects for Egypt Electricity Transmission Co. in Ain Sokhna and Ras Ghareeb and 220kV overhead transmission line from Safaga to El Quseir.

### India-Egypt Trade and Investment Relations

#### India’s Export to Egypt - INR 11.04 billion

| 1. Petroleum Products | 1. Edible fruits, nuts, peel of citrus fruit |
| 4. Buffalo Meat | |

#### Egypt’s Export to India - USD 4.38 billion

| 1. Edible fruits, nuts, peel of citrus fruit | 1. Motor Vehicles/ Cars |
| 2. Animal Fats | 2. Processed Minerals |
| 4. Motor Vehicles/ Cars | 4. Edible fruits, nuts, peel of citrus fruit |
Hyper-Markets-

Lulu Group of Companies opened its first Hypermarket in Egypt in December 2015 with an initial investment of around USD 50 million. A second hypermarket is expected to open in Wadi Degla, Cairo shortly. In the next few years, Lulu group plans to open more branches in Egypt.

Egyptian Investments in India

Investments by Egyptian companies in India are about USD 36.7 million. El Sewedy group established its presence in Noida (Uttar Pradesh) in 2013 for manufacturing of smart electric meters. KAPCI Coatings set up their manufacturing plant in Bengaluru (Karnataka) to produce car paints with an investment of USD 15 million. Modern Waterproofing Group (Bitumode) is a multinational group of companies that is engaged in manufacturing a wide range of products for the construction industry including waterproofing membranes and protection boards. It has a manufacturing facility in Dahej (Gujarat).

Haryana - Egypt: Areas for Cooperation & Collaboration

- **Cotton Industry & Handicrafts:** Egypt is one of the major cotton producing countries and in India Haryana is one of the key cotton producing states due to varied agro-climatic situations. On the aspect of cultural exchange programs—previously, Egypt had joined hands with the Haryana government to be a partner for the Suraj Kund Mela in collaboration with the union ministries of Tourism, Textiles, Culture and External Affairs.

- **Sports:** India has often collaborated with Egypt on the matter of sports and offers Centres of Excellence for Indian youth and sportsmen in Egypt, especially for the foreign students. Youth empowerment, which identifies and encourages the use of young people’s assets and potential, enabling them to lead activities with the support of their trusted communities. Sports is also looked at uniquely for overall development of students and peace, which provides an efficient way of promoting peace and cooperation across cultures and communities for better development realisations.
ERITREA

Capital
Asmara

Head of State
Isaias Afwerki

Ambassador
Alem Tsehaye Woldemariam

GDP
USD 2.065 bn

Total Area
124,300 km²

Governance
Unitary Presidential Republic

Literacy Rate
76.57 per cent

Population
3.6 mn

Bilateral Trade
USD 59.8 mn

Important Sectors
Natural Resources, Agriculture, Industry, Tourism

Opportunities for Haryana
Mineral Resources, Agriculture, Pharmaceuticals, Textiles, IT, Education and Skilling
India’s Export to Eritrea-
USD 232 Million

1. Electricals
2. Gears and Engineering Equipment
3. Drugs and Pharmaceuticals
4. Cotton yarn
5. Fabrics
6. Plastic articles
7. Paper boards

Eritrea’s exports to India-
USD 30 Million

1. Leather
2. Ores, slag, and ash

### MERCHANDISE EXPORTS

**FINANCIAL YEAR (2020-21)**

<table>
<thead>
<tr>
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<td></td>
</tr>
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<td>7. Paper boards</td>
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### India - Eritrean Relations

India and Eritrea’s commercial history is documented since the 17th Century, when Indian traders were acquainted with the port of Massawa. India’s diplomatic outreach towards Africa has seen Eritrea become a recent beneficiary, with an Embassy operational since 2019. To facilitate trade, India also has an e-Visa facility and provides Eritrea unilateral Duty-Free Tariff Preferential (DFTP) market access. India also assists Eritrea through Indian Technical and Economic Cooperation (ITEC) Scholarships. Eritrea and Haryana have a fledging relationship where exports from Haryana hovered around USD 0.426 million to Eritrea.

Eritrea hosts a small Indian diaspora community roughly 2000 strong. The Eritrean Minister of Foreign Affairs visited India in April 2021, where the delegation held extensive discussions on multifaceted bilateral cooperation and regional, global matters of mutual concern. The Eritrean delegation visited AIIMS and Indian Agricultural Research Institute to explore cooperation in healthcare and agriculture, in areas of capacity building and research. The delegation also met with Indian business leaders under the auspices of FICCI. Discussions centred on investment opportunities for Indian companies in Eritrea with particular focus on energy, water resources, agriculture and manufacturing. The delegation also met pharmaceutical companies and deliberated on pharmaceutical cooperation between India and Eritrea. The Eritrean delegation toured the power generation plant and training centre of NTPC, Dadri.

### Haryana - Eritrea: Areas for Cooperation & Collaboration

Eritrea and Haryana have key convergences between them, and hold much potential for investments in each other. Current exports to India from Eritrea are mostly leather items, while Indian exports are electrical and engineering goods along with textiles and pharmaceuticals.
**Mineral Resources**

Haryana does not have any major metallic minerals, but has a long pedigree in the mining and processing of minerals such as slate, quartz, dolomite and china clay- resources which are yet to be exploited by Eritrea. The two can be a dependable and cost effective source of mineral exports to each other, which complement their differential distribution. A few private sector Indian companies are already working in the Mining sectors in Eritrea as it is rich in minerals like copper, zinc, potash, gold, silver, granite, marble, salt, etc.

**Textiles and Leather**

Eritrea also has a cotton industry focused on exports of yarn. Haryana can help Eritrea move up the value chain and enter textiles, with Haryana having a long history of operating sophisticated textile operations. In a similar vein, Haryana has a thriving and exports oriented leather industry, including synthetic leather. The Government of Haryana sponsored Haryana Leather Chemicals Ltd. which is a market leader in the leather processing chemicals sector. Haryana’s leather ecosystem can build mutually beneficial relations with its Eritrean counterpart.

**Agriculture and Allied Sectors**

Haryana is one of India’s most agriculturally advanced States, with one of the highest productivity in its major crops. The adoption of best practices and extension systems, especially in staples like rice, wheat, barley etc., can be of much use to Eritrea which intends to formalise and modernise its agricultural sector. Likewise, animal husbandry is an important sector in Eritrea, and Haryana is one of the finest States known for its animal husbandry practices and technology.
Pharmaceuticals

India is the world’s largest generic pharmaceuticals producer, and is currently building capacities in APIs and KSMs along with enhancing its research capabilities. This process of backward and forward integration is further boosting India’s competence in the field. Eritrea has already shown interest in India’s pharmaceutical sector, and sees potential in knowledge sharing. Haryana has a strong Pharmaceutical industry presence, and firms present in Haryana might find Eritrea as an attractive place to expand in that region’s markets.

Information Technology

Haryana’s Gurgaon is a competitor to India’s Silicon Valley, Bengaluru. Gurgaon has been rapidly narrowing the gap between itself and Bengaluru in attracting Information Technology firms and technology focussed startups. As Eritrea is also interested in incentivising its IT industry, Gurgaon’s experience, exposure, and linkages can be instrumental for Eritrea’s IT industry.

Education and Skilling

Eritrea is also in the process of deepening and strengthening its Education and Skilling sector. Haryana is a recent success story where it has expanded its educational and vocational skilling systems, garnering national acclaim. Haryana possesses valuable experience in setting up and operating facilities and remote learning systems ranging from agricultural education, sports education, to conventional education. Haryana can provide Eritrea much needed inputs from both the private and public solutions providers.
FEDERAL DEMOCRATIC REPUBLIC OF ETHIOPIA

Capital
Addis Ababa

Governance
Bicameral Legislative System

Population
110.14 mn

Total Area
114 mn sq km

Literacy Rate
51.771 per cent

Bilateral Trade
USD 1.27 bn

Opportunities for Haryana
Agriculture, Textile, Automotive, Skill Development and Cooperation, Manufacturing

Important Sectors
Agriculture, Service Sector, Floricultural Market, Mining, Tourism, Aviation

President
Sahlew-Work Zewde

Ambassador
Dr. Tizita Mulugeta Yiman

GDP
USD 107.6 bn
**MERCHANDISE EXPORTS**

**FINANCIAL YEAR (2020-21)**

<table>
<thead>
<tr>
<th>India’s Export to Ethiopia-USD 4billion</th>
<th>Ethiopia’s exports to India-USD 45 Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Sugar</td>
<td>1. Gold</td>
</tr>
<tr>
<td>2. Pharmaceuticals</td>
<td>2. Agricultural Products (Coffee, cut flower, oil seeds, pulses)</td>
</tr>
<tr>
<td>3. Leather or leather products</td>
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</tbody>
</table>

**India - Ethiopia Trade and Investment Relations**

The backbone of the Ethiopian economy is agriculture, the sector contributes to over 35.8% of the country’s GDP and employs more than 70% of its population. The main export of the region when it comes to agriculture are coffee (6th largest producer in the world and 8th largest exporter), pulses, vegetables, oilseeds etc.

The bilateral trade between India and Ethiopia in the recent years stands at USD 1.27 billion. The two countries have historically had very deep economic ties, over 558 Indian companies are currently licenced investors in Ethiopia, with investments worth USD 4billion in agriculture and manufacturing. India’s principal exports to Ethiopia are raw and semi-finished iron and steel goods, medications and pharmaceuticals, machinery and instruments, metal fabrications, and so on. Pulses, valuable and semi-precious stones, vegetables and seeds, leather, and spices were among India’s major imports from Ethiopia. India is the third most important source of imports for Ethiopia.

Agriculture and floriculture, engineering, plastics, manufacturing, cotton and textiles, water management, pharmaceuti-
cals, and healthcare are among the industries in which Indian corporations have invested in Ethiopia. Asian Paints, Ethio Cements, Arvind Mills, Raymonds, Kanoria, Hansa Flowers, Balaji Manufacturing PLC, Mahavir Textiles PLC, GEC Steel, and Velocity Apparel are just a few of the major Indian companies investing in Ethiopia.

**Haryana- Ethiopia: Areas for Cooperation & Collaboration**

Ethiopia is becoming one of the world’s fastest growing economies, over a span of 2008-2018 the country has recorded an average real GDP growth rate of 9.9 per cent. The success of this growth can be attributed to a series of structural reforms that have been introduced in the industrial sector, this sector is set out to become the biggest contributor to Ethiopia’s GDP by the year 2025 making Ethiopia primarily an industry-based economy.

- **Textile:** Ethiopia is all set to become the textile manufacturing hub of the world, owing to its young labour pool, beneficial trade agreements, ever expanding market potential and strategic position. The government, keeping this in mind, has prioritised this sector’s development by setting up the Ethiopian Textile Industry Development Institute (ETIDI) to help support value chain creation and an environment conducive to investment. The textile industry in Haryana is also a priority sector as it get in an export value of $3billion annually and more importantly provides employment to nearly one million people. The textile sector thus provides a conducive environment for not only research, innovation and entrepreneurship but could also be an opportunity to create world class training infrastructures to develop and nurture the local talent in both Ethiopia and Haryana.

- **Skill development and capacity building:** Ethiopia has a huge population that is either already a part of the work force or yet to become a part of the same. In such a scenario the Haryana can contribute through its Skill Development Mission (HSDM) which intends to teach Haryana’s youth skills that would improve their employability and equip them to be successful entrepreneurs. By sharing the know-how, skill development plans, or other initiatives performed by the mission to up-skill the youth of Haryana, HSDM might be able to aid Ethiopia in their vision of developing an efficient and skilled workforce.
**Capital**
Libreville

**President**
Ali Bongo Ondimba

**Ambassador**
Chair Vacant at the moment

**GDP**
USD 15.59 bn

**Total Area**
270,000km²

**Governance**
Unitary Presidential Republic

**Literacy Rate**
84.7 per cent

**Population**
2.2 mn

**Bilateral Trade**
USD 290 mn

**Opportunities for Haryana**
Food Processing, Skilling, Light Industries

**Important Sectors**
Oil and Natural Gas, Natural Resources
India’s export to Gabon—USD 36.82 million

1. Meat products
2. Pharmaceuticals
3. Cotton
4. Iron and Steel
5. Wood

Gabon export to India—USD 105.63 million.

1. Manganese,
2. Uranium
3. Timber

Indo – Gabonese Economic Relations

Gabon is the world’s second largest producer of manganese, and has sizeable iron ore deposits, which are yet to be exploited to their full potential. Gabon is attempting to diversify its economy as it grows, and reduces its dependence on oil. India and Gabon have well developed trade relations with each other, with a total trade value of around USD 290 million in 2019.

Gabon primarily exports veneer sheets and manganese ore to India, while India exports frozen meat, packaged medicaments, delivery trucks, and woven cotton fabric.

India’s State owned Oil India Limited (OIL) has significant interests in Gabon, and Indian major 3F Oil Palm plans to set up a 40,000 hectare palm oil field in the country. The Gabon Special Economic Zone (GSEZ) hosts a number of Indian companies, which mostly produce veneer wood products and furniture. The Indian telecom network provider Airtel is also the largest network in Gabon, after having acquired Zain group’s business in the country.

Haryana-Gabon: Areas for Cooperation & Collaboration

- **Information technology:** Haryana’s Gurugram hosts a veritable presence of major IT names, and is a startup hub rivalling India’s silicon valley- Bengaluru. Gabon’s shift away from oil and its subsequent digitalisation initiatives will require an innovative and consistent IT and ITeS industry, for which Haryana’s expertise can come into much use. Further, Gabonese investments in cost-effective Indian digital solutions can bring much value to the country.

- **Food Processing:** Haryana has a large and diverse agricultural sector, and is one of the Indian States to have scaled up food processing initiatives successfully. Gabon holds much potential for palm oil, cassava, and meat processing; Haryana’s pre-existent ecosystem can provide a range of solutions and potential investment to the sector.

- **Skilling:** Gabon’s growing service and manufacturing sectors require a constant system of skilling, reskilling, and up-skilling which the country is setting up. Such a workforce must be ready for the needs of future jobs, and be nimble enough to adapt to fast changing technologies. Haryana has a considerable skilling ecosystem with many solutions providers for particular niches, which can enable rapid human resource development in Malawi.

- **Light Industries:** Haryana’s Faridabad region is home to many light manufacturing industries ranging from glass, ceramics, to tyres and chemicals. Gabon’s pre-existing crude oil can provide an impetus to plastics, synthetic fibres, and chemicals industries. Haryana’s industrial expertise can enable Gabon to explore new opportunities in these sectors.
REPUBLIC OF GHANA

- **Capital**: Accra
- **President**: Nana Akufo-Addo
- **Ambassador**: Sebastian
- **GDP**: USD 72.35 bn
- **Total Area**: 239,569 km²
- **Governance**: Democracy
- **Literacy Rate**: 57.90 per cent
- **Population**: 31.07 mn
- **Bilateral Trade**: USD 2.23 bn
- **Important Sectors**: Cocoa, Gold, Agriculture, Service Sector
- **Opportunities for Haryana**: Agriculture, Food Processing, Renewable Energy, Tourism, Vocational Training
India’s export to Ghana - USD 637 mn

1. Pharmaceuticals
2. Packaging Material
3. Rice
4. Electronic Equipment
5. Agricultural Machinery

Ghana’s export to India - USD 3.62 bn

1. Gold
2. Mineral Fields
3. Edible fruits and nuts
4. Wood

India - Ghana Trade and Investment Relations:

As one of the leading economies of the African region, Ghana has the eighth largest GDP which reached USD 67.34 billion U.S. dollars as of 2020.

The major income generators of the country are Cocoa and Gold, Ghana’s official gold reserves reached around 8.74 metric tons in 2020. Ghana is the second largest producer of Cocoa in the world and produced over 800 thousand metric tons of Cocoa in 2019-2020. The revenue generated by the Cocoa Processing Company Limited (CPC) reached USD 11.16 billion as of June 30, 2020.

India and Ghana have a long history of collaboration, whether that be through trade or cultural exchange. With a bilateral trade of USD 2.23 billion as of 2020-2021, India is among the top five trading partners of Ghana and is the largest destination for Ghanaian exports.

Among the imports from Ghana to India, gold alone accounts for 80 per cent of the total imports. Indo-Ghanaian relations can be traced back to the close friendship between Indian Prime Minister Jawaharlal Nehru and Ghanaian Prime Minister Dr. Kwame Nkrumah. More recently the Indian President’s visit to Ghana in 2016, further strengthened the bilateral ties between the two countries. In this period three MoUs were signed relating to cooperation between Foreign Services Institutes, Regional Cooperation and Visa exemption for holders of diplomatic passports.

Ghana was one of the nine West African countries engaged in the GOI’s TEAM 9 initiative, which began in 2004. India has been assisting Ghana’s development by giving Lines of Credit and grants to aid in the establishment of various projects. So far, the Government of India has given lines of credit to the Government of Ghana totalling around USD 480 million for various development initiatives.

In the recent years there has been an increased exchange of business delegations between the two countries leading to increased investments by several Indian companies in various sectors in Ghana including manufacturing, trading, construction, services and tourism and in areas such as steel, cement, plastics, pharmaceuticals, ICT, agro-processing and agricultural machinery and chemicals, etc. These companies include both public and private ventures like Tata, Ashok Leyland, Mahindra & Mahindra, Escorts, Larson & Toubro and NIIT. Bajaj Auto Ltd. has also teamed up with Somoco Ghana (a subsidiary of Ghana’s Mohinani Group) to sell Boxer motorcycles in Ghana. Between September 1994 and December 2018, Indian companies invested in over 750 projects in Ghana, totalling USD 1.85 billion, according to the Ghana Investment Promotion Centre (GIPC). In 2018, Indian companies invested USD 510.7 million in 18 projects in Ghana.
Haryana-Ghana: Areas for Cooperation & Collaboration

The following factors make Ghana a suitable destination for investment: it is a stable democracy and West Africa’s second largest economy and market. It has access to 300 million ECOWAS Markets. In addition to having a highly skilled and trainable labour force, it is the best destination in terms of ease of doing business in West Africa. The country also has easy flight connections to Europe, Middle East, America and Asia.

In the financial year 2020-2021, Haryana’s exports to Ghana constituted a value of $18.60 million U.S. dollars. Haryana and Ghana can collaborate in a number of sectors like trade and investment, development partnership, defence and security, health and pharmaceutical sector, capacity building, and people-to-people contact.

Agriculture and Agro-Food Processing

A significant section of the Ghanaian population is employed in agriculture, the sector is a predominant preserve of wealth creation of the country, consisting of crop and livestock farming, forestry and fishing. According to the World Bank, Ghana’s agriculture sector is valued at USD 11.5 billion contributing to 17.5 per cent of the National GDP. Cocoa is the “green gold” of the land and draws in billions of dollars’ worth of revenue owing to the recent agreement between Ghana and Cote d’Ivoire to establish a new floor price of USD 2,600 per tonne of cocoa. Cashew and Shea nut, are two other non-traditional tree crops produced in the region. In 2018, the two crops brought in USD 378 million and USD 90 million worth revenue respectively, according to the Ghana Export Promotion Centre (GEPA).

Although the contribution of the sector did reduce owing to diversification and inroads in other sectors, the Government of Ghana is making continued efforts through flagship programs to keep the sector booming. These initiatives include planting for food and jobs, agri-mechanisation, green house projects, zero percent tax on agricultural input imports, and government interest in food processing, which has resulted in the establishment of the Ekumfi pineapple factory and the construction of several others under the One-District-One-Factory initiative.

Similarly, Haryana government in a move to boost agriculture, has set up centres for Agri-Business & Information Centres in all district headquarters mandis to help provide information on different markets, organise seminars as well as Buyer-seller meets. These centres also have officers from the Agricultural Development, who provide regular training to farmer, which would help them to improve the quality and productivity of their agricultural produce. Such Agri-Business and information centres with trained professionals would also be essential to help farmers in various sectors of Agriculture in Ghana. Additionally, Ghana produces several non-agricultural luxury crops like Cocoa and Shea Butter, import of these products to Haryana would be very useful to the state.
Renewable Energy

The energy sector is a significant contributor to Ghana’s economic and industrial development. The sector can be classified into two sections, power and petroleum. In order to increase the commercial oil output as well as the energy resources required to make Ghana a net exporter of fuel and power, the government is taking various policy initiatives. Ghana had a total installed generation capacity for grid power of 4,990 Megawatt (MW) in 2019, with a reliable capacity of 4,580 Megawatt. In 2019, renewable energy installations totalled at 78.9 MW, with 42.5 MW of solar PV installed at the distribution level. Under the Renewable Energy Act of 2011, Ghana has set a goal of increasing renewable energy utilisation in the country to 10 per cent by 2020. This includes solar, wind, and thermal energy.

In Haryana, rooftop solar power projects of the cumulative capacity of 183MW have already been installed by March 2020. It is also one of the very few states in India to have achieved 100% rural electrification. By the year 2022 the state seeks to set up solar power projects of over 4000 MW to achieve 1.6GW of solar rooftop capacity.

Vocational Training and Capacity Building

Ghana’s economy is liberalising, creating a great need for competent and well-educated graduates who can work both inside and beyond the country. Graduate vocational training colleges can be a boon for graduates looking for work. Haryana is among the leading states in India when it comes to quality and quantity of vocational and skill training institutes, using its experience in the field Haryana can help Ghana build a robust vocational training and capacity building sector.
Republic of Kenya

**Capital**
Nairobi

**President**
Uhuru Kenyatta

**Ambassador**
Willy Kipkorir Bett

**GDP**
USD 98.84 bn

**Total Area**
270,000km²

**Governance**
Presidential Republic

**Literacy Rate**
81.5 per cent

**Population**
53.77 mn

**Bilateral Trade**
USD 2.2 bn

**Important Sectors**
Agriculture, Horticulture, Petroleum Products, Fish, Cement and Apparel

**Opportunities for Haryana**
India - Kenyan Trade and Investment Relations

India and Kenya are maritime neighbours with a bilateral trade touching USD 2.2 billion in 2018-19. According to Kenya Invest (KenInvest), India is the second largest investor in Kenya with over 60 major companies investing in sectors such as manufacturing, pharmaceuticals, telecom and agro based industries.

Haryana-Kenya: Areas for Cooperation & Collaboration

It is imperative that Haryana takes note of the Kenya Mission 2030 which looks at making Kenya an industrialised nation with a prosperous middle class providing high quality of life to its citizens by 2030. Towards this it is looking at the Big Four initiatives: enhance manufacturing sector share of the GDP to 15 per cent (2022); up agro-processing to at least 50 per cent of total agricultural output; provide at least 5,00,000 affordable houses and achieve 100 per cent Universal Health Coverage. With this in mind the following opportunities for cooperation and collaboration exist.
OPPORTUNITIES FOR HARYANA

Agriculture:
Though agriculture employs maximum workforce the Kenyan government is looking to enhance manufacturing and production of inputs; bridge food production gap; and establish agro-processing and value addition. For these, three major projects besides other similar projects can be looked at:

● Promotion of Rice Value Chain: The project looks at a production of an additional 0.7 Million MT of rice annually (present consumption is 5.4 Million MT against a production of 1.5 Million MT). The project is tailor made for Haryana as it produces 5.1 Million MT of rice and is responsible for 60 per cent of India’s Basmati ‘rice’ (India’s Basmati rice exports). The project is valued at USD 250 Million.

● Establishment of Agro and Food Processing Hubs: As 84 per cent of agricultural produce is not processed, Kenya is looking at six major Agro and Food Processing hubs through PPP at a gross value of USD 13.28 Million. Towards this end, Haryana’s experience of establishing 8000 MSMEs and 40 large food processing enterprises and its collaboration with India based Patanjali/Parle would be the game changers.

● Establishment of Warehouses and Cold Chain Storage: The lack of infrastructure for storage results in a loss of 25% of the agricultural produce in Kenya. Thus, warehouses and cold storages at various locations is the desired end state. For this Haryana’s experience of setting up a high-end cold chain at Karnal could be utilised. Further, Haryana’s expertise of Government-Farmer partnership of post-harvest management technologies in terms of creation of 140 crop clusters aimed at aiding 13000 horticulture farmers is an example worth emulating.
Opportunities for Haryana

Business Process Outsourcing (BPO) is a priority sector under the Kenya Vision 2030 with an aim of creating 2,00,000 jobs. Haryana having the highest concentration of BPO workers in the world can assist in the same. M-Pesa the premier Kenyan mobile money platform is an example of telecom creating a value chain and is thus a possible area for cooperation with Haryana.

Health: Being a part of the Big Four initiative, Kenya is looking at creating equitable, affordable and quality health care facilities. Towards this Haryana’s specialised health care services and the proposed 1000 beds increase in Gurugram can be utilised.

Affordable Housing: The aim of the Kenyan government to provide for affordable housing can be modelled on the Haryana Affordable housing policy that looks at providing housing to all by 2022 under a PPP model.

Sports: Kenya’s domination of long distance running and Haryana’s major contribution in India’s Olympic medal hauls is a promising area in which long term collaboration could be considered.

Textile: Haryana being the fourth largest producer of cotton in the India can provide necessary input to Kenyan apparel industry.

Automotive: Haryana’s automotive experience can be utilised by Kenya to enhance its manufacturing sector.
REPUBLIC OF MADAGASCAR

Capital
Antananarivo

President
Andry Rajoelina

Ambassador
Tahina Rasamoelina

GDP
USD 13.72 bn

Total Area
587,000 km²

Governance
Democratic Republic

Literacy Rate
74.8 per cent

Population
27.69 mn

Bilateral Trade
USD 420.94 mn

Opportunities for Haryana
Pharmaceutical Industry,
Garments Manufacturing,
Food Processing Industry,
Industrial Model Townships

Important Sectors
Mining, Agriculture, Oil and Gas,
Telecom, Skilling, Healthcare
**MERCHANDISE EXPORTS**

**FINANCIAL YEAR (2020-21)**

<table>
<thead>
<tr>
<th>India’s export to Madagascar</th>
<th>Madagascar’s export to India</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD 273.77 Million</td>
<td>USD 1.49 Million</td>
</tr>
</tbody>
</table>

1. Cereals
2. Apparel Products
3. Iron & Steel
4. Cotton, Pharmaceutical Products
5. Products of the Milling Industry
6. Sugar and confectionery

1. Coffee
2. Salt
3. Sulphur & Earth
4. Essential Oils & Resinoids
5. Base Metals
6. Precious and Semi-precious Stones

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**India - Madagascar Trade and Investment Relations**

The President of India, Shri Ram Nath Kovind, visited Madagascar as late as July 2018 and addressed the Indian diaspora which numbers around 20,000. The Indian community is viewed as one of the heavily investing communities in the following sectors: Oil and Gas, Telecom and Health sectors. They have a special inclination towards capacity building and skilling in technical sectors. Some of the Indians are very influential and their contribution to the total GDP of Madagascar has also been substantial. The Indian Diaspora has been playing a significant role in promoting Indian culture and traditional values while living in a foreign land. The bilateral trade currently stands at USD 404 million primarily due to economic activities like Mining, Oil and Gas, Telecom, Skilling as well as Health sectors.

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**Haryana-Madagascar: Areas for Cooperation & Collaboration**

- **Mining, extraction of minerals and Agriculture:** Madagascar Island has a wide variety of natural resources – graphite, chromite, coal, bauxite, salt, quartz, tar sands, semi-precious stones, mica, fish and hydropower. Its source of maximum income is from its Agricultural produce and allied in economic activities like forestry and fishing. Agriculture sector is Madagascar’s largest industry and employs 82 per cent of its labour force just like Haryana. Madagascar’s varied climate, ranging from tropical along the coasts, moderate in the highlands and arid in the south, allows for the cultivation of tropical crops such as rice, cassava, beans and bananas. Both can share the best practices for division of work in mining and agriculture sector.

- **Service Industry and StartUps:** Haryana is known for its rich agriculture, burgeoning service sector industry and supporting the start-up ecosystem (ranking no. 2) amongst other innovative states in India. Traditionally, a society of zamindars (owner-cultivator farmers). It was the centre to the famous ‘Green Revolution’ that significantly increased the food grain production manifolds.

- **Agriculture:** Its source of maximum income is from its Agricultural produce and allied in economic activities like forestry and fishing. Haryana produces the following principal crops: 13,352,000 tonne wheat, 4,145,000 tonne rice, 7,169,000 tonne sugarcane, 993,000 tonne cotton and 855,000 tonne oilseeds (mustard seed, sunflower, etc.)

- **Heavy Industry:** Madagascar can look upon Haryana, and its big industrial cities like ‘Faridabad’, ‘Hisar’, ‘Gurugram’ which is home to large-scale MNC automobile companies like India Yamaha Motor Pvt. Ltd., electric consumer goods company like Havells India Limited, Pharmaceutical giant like JCB India Limited, agricultural machinery manufacturing like Escorts Group, Oil and Gas leader like Indian Oil (R&D) to improve on its industrial landscape. The framework can be shared with Madagascar for the seamless regulatory norms for the business.

- **Startups and MSMEs:** Haryana has successfully incentivised start-ups like Lenskart and healthcare startup Lybrate. The state has become extremely popular amongst the heavy industry and manufacturing giants engaged in solar cells production, defense equipment, and fertilizers manufacturers for setting up their headquarters.
REPUBLIC OF MALAWI

Capital
Lilongwe

Governance
Unitary Presidential Republic

President
Lazarus Chakwera

Population
19.43 mn

Ambassador
George C. Mkondiwa

Total Area
118,484 km²

Bilateral Trade
USD 224.35 mn

GDP
USD 11.96 bn

Opportunities for Haryana
Agriculture, Pharmaceuticals, Automobiles, Mining, Infrastructure, Skilling

Literacy Rate
65.75 per cent

Important Sectors
Agriculture, Infrastructure, Mining
MALAWI

MERCHANDISE EXPORTS
FINANCIAL YEAR (2020-21)

<table>
<thead>
<tr>
<th>India’s export to Malawi</th>
<th>Madagascar’s export to India</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$ 298 million</td>
<td>USD 1.49 Million</td>
</tr>
<tr>
<td>1. Petroleum</td>
<td>1. Tobacco</td>
</tr>
<tr>
<td>2. Gems and Jewellery</td>
<td>2. Tea</td>
</tr>
<tr>
<td>3. Iron &amp; Steel</td>
<td>3. Sugar</td>
</tr>
<tr>
<td>4. Cereals</td>
<td></td>
</tr>
<tr>
<td>5. Fabrics and Cotton Yarn</td>
<td></td>
</tr>
</tbody>
</table>

India - Malawi Trade and Investment Relations

Indian companies have a major presence in Malawi, where roughly 19 per cent of the economy is attributed to them and Indian companies are the biggest contributor to private sector jobs in Malawi. Of particular importance is the auto and auto ancillaries sector, which is represented by major players such as Tata, Ashok Leyland, TVS, Mahindra, Bajaj Auto, and Atul Auto. Engineering and mechanical goods closely follow. India is Malawi’s third largest import partner, whereby India mainly imports pulses. Malawi imports pharmaceutical products, engineering and mechanical goods, vehicles, iron and steel products, ceramics, etc. Haryana too has an economic relationship with Malawi, where it exported goods worth USD 4.58 million (FY 20-21). Malawi enjoys Duty Free Tariff Preference with India.

India – Malawi trade relations go back to the 18th Century, and the country has around 8000 people of Indian origin in its diaspora. It is estimated that Indians have invested around USD 500 million in Malawi. India’s Vice President, Hon’ble Shri Venkaiah Naidu visited Malawi in 2018, and unveiled a series of measures including educational aid, gifting of medical equipment, and comprehensive lines of credit for various measures such as irrigation, agriculture, and water projects. Indian companies L&T and Kalpataru Power Transmission Limited were also involved in a USD 60 million transmission line project funded by the US.

Haryana-Malawi: Areas for Cooperation & Collaboration

- **Agriculture:** Haryana is a State with one of the highest crop productivities in India, with agriculture and allied activities in the State being well modernised. Whether it is best practices, agricultural products, or extension services, Haryana has a thriving commercial agriculture ecosystem which can find fertile ground in Malawi. Malawi has been keen on modernising its agricultural sector, and Haryana can provide mutually beneficial solutions at the State and industries levels. The same can be said for animal husbandry, which is also a key strength of Haryana.

- **Pharmaceuticals:** Indian pharmaceutical products dominate Malawi’s imports, with a 70.1 per cent share. Malawi’s pharmaceutical industries have shown interest in building deeper relationships with Indian firms in the past, and the momentum can profitably continue.

- **Automobiles:** Indian auto and auto ancillary companies already enjoy a significant market presence in Malawi. There is potential for greater investments and setting up of higher value added facilities in the country.

- **Mining:** India and Malawi share two MoUs regarding mining- an MoU for capacity building in regulating the mining of radioactive and rare earth minerals, and an MoU for Cooperation in the field of Mineral Resource Development. The mining sector in Malawi can be a source of long-term inbound investment and job creation for Malawi, and complement industries dependent upon derivative chemical inputs.

- **Skilling:** As a landlocked and mountainous Least Developed Country (LDC), Malawi has many long-term basic infrastructural needs which has been seeing a government push. Roads, power lines, telecommunications, and redevelopment are prime sectors with a long growth runway in Malawi’s development.
Republic of Mauritius

Capital
Port Louis

President
Pritiviraj Sing Roopun

Ambassador
S. B. Hanoomanjee

Governance
Parliamentary Democracy

GDP
USD 10.91 bn

Literacy Rate
93.15 per cent

Population
19.43 mn

Bilateral Trade
USD 800 mn

Important Sectors
Tourism, Agriculture, Textiles, Information Technology, Construction.

Opportunities for Haryana
Energy, Disaster Management, Healthcare
India-Mauritius Trade and Investment Relations

India signed its first free trade agreement (FTA) with Mauritius, its first such agreement with an African nation. Mauritius exporters will benefit from preferential access to India’s market and Indian businesses will be allowed to expand within the Mauritius market. India is Mauritius’ largest import partner.

Haryana-Mauritius: Areas for Cooperation & Collaboration

The India-Mauritius Comprehensive Economic Cooperation Partnership and Agreement is broad-based, covering a wide remit that includes trade in goods, trade in services, non-tariff measures and technical barriers to trade, sanitary and phytosanitary measures, trade facilitation, investment, technical regulations, custom procedures, rules of origin, dispute settlement, trade remedies, etc. Mauritius desires to lower or eliminate tariffs on a number of goods in the bilateral trade with India, as it sees scope for exporting items such as textiles and marine products.

- **Healthcare**: Mauritius is looking forward to help from India in upgradation of the Medical Schools and Universities. The Health Ministry of India, during the regime of PM Narendra Modi, has committed a few robust interventions with leading Pharmaceutical companies and hospitals to Mauritius. The very idea of these partnerships also aims to share India’s own development experiences in recent past with fellow developing countries.

- **Disaster Management**: Government of Haryana has constituted the State Disaster Management Authority and will be looking forward to share effective planning programs for focus on prevention and mitigation would greatly help in ensuring that the hazards do not transform themselves into disasters and the coping capacity of the vulnerable population is greatly increased, this would really be beneficial to Mauritius’s economy as an island country.

- **Energy**: For affordable and clean energy sources Mauritius requires alternative energy sources. Haryana has been constantly diversifying its energy resources for increasing industrial consumption, with time the state has forayed from Thermal and Coal furnaces to hydro and Solar means for sustainable and affordability of electricity in the state. In order to support corporate initiatives as well as agricultural practices, the government has incentivized the adoption of modern practices. To create conditions conducive to the participation of private and public sector as well as Public Private Partnership, the government is promoting and setting up Solar Energy based power projects in the State. Mauritius has put in place an attractive investment climate that would leverage the benefits of Clean Development Mechanism (CDM) and result in lower Green House Gas (GHG) emissions. Mauritius can develop cooperative partnership projects to promote bio-fuels and centres of solar excellence for the training and skilling of their youth in this domain.
MOZAMBIQUE

Capital
Maputo

President
Filipe Jacinto Nyusi

Ambassador
Ermindo Augusto Ferreira

GDP
USD 14.02 bn

Total Area
801,590 km²

Governance
Unitary Semi Presidential Republic

Literacy Rate
60.65 per cent

Population
31.25 mn

India – Mozambique Trade
USD 3.09 bn

Important Sectors
Agriculture, Mining, Metallurgy

Opportunities for Haryana
Agriculture and Allied Services, Chemicals and Fertilisers, Aluminium and Titanium, Education and Skills
**MERCHANDISE EXPORTS**

**FINANCIAL YEAR (2020-21)**

<table>
<thead>
<tr>
<th>India’s export to Mozambique-USD 2.14 billion</th>
<th>Mozambique’s exports to India-USD 733 million</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Refined Petroleum</td>
<td>1. Coal briquettes</td>
</tr>
<tr>
<td>2. Medicaments and Pharmaceuticals</td>
<td>2. Dried legumes</td>
</tr>
<tr>
<td>3. Textiles</td>
<td>3. Scrap iron</td>
</tr>
<tr>
<td>4. Trucks</td>
<td>4. Nuts</td>
</tr>
<tr>
<td>5. Engineering Goods</td>
<td>5. Soybean</td>
</tr>
<tr>
<td>6. Sugar</td>
<td></td>
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</tbody>
</table>

India-Mozambique Trade and Investment Relations

India is Mozambique’s second largest export destination, and both countries’ commercial organisations are regular invitees in each other’s events. India also has extensive sociocultural relations with Mozambique, with around 80,000 people of Indian descent in the country. Mozambique’s Minister of Industry and Commerce, Dr. Ragendra de Sousa attended 14th CII-EXIM Bank conclave with a business delegation from 17-19th March 2019, at New Delhi.

Haryana-Mozambique: Areas for Cooperation & Collaboration

There is scope for cooperation between Mozambique and Haryana in the following sectors:

- **Agriculture and allied services:** Mozambique’s agricultural sector is in the process of modernisation, and is still primarily subsistence and rain-fed. Haryana’s expertise in agriculture, irrigation, and best practices can bring much to Mozambique’s advantage. Haryana’s agricultural productivity is one of the highest in India, and Haryana can help Mozambique improve production in the sector.

- **Chemicals and Fertilisers:** Haryana has highly developed fertilisers and chemicals industries, and Mozambique possesses the prerequisites to scale up its own industries in the sector. Recently, a virtual conference on the Chemical Sector in collaboration with Confederation of Economic Associations (CTA) of Mozambique and Chemical Export Promotion Council (CHEMEXCIL) of India was organised in December 2020.

- **Aluminium and Titanium:** Haryana’s industrial belts have extensive metalworking and light industries, which have a long experience in working with aluminium and titanium. Haryana’s firms can potentially be investors, importers, and collaborators with Mozambique’s counterparts.

- **Cement and Engineering Goods:** Mozambique is a major cement producer and has a fast growing construction industry. Mozambique is a pre-existent importer of engineering goods, and Haryana can be a destination for collaboration; Haryana is also a major cement producer like Mozambique, and the two can share best practices and collaborate.

- **Education and Skills:** Haryana has made strides in education & skilling, and is well poised to have a future ready and competent workforce. Mozambique can benefit greatly from Haryana’s solutions and practices in fortifying its education and skilling sector.
NIGERIA

Capital
Abuja

President
Muhammadu Buhari

Ambassador
Ahmed Sule

GDP
USD 432 bn

Total Area
923,769 km²

Governance
Federal Presidential Republic

Literacy Rate
62.0 per cent

Population
206.13 mn

Bilateral Trade
USD 13.89 bn

Important Sectors
Agriculture, Oil

Opportunities for Haryana
Agriculture, ICT, Pharmaceuticals, Fin-tech, Textiles
India's export to Nigeria- USD 3.76B

<table>
<thead>
<tr>
<th>India’s export to Nigeria</th>
<th>Nigeria export to India – USD 8.26 Billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Petroleum</td>
<td>1. Mineral fuels, oils, distillation products</td>
</tr>
<tr>
<td>2. Motorcycles</td>
<td>2. Oil seed, oleaginous fruits, grain, seed, fruits</td>
</tr>
<tr>
<td>3. Packaged Medicaments</td>
<td>3. Aluminium</td>
</tr>
<tr>
<td>4. Edible fruits, nuts, peel of citrus fruit, melons</td>
<td></td>
</tr>
</tbody>
</table>

India-Nigeria Trade and Investment Relations

- **Agriculture**: This is one of the four important sectors in Nigeria that holds great promise for investment and investors in Haryana. Rice, groundnuts, cassava, maize, and beans are staple foods with short harvest cycles, making them appealing to investors who can expect high returns on investment due to the enormous domestic market for either local consumption or exports.

  The agricultural sector accounts for 24 per cent of Nigeria’s GDP and employs 40 per cent of the country’s workforce. Over the last five years, the sector’s growth rate has averaged at 4 per cent. Crop production accounts for 22.6 per cent of GDP, followed by livestock (17 per cent), fisheries (0.5 per cent), and forestry (0.3 per cent).

  Haryana is known as the food bowl of India and has more than 3000 operative food processing units. Over 60 per cent of India’s Basmati Export takes place from Haryana. It is also responsible for 5 per cent of National Dairy Production, it is 4th in Egg Production, 8th in Meat production and 1st in production of Horticulture Crops like carrots and sugarcane.

  Haryana has also been in the forefront in exploring mechanisation of agriculture, undertaking research and development activities and adopting contemporary market strategies for ensuring maximum output in production as well as economic contribution of agriculture. Nigeria is a quintessential agrarian economy with slowly growing food manufacturing and service sectors which makes it an ideal spot for such a collaboration to launch its line of products. Haryana can collaborate with Nigeria and share best practices.

- **Information and Communication Technology (ICT)**: The contribution of ICT to Nigeria’s GDP is around 14.07 per cent. In Nigeria’s ICT sector, there is a significant technological gap, as well as a lack of know-how and expertise in some departments. Haryana contributes 9.4 per cent of the State’s GDP and 54 per cent to the State exports. IT and electronic exports from Haryana were over 6 per cent of the national exports. An investment in the Nigerian ICT will lead to generation of jobs for the huge section of skilled Nigerian youth who require avenues for employment.

- **Pharmaceuticals**: According to the High Commission of India in Abuja, the value of the pharmacy market in Nigeria could rise by 9 per cent by the year 2026, reaching a value of USD 3.6 billion by the year 2026 making it equivalent to where the South African market is today. Nigeria could add between USD 1.9 billion and USD 2.2 billion to pharmaceutical sales growth during the same time, with prescription medications accounting for 55 percent of the total. Haryana also has a well-established pharmaceutical sector that is growing at a rate of 9.4 per cent. Haryana also has a state of the art Pharmaceutical park in Karnal. Identifying the aforementioned opportunities is thus another way to advance India-Nigeria relations and cooperation.

- **Startups**: According to an EY report dated September 2020, Nigeria is becoming a known investment location not only for oil and gas but also because of its emergence as a hub for technology and startup culture. In this regard, both Haryana and Nigeria, share a common interest to boost and enhance the potential of its young and vibrant population. The Haryana government, with the initiative to engage its young entrepreneurs launched the “Startup Haryana” initiative, which provided necessary policy assistance and coverage under central government initiatives like Startup India, Digital India, Make in India and Skill India. Through the initiative, the government seeks to build a sustainable start-up ecosystem in Haryana, with government aid on every step of the way.

  In Nigeria, the Nigeria Start-up Bill, is a project that aims at harnessing Nigeria’s potential of a digital economy through “co-regulated” regulations that could help improve the policy and regulatory framework already in place, and make it more conducive to support growth and encourage competition in the Technology ecosystem in Nigeria. Partnerships for technology innovation and building high end digital skills, will not only help the start-up ecosystem in Haryana and Nigeria to prosper, but will also create employment opportunities for the vibrant workforce in both the regions.

- **Trade and Investments**: In 2019, India exported USD 3.76bn to Nigeria. The main products exported from India to Nigeria were Refined Petroleum (USD 320mn), Motorcycles (USD 312mn), and Packaged Medicaments (USD 308M). During the last 24 years the exports of India to Nigeria have increased at an annualised rate of 14.5 per cent, from USD 145mn in 1995 to USD 3.76B in 2019.
REPUBLIC OF SENEGAL

Capital
Dakar

President
Macky Sall

Ambassador
Abdoul Wahab Haidara

Total Area
197,000km²

Governance
Unitary Presidential Republic

Literacy Rate
51.9 per cent

Population
16 mn

GDP
USD 24.91 bn

Bilateral Trade
USD 853 mn

Important Sectors
Agricultural and Fish Processing

Opportunities for Haryana
Fertilisers, Chemicals, Food Processing, Infrastructure
India’s export to Senegal—USD 249.43 Million

<table>
<thead>
<tr>
<th>No.</th>
<th>Commodities</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Textiles</td>
</tr>
<tr>
<td>2.</td>
<td>Food items</td>
</tr>
<tr>
<td>3.</td>
<td>Automobiles</td>
</tr>
<tr>
<td>4.</td>
<td>Pharmaceuticals</td>
</tr>
</tbody>
</table>

Senegal’s export to India—USD 700 Million

<table>
<thead>
<tr>
<th>No.</th>
<th>Commodities</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Rice</td>
</tr>
<tr>
<td>2.</td>
<td>Textiles,</td>
</tr>
<tr>
<td>3.</td>
<td>Scrap iron</td>
</tr>
<tr>
<td>4.</td>
<td>Food items</td>
</tr>
<tr>
<td>5.</td>
<td>Automobiles</td>
</tr>
<tr>
<td>6.</td>
<td>Pharmaceuticals</td>
</tr>
</tbody>
</table>

India-Senegal Trade and Investment Relations

The economy of Senegal is driven by mining, construction, tourism, and fishing. Senegal has mineral resources of iron, zircon, gas, gold, phosphates, and oil; except phosphates, Senegal is yet to significantly capitalise on these. India and Senegal have extensive trade relations with each other, with a total trade value of around USD 853 million in 2019. Senegal’s largest exports to India are phosphoric acid, nuts, and scrap iron, while India’s exports are textiles (predominantly cotton), rice, metal products, and medicines. Indian Farmers Fertilisers Cooperative Limited (IFFCO) is a strategic partner of Chemical Industries of Senegal (ICS), and Jindal Steel and Power is constructing a Power Plant with a capacity of 350 megawatts. Other Indian companies have also been interested in the fertiliser, mining, and agriculture industries. India has extended project assistance through credit lines for rural electrification and fishery development projects, establishment of a slaughter house with modern facilities, a tannery and livestock market, a project for self-sufficiency in rice and the acquisition of buses. India also provides scholarships to Senegalese under the Indian Technical and Economic Cooperation programme (ITEC), the General Cultural Scholarship Scheme (GCSS), and the Africa Scholarship Scheme.

Haryana-Senegal: Areas for Cooperation & Collaboration

- **Fertilisers and Chemicals:** Senegal’s rich sources of potash and oil make it ideal for the fertiliser and chemicals industries. Currently, Senegal mostly exports low value key starting materials like phosphoric acid, it can move up the value chain with Haryana’s long experience in the sectors. The sectors already elicit much interest from Indian firms, and greater participation will be ideal.

- **Food Processing:** Senegal is a major grower of cashew, macadamia nuts, Brazil nuts, and coconuts. The expansion of a food processing industry focussed on these will be germane. Haryana has a strong food processing industry base, which can be greatly beneficial.

- **Infrastructure:** Senegal’s economy is greatly dependent on construction & infrastructure, and Haryana’s firms constitute a much experienced ecosystem of solutions providers in the field. Infrastructural expansion and development are important sectors in Haryana as well, and Senegal can greatly benefit from cooperation.
REPUBLIC OF SOUTH AFRICA

Capital
Cape Town

President
Matamela Cyril Ramaphosa

Governance
Unicameral legislative system

Population
59.3 mn

Total Area
1,221,037 km²

Literacy Rate
87 per cent

GDP
USD 301.9 bn

Bilateral Trade
USD 11.07 bn

Opportunities for Haryana
Agriculture, Automotive, Manufacturing, Tourism and Textiles

High Commissioner
Joel Sibusiso Ndebele

Important Sectors
Manufacturing and Transport
India’s export to South Africa -
USD 3.93 Billion

1. Mineral Fuels
2. Electrical equipment
3. Machinery/ Nuclear boilers
4. Organic Chemicals

Senegal export to India –
USD 700 Million

1. Pulp of wood
2. Precious Stones
3. Iron Steel
4. Aluminium

India-South Africa Trade and Investment Relations

Important sectors where opportunities exist are infrastructure, agriculture, real estate and construction, ICT, energy, financial services, manufacturing and tourism. India and South Africa have been in diplomatic relations over a long period of time owing to frequent G-G interactions whether that be relating to cultural exchange or diplomatic exchange in form of several BRICS summits. SA-India trade was valued at USD 9.3 billion in the years 2017-2018, with Indian exports being USD 3.5 billion and imports being USD 5.8 billion. In 2017-18, India was South Africa’s fourth largest importing partner and fifth largest export destination.

With an investment of about USD 8 billion- 9 billion, Indian business have a significant presence in South Africa. India’s main areas of participation include pharmaceuticals, information technology, automobiles, banking, and mining. The India Business Forum that brings together Indian enterprises in South Africa with currently 90 members in the Forum. The Forum’s Chief Patron is India’s High Commissioner. TATAs, Dr.Reddys, Mahindra & Mahindra, Vedanta, TCS, WIPRO, Infosys, Tech Mahindra, HCL, State Bank of India, ICICI Bank etc. are some of the leading Indian enterprises in South Africa. Indian companies are actively involved in and encourage corporate social responsibility efforts in education, upskilling, and women empowerment, which helps to strengthen local communities while also expanding their business operations.

Haryana-South Africa: Areas for Cooperation & Collaboration

At present Haryana’s exports to South Africa are valued at $ 135.33 million (FY 2020-21). The recently launched South African Economic Reconstruction Plan lists down certain priority areas that need investment, these include a recovery plan for infrastructure investment, energy sufficiency, growth of tourism sector and development of a green economy. South Africa has a thriving financial industry that encourages economic diversity and a healthy capital market. South Africa provides a unique combination of sophisticated first-world economic infrastructure and easy access to global and regional markets.
Opportunities for Investment:

- **Tourism:** South Africa’s unique geographical presence, diversity in terms of flora and fauna and well-channelised schemes have made it a premier destination for travellers all across the globe. Tourism, therefore, presents a plethora of opportunities for investors looking to invest in the country. Tourism for many years has been one of the primary drivers of economic growth and job creation in South Africa.

- **Agriculture:** While South Africa does have a highly mechanised agriculture sector, its contribution towards the countries’ GDP is relatively low. Haryana having Agriculture as the mainstay of its economy can assist South Africa in this regard to boost their Agriculture sector. South Africa is equipped with some of the most diverse agro-processing sectors in the region. South Africa offers a fantastic opportunity for investment in the agro-processing and farming sectors, with connections to wholesale production via intermediates and retail via final products. The South African and Haryana government have already been exploring avenues for collaboration when it comes to agro-farming.

- **Automotive:** In 2020, the automotive sector in South Africa contributed 4.9 per cent to the country’s gross domestic product (GDP) (2.8 per cent manufacturing and 2.1 per cent retail). Vehicle and automotive component manufacturing activity, as the country’s largest manufacturing sector, accounted for a significant 18.7 per cent of value-added within domestic manufacturing output, cementing the industry and its broader value chain as a key player in South Africa’s industrialised landscape. 80 per cent of India’s excavators, 52 per cent of cranes, 50 per cent of cars and 33 per cent of two wheelers are manufactured in Haryana. In addition to the same Haryana is also a hub for several fortune 500 companies like Honda, Yamaha and Maruti Suzuki. Ambala, Gurgaon, Panchkula, Faridabad, Sonipat and Yamuna Nagar are the key industrial districts of Haryana for Automotive and Engineering. The relatively well functioning automotive sectors of both Haryana and South Africa point towards a potential successful collaboration within the sector.

- **Textile:** Haryana being the fourth largest producer of cotton in the India can provide necessary input to the South African apparel industry.
REPUBLIC OF SEYCHELLES

Capital
Victoria

President
Wavel Ramkalawan

Ambassador
Thomas Selby Pillay

GDP
USD 1.12 bn

Important Sectors
Tourism, Agriculture

Total Area
459 km²

Governance
Republic

Literacy Rate
96 per cent

Population
Republic

Bilateral Trade
USD 89.76 mn

Opportunities for Haryana
Tourism, Fishing, Petroleum Exploration, Communications and IT, Computer Education and Pharmaceuticals
SEYCHELLES

MERCHANDISE EXPORTS
FINANCIAL YEAR (2020-21)

<table>
<thead>
<tr>
<th>India’s export to Seychelles</th>
<th>Seychelles export to India –</th>
</tr>
</thead>
<tbody>
<tr>
<td>USD 3.60 M</td>
<td>USD 0.056 US</td>
</tr>
<tr>
<td>1. Rice</td>
<td>1. Gold</td>
</tr>
<tr>
<td>2. Cement</td>
<td>2. Cocoa</td>
</tr>
<tr>
<td>3. Linen</td>
<td>3. Nuts</td>
</tr>
<tr>
<td>5. Vehicles &amp; Transport equip</td>
<td></td>
</tr>
<tr>
<td>6. Medicines &amp; surgical devices</td>
<td></td>
</tr>
</tbody>
</table>

India-Seychelles: Trade and Investment Relations

Seychelles has the highest Gross Domestic Product (GDP) per capita in Africa, at USD 12.3 billion (2020). In the past four decades several bilateral agreements/MOUs have been signed between the two countries, as notably the Agreement on Tourism (1996); Joint Business Council (2000); MOU on Healthcare (2003); MOU on Defence Cooperation (2003); MOU on Science and Technology (2003); Cultural Exchange Programme (2003-05); Bilateral Investment Promotion and Protection Agreement (BIPPA) (2010) and the recent four MOUs/Agreements were signed during the Visit of Prime Minister Shri. Narendra Modi to Seychelles in March 2015, including the Renewable Energy Cooperation; MOU for Cooperation in the field of Hydrography and more.

Haryana-Seychelles: Areas to Collaborate

- **Tourism**: Seychelles dependent on tourism and fisheries. It is a developing economy focused on increasing productivity, participation and performance of the people in its economic activities. It is facing challenges with regards to public sector management, ease of doing business and disaster preparedness systems. Haryana, too is an ancient state with many monuments and a rich history for attracting tourists, many schemes can be started to support tourism in Haryana as well. core.
- **Policy –design and implementation**: Haryana can share its skill set in simplifying regulatory mechanisms for attracting business, designing and developing IT skills, entrepreneurship opportunities, and better infrastructural policies and easing the access for loans to attract enterprises. Even Seychelles can become the hub of industrialisation and mechanization in the domains of automobile, electronic hardware, scientific equipment. For this it needs to heavily invest in Education and Up-skilling of the youth. Seychelles can adopt the Haryana’s model for achieving the above.

- **Agriculture**: Seychelles’ top agricultural products include cinnamon, sweet potatoes, cassava (tapioca), bananas, poultry and tuna. Haryana too is ahead in rice production, cotton, and sugar and oil seeds along with milk processing industry at its core.
UNITED REPUBLIC OF TANZANIA

Capital
Dodoma

President
Samia Suluhu Hassan

Ambassador
Baraka Haran Luvanda

GDP
USD 62.40 bn

Total Area
947,303 km²

Governance
Democratic Republic

Literacy Rate
77.89 per cent

Population
59.73 mn

Bilateral Trade
USD 2.5 bn

Important Sectors
Agriculture and Food Processing, Mining, Metallurgy

Opportunities for Haryana
Startups and MSME, Business Environment, Pharmaceuticals.
India’s export to Tanzania – USD 48.94 Million

Tanzania export to India – USD 843 million

1. Refined Petroleum
2. Pharmaceuticals
3. Textiles
4. Engineering Goods
5. Automobiles

1. Gold
2. Legumes
3. Nuts
4. Metals
5. Wood

India-Tanzania Trade and Investment Relations

**Capacity building and ICT Training:**
Development partnership between India and Tanzania dates back to the 1960s consisting of technical cooperation, capacity building and joint projects. Tanzania is a major beneficiary of training courses allocated under India’s ITEC/SCAAP programmes, and under IAFS capacity building cooperation. Starting with 24 trainees annually in 1972, it has gradually increased to about 350 trainees for Tanzania in 2016-17. 24 scholarships for undergraduate, post graduate and doctoral degrees were offered to Tanzanian nationals for academic year 2017-18 by ICCR under the Commonwealth Scholarship/Fellowship Plan and General Cultural Scholarship Scheme.

**Mining:** Diamonds, gold, kaolin, gypsum, tin, and various gemstones, including tanzanite, are mined in Tanzania. Gold is an important resource and the country’s most valuable export. Several international companies have been involved in onshore and offshore petroleum exploration.
Republic of Uganda

Capital
Kampala

President
Yoweri Kaguta Museveni

Ambassador
Akello Dinah Grace

GDP
USD 37.37 bn

Total Area
241,038 km²

Governance
Unitary Presidential Republic

Literacy Rate
77 per cent

Population
45.74 mn

Bilateral Trade
USD 592.05 mn

Opportunities for Haryana
Pharmaceuticals and Medical, Auto and Auto Ancillaries, Food Processing

Important Sectors
Agricultural Products as Tea, Tobacco, Sugar, Coffee, Cotton, Grains, Dairy Products
India-Ugandan Trade and Investment Relations

Uganda is second only to Kenya as Africa’s largest producer of tea. The Ugandan Economy is primarily agricultural, with an exports focussed cash crops subsector growing coffee, tea, vanilla, cotton, tobacco, sugar, and cocoa. The economy also has a large minerals resources base having gold, tungsten, tin, beryl, tantalite, mica, copper, and iron. Uganda also has large reserves of untapped petroleum and natural gas.

Uganda is a beneficiary of the Duty Free Tariff Preference (DFTP) Scheme, and the countries have a Double Taxation Prevention Treaty. Major items of Indian exports to Uganda include pharmaceutical products, vehicles, plastic, paper and paperboard, organic chemicals. Major commodities of imports from Uganda to India are edible vegetables and certain roots and tubers, coffee, tea, mate and spices, wood and articles of wood, wood charcoal, cotton, essential oils, and cocoa and cocoa preparation. Regular engagement between the private sectors in India and Uganda has deepened the involvement of Indian businesses in Uganda. Uganda shares a large Indian diaspora, which is estimated to be around 15,000 strong.

Haryana-Uganda: Areas for Cooperation & Collaboration

The following sectors have potential for cooperation:

- **Pharmaceuticals and Medical industry**: India’s single largest exports to Uganda constitute packaged medicaments and pharmaceuticals. Uganda has the potential for greater cooperation with Haryana’s pharmaceutical industry, for mutual benefit.

- **Auto and auto ancillaries**: Indian motorcycles have a significant market presence in Uganda, and constitute a major import. Uganda’s metals base and industry can enable an expansion of Uganda’s auto and auto ancillaries sector with cooperation from Haryana’s firms.

- **Food Processing**: Haryana has extensive food processing industries, which can be of much use to Uganda’s agricultural goods producers. Cooperation between Haryana and Uganda in this regard can expand existing opportunities in sectors such as horticulture and floriculture. This can provide diversification, value addition, and job creation to Uganda’s agricultural sector.

- **Textiles**: Uganda is a major exporter of raw cotton, while Haryana has experience in textiles. Uganda can move up the value chain in cotton by strengthening its textiles industry, which can be enabled by Haryana’s cooperation.

<table>
<thead>
<tr>
<th>India’s export to Uganda - USD 634 million</th>
<th>Uganda export to India – USD 959.11 Million</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Motorcycles</td>
<td>1. Coffee</td>
</tr>
<tr>
<td>2. Vaccines</td>
<td>2. Tea</td>
</tr>
<tr>
<td>3. Packaged Medicaments</td>
<td>3. Spices</td>
</tr>
<tr>
<td></td>
<td>4. Oil Seeds</td>
</tr>
<tr>
<td></td>
<td>5. Glue</td>
</tr>
</tbody>
</table>
ZIMBABWE

Capital
Harare

President
Emmerson Dambudzo Mnangagwa

Ambassador
Dr. Godfrey Chipare

GDP
USD 16.77 bn

Total Area
390,757 km²

Governance
Presidential Republic

Literacy Rate
86.5 per cent

Population
14.86 mn

Bilateral Trade
USD 190 mn

Important Sectors
Mining, Cement & Fertilizers

Opportunities for Haryana
Agriculture, Health, Mining, Automotive, Manufacturing, Tourism, Textiles.
**MERCHANDISE EXPORTS**

**FINANCIAL YEAR (2020-21)**

<table>
<thead>
<tr>
<th>India’s export to Zimbabwe - USD 2.55 million</th>
<th>Zimbabwe export to India – USD 30.84 Thousand</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Essential oils</td>
<td>1. Inorganic chemicals</td>
</tr>
<tr>
<td>2. Perfumes</td>
<td>2. Precious metal compound</td>
</tr>
<tr>
<td>3. Cosmetics</td>
<td>3. Rubber</td>
</tr>
<tr>
<td>4. Toiletries</td>
<td>4. Paper Pulp</td>
</tr>
<tr>
<td>5. Machinery, reactors, boilers</td>
<td></td>
</tr>
</tbody>
</table>

**India-Zimbabwe Trade and Investment Relations:**

Zimbabwe’s principal agricultural exports in descending order include tobacco (60 per cent of total agricultural production), cotton lint (about 10 percent), raw sugar (9 per cent), tea & coffee, horticultural products and maize (in non-drought years). India-Zimbabwe relations go back to the 14th century and were based mostly on trade. Both the countries fought against British to gain independence and share warm and cordial relations. Trade between the two countries stands at USD 190 Million with major areas of investment being mining, infrastructure development, agriculture, manufacturing, renewable energy projects, ICT and services sector.

During the visit of Vice President M Venkaiah Naidu (in 2018), Six Memorandum of Understandings (MoUs) were signed in the fields of geology, mining & mineral resources, action plan on information & communication technology, cooperation in the field of traditional medicine & homeopathy, cooperation in the field of arts, culture & heritage, cooperation & collaboration on broadcasting.

**Haryana-Zimbabwe: Areas for Cooperation & Collaboration**

In order to support the Zimbabwean economy in its recovery, a positive and supportive approach from the Haryana government would do a world of good. The following opportunities for Investment are recommended:

- **Agriculture:** While the Zimbabwean government is looking to diversify its economy owing to the fact that agriculture employs maximum Zimbabwean workforce an immediate intervention may not be feasible. Thus cooperation in food production, agro-processing and value addition can be looked into. Towards this Haryana’s expertise in all the said fields could prove invaluable to Zimbabwe. Specifically, Zimbabwean strength in Tobacco & Timber and Haryana’s in cotton & sugar need to be exploited.

- **Health:** Sharda and Apollo already have major hospitals in Bulawayo and Harare respectively. Development of health care infrastructure and services remains a priority area for Zimbabwe and thus is an area for cooperation.

- **Mining:** This remains the priority area for cooperation as India’s largest quantum of diamonds come from Zimbabwe. Besides this other minerals as Gold, Platinum, Chromite, Nickel, Iron ore and Copper also hold promise. The feasibility of importing the same could be explored by Haryana.

- **Textile:** Haryana being the fourth largest producer of cotton in the India can provide a boost to Zimbabwean apparel industry.

- **Automotive:** While this is Haryana’s strong point, Zimbabwe has been importing automotive and automotive equipment from India. This aspect can be leveraged by both sides with Zimbabwe looking at motor vehicle assembling.

- **Manufacturing sector:** Areas that can be explored by Haryana are meat processing and Pharmaceutical.

- **Tourism:** Zimbabwe has vast tourist attractions with opportunities in Hotel and Catering Industry, Gaming, Safari and Tour operations. These can be utilised by Haryana for a Win-Win situation for both.
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