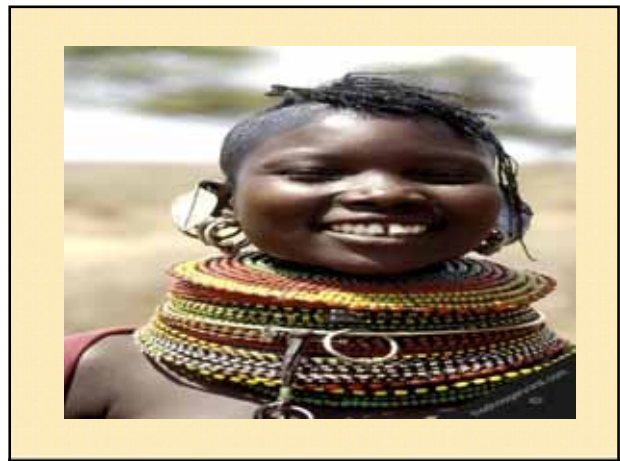
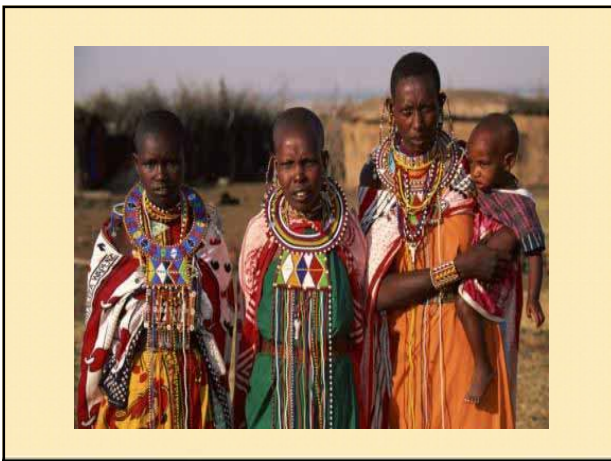
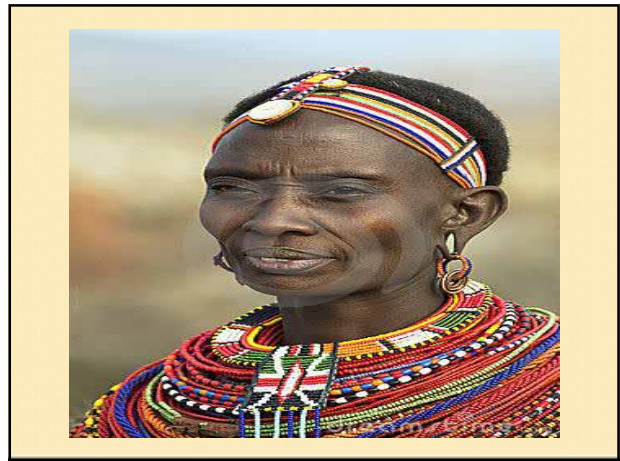


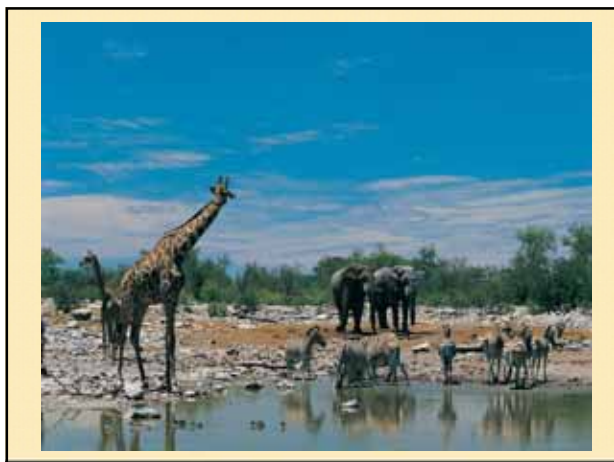


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**Amazing Continent**

A continent of 54 Countries having a population of more than 1 billion with 2000 Languages 3000 Tribal group 46 main tribes.

**"Facts of Knowing the Whispering & Mesmorising Continent"**

- Africa occupies 20.4% of the total Earth Land.
- Africa Contributes 15% of the Population in Total World.
- In last 40 years there is increase in the population above 1 Billion of the total.
- Out of 54 countries almost 60% of country have a group age of below 25.
- Africa Continent has 54 Independent Countries, 9 Territories & 2 B-facto Countries.
- Africa Continent ranks 17<sup>th</sup> in the Economic of World.
- Africa Continent GDP growth is around 500 Billions \$.
- Purchase power of African Union Economy is around 1.515 Billion \$, Which ranks 11<sup>th</sup> after Russia.
- African Union countries Debt is around 20 Billion \$.

• African Union Contribution in International business is around 2% from outside world USA, Europe & China have visualized this market as a Prime Market.

• Abundant Natural Resources in this Continent but unfortunately this Continent is one of the World Poorest & Undeveloped Continent in the World.

• From 1995 up to 2005 African growth has been around 5%.

• Angola, Sudan, Equatorial Guinea has graced 9% reason they have Petroleum in their Based.

• Natural Mineral of the World Like

a. Cobalt	90%
b. Platinum	90%
c. Gold	50%
d. Chromium	98%
e. Tantalite	70%
f. Magnesium	64%
g. Uranium	33%

Are in the base of the Africa Continent.

• Africa Continent has 70% Felton Mineral, which is refined used in manufacturing of mobiles phone. So Africa Continent contributes 70% for mobiles manufacturing Phones .

• 30% of the Diamond Mines Reserve of the world is based in the Republic of Congo.

• Guinea is World's Highest Exports of Bauxite.

• One difficulty Africa's Economy Growth is depended on Service Sector not on Manufacturing or Agriculture base, so there is a Lack of Employments. As a result the graph of Poverty is not getting down.

• Africa has a stronger portion of Natural Resources but availability of cheap labor due to poverty in various respects. Certain Natural Resources have never been used in Commercial Front.

• Political Instability has been the main hindrances for Economic Growth of the Africa Continent.

• Up till now Multi International companies who were avoiding the African Market have started entering in big way.

• As their Prime Market has reach saturations.

• As per the report of United Nation by 2014, for an Investment in Africa will reach around 100 Billions \$ , main countries are France, USA, Great Britain, China, Malaysia, Korea & India(7<sup>th</sup>).

• This Investment is coming in form of Green Field Revolution.

- The flow of Investment in Africa Continent has given a set back to the developing economical growing countries.
- Globalization is taking place on a big scale in Africa Continent. Keeping in view Tata, Vedanta, Godrej & Jindal have made investment in form of Green Field.
- Constant instability prevents still growth of 6-7% in Africa recorded, India Foreign Investment has reached around 15 Billion \$.
- In Africa to give a boost to Automobile & Hospitality Business.
- Tata Group has made a plan of Investing 1.7 Billion \$ Green Field Investment.
- Vedanta Group has made a plan of Investing 2 Billion \$ in Other Field.
- Jindal Group has made a plan of Investing in Steel & Power Plant.
- China policy of Investment is through its Government Agency, while India major Investment is from Private Sectors.
- Now China Government Agency ownership companies & Indian Multi Giant Companies where face to face on Economic War, but now things has changed they are working in Joint Venture.

- As per our last report China has invested more than 20 Billion\$ concurring Natural Resources which left India behind it acquiring the same.
- Why other countries are investing in Africa? Foreign Countries Profit Ratio is on a very high scale & goes on Increasing.
- As per report from McKenzie Africa Consumer expenses power by 2020 will reach 1.2 Trillion \$.
- African Family Who's expense power by 2020 will reach around 12.8 Million \$.
- Why will Indian Company left behind? Reason Indian Origin are maximum in Africa than anybody in world. This is a positive point for Indian Companies.
- That is why India believes Africa is Long Distance Partner.
- From Last few period due to Economical Instability in India, Indian Multinationals are paying attention to Africa Continent for their Business.
- International Business between Africa & India on by Lateral agreement is around 70 Billion\$ which is expected to rise in 2015 up to 90 Billion\$.
- Where a Continent is hungry there Indian Companies run to do business it is Natural. Africa has a hunger to create Business Opportunities for us. Because Indian origin are based in Africa & they are supportive.

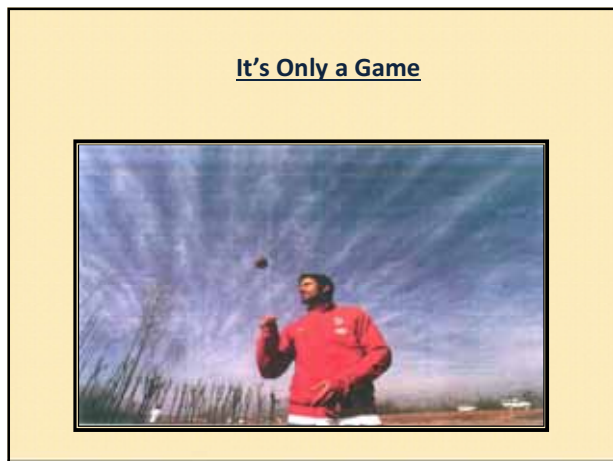
**List of African countries by population**  
This is a list of African countries and dependent territories by population, which is sorted by the most later censused demographic projections.

**Table**

Rank	Country (or dependent territory)	July 1, 2013 population <sup>a</sup>	% of pop.	Change (relative annual growth %)	Change (absolute annual amount 2002-10)	Estimated doubling time (years) <sup>b</sup>	Alternative Report	Note
1	Algeria	34,710,000	1.13	0.21	2,211,000	23	166,701,811	2013
2	Ethiopia	86,043,000	2.69	0.66	5,244,000	24	80,730,000	July 1, 2012
3	Nigeria	170,000,000	5.31	0.54	10,000,000	31	60,000,000	January 1, 2013
4	South Africa	54,000,000	1.70	0.20	1,000,000	34	60,000,000	2013
5	Democratic Republic of the Congo	76,000,000	2.38	0.21	2,100,000	35	11,000,000	2013
6	Kenya	37,000,000	1.16	0.21	2,100,000	38	31,700,000	1990-2013
7	Senegal	12,000,000	0.38	0.40	2,200,000	38	60,000,000	2013
8	Guinea	10,000,000	0.31	0.40	2,200,000	38	60,000,000	2013
9	Sierra Leone	6,000,000	0.19	0.40	2,200,000	38	60,000,000	2013
10	Chad	10,000,000	0.31	0.40	2,200,000	38	60,000,000	2013
11	Cameroon	20,000,000	0.62	0.40	2,200,000	38	60,000,000	2013
12	Uganda	30,000,000	0.93	0.40	2,200,000	38	60,000,000	2013
13	Malawi	18,000,000	0.56	0.40	2,200,000	38	60,000,000	2013
14	Zambia	10,000,000	0.31	0.40	2,200,000	38	60,000,000	2013
15	Botswana	2,000,000	0.06	0.40	2,200,000	38	60,000,000	2013
16	Swaziland	1,200,000	0.04	0.40	2,200,000	38	60,000,000	2013
17	Lesotho	2,000,000	0.06	0.40	2,200,000	38	60,000,000	2013
18	Comoros	800,000	0.02	0.40	2,200,000	38	60,000,000	2013
19	Madagascar	20,000,000	0.62	0.40	2,200,000	38	60,000,000	2013
20	Mozambique	22,000,000	0.68	0.40	2,200,000	38	60,000,000	2013
21	Benin	19,000,000	0.59	0.40	2,200,000	38	60,000,000	2013
22	Ivory Coast	20,000,000	0.62	0.40	2,200,000	38	60,000,000	2013
23	Ghana	22,000,000	0.68	0.40	2,200,000	38	60,000,000	2013
24	Equatorial Guinea	1,000,000	0.03	0.40	2,200,000	38	60,000,000	2013
25	Guinea-Bissau	1,500,000	0.05	0.40	2,200,000	38	60,000,000	2013
26	Sierra Leone	6,000,000	0.19	0.40	2,200,000	38	60,000,000	2013
27	Liberia	4,000,000	0.12	0.40	2,200,000	38	60,000,000	2013
28	Upper Volta	15,000,000	0.46	0.40	2,200,000	38	60,000,000	2013
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100	Upper Volta	15,000,000	0.46	0.40	2,200,000	38	60,000,000	2013

49	Uzbekistan	918,000	0.08	2.80	25,000	27	818,139	May 29, 2009
50	Russian (Caucas)	862,000	0.08	1.41	12,000	49	821,136	January 1, 2010
51	Comoros	743,000	0.07	2.42	19,000	27	724,000	July 1, 2012
52	East African Union	685,000	0.06	2.76	18,000	29	1,014,999	2011
53	Western Sahara <sup>b</sup>	610,000	0.06	4.18	32,000	14	542,011	2011
54	Caru Yezdi	311,000	0.03	1.39	5,000	56	491,875	June 16, 2010
55	Mozambique (Caucas)	217,000	0.02	3.36	8,000	36	212,000	August 21, 2012
56	Sub-Territorial Pakistan	194,000	0.02	3.19	6,000	27	187,296	May 11, 2012
57	Senegal	90,000	0.01	3.08	5,000	65	80,945	August 26, 2010
58	Iran, Helan, Azerbaijan and Iranian Ma-Carib (UK)	4,000	0.00	0.09	0	-	4,255	February 10, 2008
Total		1,099,615,000	100.00	2.74	29,570,000	26		



A Path to a Right Path

Road is Straight showing two direction Right & Left. It's upon to oneself to decide and visualize by choosing the correct direction so as to achieve results.



Our role  
in your success  
will be to be your  
most trusted  
advisor / mentor.



It requires a great  
deal of boldness and  
caution to make  
a great fortune,  
It requires  
ten times as much  
skill to manage and  
make it grow.

-Aahh Wala Source



Top 10 Country of Africa

- ❖ Mauritius
- ❖ South Africa
- ❖ Rwanda
- ❖ Botswana
- ❖ Ghana
- ❖ Seychelles
- ❖ Namibia
- ❖ Zambia
- ❖ Uganda
- ❖ Kenya

Top 10 Richest Country of Africa

- ❑ South Africa
- ❑ Nigeria
- ❑ Egypt
- ❑ Algeria
- ❑ Libya
- ❑ Morocco
- ❑ Angola
- ❑ Sudan
- ❑ Kenya
- ❑ Ethiopia

### Where is Poverty worst in Africa ?

Rank	No	Cities
168		Congo
167		Niger
166		Burundi
165		Mozambique
164		Guinea-Bissau
163		Chad
162		Libya
161		Burkina Faso
		Somalia
		Zimbabwe

### Africa worst countries to Implement (Information Communication Technologist) ICT

Rank No	Cities
135	Mauritania
136	Swaziland
137	Madagascar
138	Lesotho
140	Guinea
142	Chad
143	Sierrleone
144	Burundi



### List of Northern Africa Zone

- Egypt
- Libya
- Tunisia
- Algeria
- Morocco

### List of Central Africa Zone

- Chad
- Central African Rep.
- Democratic Republic of Congo
- Cameroon
- Gabon
- São Tomé e Príncipe
- Equatorial Guinea
- Angola

### List of Western Africa Zone

- Mauritania
- Senegal
- Guinea-Bissau
- Sierra Leone
- Guinea-Conakry
- Liberia
- Burkina Faso
- Ghana
- Nigeria
- Niger

**List of Eastern Africa Zone**

- Ethiopia
- Eritrea
- Djibouti
- Somalia
- Kenya
- Uganda
- Rwanda
- Burundi
- Tanzania
- Mozambique
- Zambia
- Zimbabwe

**List of Southern Africa Zone**

- South Africa
- Namibia
- Swaziland
- Lesotho
- Botswana



**Gujarati Write Up Photo – Benson**

**Self Confidence**

- Before Starting Business don't calculate Profit & Loss, have Self Confidence.
- To search & analyze success & failure is wastage of time.
- Every decision individual takes at that point of time is taken after thinking.
- If no results come can't say the decision was wrong.
- It is a saying after starting Business on various fronts on 1000 days are required to get set in Momentum, but no guarantee that success will be yours.
- Many times in our real life growth period you may be student, businessman/ women in service, social field manufacturing, marketing etc.
- We miss a chance, which we regret for life time & say **"I missed the bus, but we never think 2nd bus is always there"**.
- Sir Richard Benson was born in 1950 who appears in Photograph is today's Managing Director of UK Virginia Airline & CEO of 400 companies in UK & Worldwide.

- A flash back - Mr. Benson at the age of 16 started Magazine name "Student". In 1972 there was a era of Mail order growing business and craze was there.
- Mr. Benson took the benefit of this mail order system by delivering audio records & made so much money that he could establish in 1980 Virgin group which in 2012 was rated 4th Richest Group & Established as Richest Individual in FORBES Magazine.
- Mr. Benson a son of Barrister a well to do family but not like today's rich family normally who send with the child in a chauffeur driven car to school, college or classes etc.
- But his mother molded in different manner.
- Richard Benson was Dyslexic means mentally retarded; still mother would take him in a Car & drop him 3 mile before the school.
- At the age of 4 he was told by his mother **"YOU FIND YOUR WAY TO THE SCHOOL GO & COME BACK"**.
- Mother heart is always soft as tender but she became stronger which molded his carrier many times he is to forgot the road, but found out the right way after struggling.
- His mother use to tell if you walk on any shown direction you can never reach your destination for that you have to draw your own & path.

- Richard was very slow in IQ but managed still age of 15 year & left the school. He knew his limitation & gave a thought.
- **"In life chances come by bus if one is missed other is on the way"**
- This a secret of Business **"It has to be Guts Feeling."**
- To start new ventures never keep an accountant & consultant with you.
- Always have with you the Self Confidence to start.
- Richard when started Student Magazine he was interested in only Journalism & Editorial when he realized to survive he needs to be promoter & Editor his dream will succeed he made it.
- Richard quoted in life any new venture when you start always be prepare for failure, if you fail you will not get depressed because you ready for it.
- Dyslexic person is today's Hottest Businessman in UK.
- In 2000 he was honoured by Prince Charles for **"SIR"**.
- In 2002 he was in 85th Position in the Greatest Britain List.
- In 2007 in Times Magazine he was one of the 100 Most Influenced Person.
- Richard says **"always look toward the ground & work"**
- Always be prepared to talk about your success & with the same power talk about your failure.



- **One Example** :- Lawn Tennis player John McEnroe & Richard has one common hope
- In 1980, in the Wimbledon final McEnroe has to lose against Borg from last 5 years. After the match Richard met McEnroe and said "There is always tomorrow"
- With this hope in 1981 McEnroe defeated Borg in Wimbledon & Borg retired, which finish his career.
- Richard says there in next bus further he adds
- **"The balloons only have one life & the only way of finding out, they worked is to attempt to fly in "**
- **"Don't be very secure in life always take a chance".**



### "Indian Company Opening Gates in Africa"

- Airtel
- Godrej
- Emami
- ONGC
- Essar
- Coll India
- Tata Group
- Kirloskar
- Mahindra & Mahindra
- Escorts
- Apollo

This all Co-operate giants see Africa as a Future Market in Coming Century.

### How to do Business in Africa

#### Starting a Business in Africa

Doing business in Africa can indeed do wonders for your company provided you know as to how to do business in Africa. Africa has vast potential in terms of tourism, oil and gas. Effective marketing strategy and knowledge of the market is utmost important for the business to flourish in Africa.

There are a number of tips as well as guides which you need to follow if you are interested in doing business in Africa, since it is not just the business but success which too matters the most. Africa offers a large number of opportunities to the business communities to do business here owing to its vast untapped potentials.

In order to start business you also need to find out your targeted range of customers also. Since Africa is such a large continent so sometimes it could be quite challenging to find the right set of customers for your products.

You need to have reliable partners, effective marketing skills as well as the requisite knowledge of your customer base if you want to start your business. You can start by getting yourself linked with any organization which is having an in depth knowledge and specialization in the field of marketing as well as promotion of trade in Africa.

### Sectors for Business in Africa

Agro-business, tourism and infrastructure are some of the areas which are having a vast potential in terms of trade. Countries like Ghana and Botswana have lots to offer to business through their ports, fisheries, and tourism.

One of the most important facts to keep in mind is the political stability in the country so you need to invest only in that African country which is politically stable and offering wide scope of business or else you will suffer from losses alone.

US exporters are able to find a wide market in African countries in the fields of cosmetics, oil and gas extraction, food processing, telecommunications, used clothing and many more of similar kinds.

EXTRACTS TAKEN FROM THE KEY SPEECH DELIVERED BY MR. SUNIL MODI AT 38<sup>TH</sup> WORLD MARKETINMG CONGRESS ORGANISED BY INSITUTUE OF MARKETING & MANAGEMENT ,NEW DELHI UNDER HEADING "MARKETING OPPURTUNITIES AND STRATEGIES FOR AFRICA" – A FRESH LOOK

### A FRESH LOOK, CHALLENGES AND OPPURTUNITIES IN AFRICAN CONTINENT

#### AFRICA

A-Amazing  
F-Favorable & Fantastic  
R-Resourceful  
I-Investment  
C-Country  
A-All together

The word "AFRICA" used to be a once known as a "Dark Continent" full of wide creatures and giant size mosquitoes, dangerous people..... This word is a fantasy with misinterpretation in one's mind in current era as the continent was unfamiliar during the era of Pre- Post Independence of India. With the passage of time the "Dark Continent" once said is recommended as today's "Black Gold Shinning" Continent, consisting of immense resources, humble people, unbelievable opportunities, favorable climatic conditions from too cold to extreme hot. A fast developing continent is today's every countries gateway to invest, to trade, to live, to develop in commercial terms. No doubt there are countries which are striving to meet today's development taking place in this world on various fronts. This continent has been a favorable landmark to Indian brothers and sisters who migrated in early 1920's & 1930's during pre independence stage by themselves or through colonial rule on different segments to put up a railway line in Uganda. Thereafter our Indian brothers with the time settled down in East Africa, particularly Ethiopia, Uganda, Tanzania, Zanzibar & Kenya etc.

**Initially Africa was known as South Africa only, but now every country has its presence in global world by their own name.**

Any Indian businessman prime objective is in building of the relationships between the two regions is the strengthening of the India-Africa Economic Cooperation in industry, trade and investment.

Our Honorable Prime Minister of India Dr. Manmohan Singh said in one of the summit that Africa is considered as Mother Continent with unbelievable opportunities in abundance, Explore it.

#### • Opportunities in Trade:

All types of different product right from industrial to consumer depending upon countries have a huge requirement. Indian brothers can work out, understand their means and can enter into a business for which following points are to be kept in mind before doing business with amazing African Continent.

#### • Geographical Structure :

It is very important to know about the geographical conditions like temperature, seasons, ports, enroute, custom formalities procedure, licensing authorities etc.

#### • Currency :

As African currencies are volatile and unstable, exporters are requested to study the feasible market position of the currency in that sector. It can be divided into two segments.

When an Indian Exporter calculates the price from Indian Rupee to USD or equivalent minimum changes takes place but problem starts when the documents and goods reach the destination port if the business is carried out on D/P, D/A or other terms. The importer may request you or ask you for discount which he will be Referring to the exchange loss which may have taken place at that given time because the currency destabilization goes to high percentage and their discounted percentage may not be feasible for Indian exporters to agree because in certain products Indian exporters work on government incentives. When he receives the requirement and he calculates he may be in a loss. No option left. He has to agree to it and settle the issue otherwise importer will not accept the document or release the goods, so in this situation exporter before agreeing on a high value deal has to keep in mind, the volatility of the matter at any time to avoid any embarrassing situation for both the sides.

#### • Banks :

Majority Banks are private sectors so high risk is always there. Never deal in local currencies. Banks credibility has to be understood from his parent bank in 1<sup>st</sup> world country or else it would be a total loss.

#### • Human Relations :

Human psychology of the local people has to be understood very well. Most important is working conditions, physical interrogation with local African Nationals on the ground level, their lifestyle of functioning, their approach, and their method of understanding. Local people are very gentle and straight forward. If dealings are fair from our side problems does not exit.

#### • Market Conditions :

To study the market structure of your line of product which you intend to export keep in mind about the pricing policy by judging the spending power of local African Nationals. Go with a vision of large volume business. You give them confidence, win their wants and they will not leave you. They are all yours.

#### • Challenges :

Business itself is a challenge because East, West, North, South across the planet every country's dream is to explore African Continent. As India has an edge over other countries because of ancestors visualized the future and made routes century ago making their homeland. It is a proud moment for every Indian.

Fourth & Fifth generations are doing very well. African Entrepreneur's who are of Indian origin are very eager to establish business relation between both companies. Here challenges lies in pricing which they compare with the south East Asia countries or equivalent which he should be able to complete. A wrong move on the calculation side will finish the matter. Once the African loses trust and confidence; he will never look upon to one individual. Challenges lies in having self confident and guts in staying in African countries against adverse conditions which are prevailing.

Simultaneously African countries are trying to make things easier on all fronts. One has to secure themselves in this country on security reasons, not to show their status on high ride to the society that look I am something.

#### • Food & Lifestyle :

One has to withstand the loneliness in remote villages in interior Africa, even today to get milk or proper water is luxury, should have guts to withstand the power failures where electricity is off during peak summer of African continent which goes +40 up to 50, so one individual should withstand this climatic conditions & travelling. Travelling is very tough with hardships where infrastructure improvement is under progress. These are few factors which one should keep in mind before you enter the African Market. Work out from the grass root level of this market and the market is yours.

#### • Language :

African countries have different languages. When you are in East Africa greet the people "HABARI" the will love to be a part of you. To capture the market, capture the language sign and you are through.

#### • Health :

Very important for an individual to preserve his health condition. All types of fever exists in African Continent. Even today if you travelling in remote places you can still see 6-7 feet high grass with very big mosquitoes humming near you. May be if you are travelling in the interior part of Congo, Tanzania, Angola, you have to believe it. Medications and Hospitals are very expensive and one has to take care.

#### • Marketing Strategies :

With the new era of computer and IT Technology, young African Nationals are Entrepreneur, high profile graduates, speaking good English, willing to cooperate. Only we have to understand their body language, their sentiments, their culture and style of functioning. You have to cultivate them in proper style of functioning and they will ripe fruits.

#### • ECGC :

Export Credit Guarantee Cooperation scheme of export finance reimbursement as per terms and conditions laid by government of India Norms to boost exports. In case of fairer by Bank buyer or any political unrest exporter will get the payment through ECGC after the completion of necessary documentation. For further details you can contact the undersigned or the company itself

#### • Remarks & My Experience :

I have lived 20 years above in this African Continent, in cities, villages, jungles extend up to Sahara Desert. Where I said earlier that necessities are luxury and I have lived without water & food, have faced various difficulties in travelling in early 80's & 90's and have faced security problems. I lost my valuables while residing in interior parts of this country. I have seen death and felt it. I am leading a second life.

**Small example :**

I was passing by with my friend in his car from Nairobi to Nakuru, on the way near the creek, adjacent to the valley while taking a turn their was a head on collision from the incoming vehicle, such big was the impact that my friend who was driving a car was torn to pieces , steering wheel ripping through his chest, I on the next seat was thrown out from the car along with the door at the edge of the valley, fell on a branch of a tree striking on the sharp edge of the mountain on my shoulder, such that my hand turned at 360 degree twisted around, below was the death. Time was running out, luckily there were four local Africans Nationals who were passing by, touchwood any how they managed to pick me up from the valley by risking their lives, took me up to the hospital, gave me full treatment , looked after me , arranged my visit to India, my home town. Later on I went into coma for couple of months but their unselfishness wishes and services they rendered to me brought me back to this world.

This show the love, purity and innocence of the Indo-African relation on a high more value. I will also remain indebted to them forever for giving me a new life which I am Living today.

**Another Instance :**

Another side of Africa, you have to have lady luck on your side . When you pass through the city called "Mwanza" in Tanzania and further through the interiors in jungles, it is a diamond belt, if you are lucky while passing by you can find a diamond below your feet. Also if you are on the way from "Darussalam" to "Morogorro" on the way to the right and left you can see pineapples in plenty, lying in abundance on the trees on the side if the road and nobody to fetch it or you pass through "Bunda" a cotton belt pass through city, you will pass through cotton field, beautiful and sparkling ones inviting you to feel the tenderness, the gentleness of the cotton which reflects and tells you this is the heart of African people.

Cotton is the Mother Nature's bestowed gift to the world. You pass through the interiors of "Morogorro" down side towards crater, minerals are lying under your feet and such is the country and continent where one can never lose in doing business with the continent. It only requires a proper focus, new look vision and opportunities will come to you. Challenges will be met and "Black Gold Continent" will be yours. It is like entering a Magical Wonder Land and you forget the world, such is its beauty. Beautiful people, beautiful country, Natural Scenery and you become a beautiful one. Don't look at the color of the people, look at their colorful heart. It is more tender, soft and gentle than cotton. Beyond cotton, nothing exists in this world.

Your pass through Kampala, Uganda to the city feel heart throbbing scenic beauty of the Lake Victoria or you pass through further down to "Jinja" have afresh fragrance of the world class coffee or you pass through "Kigali" capital of Rwanda, you forget the world or you pass through the silver lining of Sahara Desert in Kano in Nigeria or in the evening you can have a breath taking view of the sand dunes in the sky or when you land in Nairobi, Kenya down to the city, on the way to the left you can seek flock of Zebras, Giraffe in hundreds competing you at a breath taking distance parallel to your car. Imagine where you can see this. You can feel the magical moments in this world.

Africa, the visionary continent can be your ultimate destination in your life. Respected Brothers and Sisters, this is a small view I am Sharing with you on this African Continent. Please feel free to contact me at any point of time for guidance and I will be pleased to assist you from my heart into depth of this continent in details how to do business with Africa, how to enter the market, how to make the marketing strategies, how to create win win solutions.

**Africa, I call it as my "Motherland" for prosperity in all walks of my life. Focus Africa, Go Grab it, It is all yours.**

**Thanking you**  
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**Presentations and Networking Sessions in Ahmedabad, Gujarat**

In association with PricewaterhouseCoopers (PwC) India, the Gujarat Export Promotion Council (GPEC) organized a series of presentations and networking sessions in Ahmedabad, Gujarat, India, from 15th to 17th October 2014. The sessions were held at the PwC India office in Ahmedabad.

Presentations were organized by leading exporters in:

- 1. Automobile and Automobiles: Mr. R. V. Patel, Director, PricewaterhouseCoopers
- 2. PricewaterhouseCoopers: Mr. Shreshth Patel, Head of Marketing
- 3. IT: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 4. Textiles: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 5. Gems & Jewellery: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 6. Handicrafts: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 7. Leather Goods: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 8. Food: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 9. Chemicals: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 10. Metals: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 11. Pharmaceuticals: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 12. Agriculture: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 13. Services: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers
- 14. Others: Mr. Anil Kumar, Director, Mr. Anil Kumar, Project Manager, Global, PricewaterhouseCoopers

- 48 Continental Nations**
- |                         |                    |                                |
|-------------------------|--------------------|--------------------------------|
| 1. Algeria              | 17. Ethiopia       | 33. Niger                      |
| 2. Angola               | 18. Gabon          | 34. Nigeria                    |
| 3. Benin                | 19. Gambia         | 35. Rwanda                     |
| 4. Botswana             | 20. Ghana          | 36. Senegal                    |
| 5. Burkina Faso         | 21. Guinea-Bissau  | 37. Sierra Leone               |
| 6. Burundi              | 22. Guinea-Conakry | 38. Somalia (Trans. Fed. Gov.) |
| 7. Cameroon             | 23. Kenya          | 39. South Africa               |
| 8. Central African Rep. | 24. Lesotho        | 40. Sudan                      |
| 9. Chad                 | 25. Liberia        | 41. Swaziland                  |
| 10. Congo-Brazzaville   | 26. Libya          | 42. Tanzania                   |
| 11. Congo-Kinshasa      | 27. Malawi         | 43. Togo                       |
| 12. Côte d'Ivoire       | 28. Mali           | 44. Tunisia                    |
| 13. Djibouti            | 29. Mauritania     | 45. Uganda                     |
| 14. Egypt               | 30. Morocco        | 46. West Sahara/Sahrawi Rep.   |
| 15. Equatorial Guinea   | 31. Mozambique     | 47. Zambia                     |
| 16. Eritrea             | 32. Namibia        | 48. Zimbabwe                   |
- Six Island nations**
- |                     |                |                         |
|---------------------|----------------|-------------------------|
| 49. Comoro Isl.     | 51. Madagascar | 53. Seychelles          |
| 50. Cape Verde Isl. | 52. Mauritius  | 54. São Tomé e Príncipe |



**Algeria**

Algeria officially the People's Democratic Republic of Algeria is a country located in North Africa. It is the largest country of the Mediterranean sea, the second largest on the African continent and the eleventh-largest country in the world in terms of land area. It is bordered by Tunisia in the northeast, Libya in the east, Niger in the southeast, Mali and Mauritania in the southwest, Morocco in the northwest, and the Mediterranean Sea in the north.

**Agricultural Products:**  
Wheat, Barley, Oats, Grapes, Olives, Citrus, Fruits; Sheep, Cattle

**Industries:**  
Petroleum, Natural Gas, Light Industries, Mining, Electrical, Petrochemical, Food Processing

**Export Commodities:**  
Petroleum, Natural Gas, & Petroleum Products

**Import Commodities:**  
Capital Goods, Foodstuffs, Consumer Goods



**Angola**

Angola officially the Republic of Angola is a country in south-central Africa bordering Namibia to the south, Democratic Republic of the Congo to the north, and Zambia to the east, and with a west coast along the Atlantic Ocean. The exclave province Cabinda has a border with the Republic of the Congo and the Democratic Republic of the Congo.

**Agricultural Products:**  
Bananas, Sugarcane, Coffee, Sisal, Corn, Cotton, Manioc (Tapioca), Tobacco, Vegetables, Plantains; Livestock; Forest Products; Fish

**Industries:**  
Petroleum; Diamonds, Iron Ore, Phosphates, Feldspar, Bauxite, Uranium, & Gold; Cement; Basic Metal Products; Fish Processing; Food Processing, Brewing, Tobacco Products, Sugar; Textiles; Ship Repair

**Export Commodities:**  
Crude Oil, Diamonds, Refined Petroleum Products, Coffee, Sisal, Fish & Fish Products, Timber, Cotton

**Import Commodities:**  
Machinery & Electrical Equipment, Vehicles & Spare Parts; Medicines, Food, Textiles, Military Goods



### Benin

Benin officially the Republic of Benin, and also known as Benin Republic is a country in Western Africa. It borders Togo to the west, Nigeria to the east and Burkina Faso and Niger to the north; its short coastline to the south leads to the Bight of Benin.

#### Agricultural Products:

Cotton, Corn, Cassava (Tapioca), Yams, Beans, Palm Oil, Peanuts, Cashews; Livestock

#### Industries:

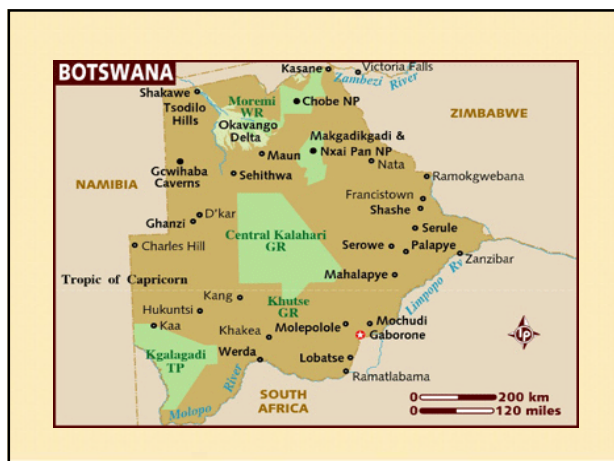
Textiles, Food Processing, Construction Materials, Cement

#### Commodities:

Cotton, Cashews, Shea Butter, Textiles, Palm Products, Seafood

#### Imports Commodities:

Foodstuffs, Capital Goods, Petroleum Products



### Botswana

The Republic of Botswana (Tswana: Lefatshe la Botswana), is a landlocked nation in Southern Africa. Citizens of Botswana are Batswana (singular: Motswana), regardless of ethnicity. Formerly the British protectorate of Bechuanaland, Botswana adopted its new name after becoming independent within the Commonwealth on 30 September 1966. It is bordered by South Africa to the south and southeast, Namibia to the west, Zambia to the north, and Zimbabwe to the northeast.

#### Agricultural Products:

Livestock, Sorghum, Maize, Millet, Beans, Sunflowers, Groundnuts

#### Industries:

Diamonds, Copper, Nickel, Salt, Soda Ash, Potash, Coal, Iron ore, Silver; Livestock Processing; Textiles

#### Export Commodities:

Diamonds, Copper, Nickel, Soda Ash, Meat, Textiles

#### Import Commodities:

Foodstuffs, Machinery, Electrical Goods, Transport Equipment, Textiles, Fuel & Petroleum Products, Wood & Paper Products, Metal & Metal Products



### Burkina Faso

Burkina Faso, also known by its short-form name Burkina, is a landlocked nation in West Africa. It is surrounded by six countries: Mali to the north, Niger to the east, Benin to the south east, Togo and Ghana to the south, and Cote d'Ivoire to the south west.

#### Agricultural Products:

Cotton, Peanuts, Shea Nuts, Sesame, Sorghum, Millet, Corn, Rice; Livestock

#### Industries:

Cotton Lint, Beverages, Agricultural Processing, Soap, Cigarettes, Textiles, Gold

#### Exports Commodities:

Cotton, Livestock, Gold

#### Imports Commodities:

Capital Goods, Foodstuffs, Petroleum



### Burundi

Burundi, officially the Republic of Burundi, is a small country in the Great Lakes region of Eastern Africa bordered by Rwanda to the north, Tanzania to the south and east, and the Democratic Republic of the Congo to the west. Although the country is landlocked, much of the south-western border is adjacent to Lake Tanganyika.

#### Agricultural Products:

Coffee, Cotton, Tea, Corn, Sorghum, Sweet Potatoes, Bananas, Manioc (Tapioca); Beef, Milk, Hides

#### Industries:

Light Consumer Goods such as Blankets, Shoes, Soap; Assembly of Imported Components; Public Works Construction; Food Processing

#### Export Commodities:

Coffee, Tea, Sugar, Cotton, Hides

#### Import Commodities:

Capital Goods, Petroleum Products, Foodstuffs



### Cameroon

The Republic of Cameroon is a unitary republic of central and western Africa. It is bordered by Nigeria to the west; Chad to the northeast; the Central African Republic to the east; and Equatorial Guinea, Gabon, and the Republic of the Congo to the south. Cameroon's coastline lies on the Bight of Bonny, part of the Gulf of Guinea and the Atlantic Ocean. The country is called "Africa in miniature" for its geological and cultural diversity.

#### Agricultural Products:

Coffee, Cocoa, Cotton, Rubber, Bananas, Oilseed, Grains, Root Starches; Livestock; Timber

#### Industries:

Petroleum Production & Refining, Aluminium Production, Food Processing, Light Consumer Goods, Textiles, Lumber, Ship Repair

#### Exports Commodities:

Crude Oil & Petroleum Products, Lumber, Cocoa Beans, Aluminium, Coffee, Cotton

#### Imports Commodities:

Machinery, Electrical Equipment, Transport Equipment, Fuel, Food



### Cape Verde

The Republic of Cape Verde is a republic located on an archipelago in the Micronesia ecoregion of the North Atlantic Ocean, off the western coast of Africa. The previously uninhabited islands were discovered and colonized by the Portuguese in the fifteenth century and attained independence in 1975.

#### Agricultural Products:

Bananas, Corn, Beans, Sweet Potatoes, Sugarcane, Coffee, Peanuts; Fish

#### Industries:

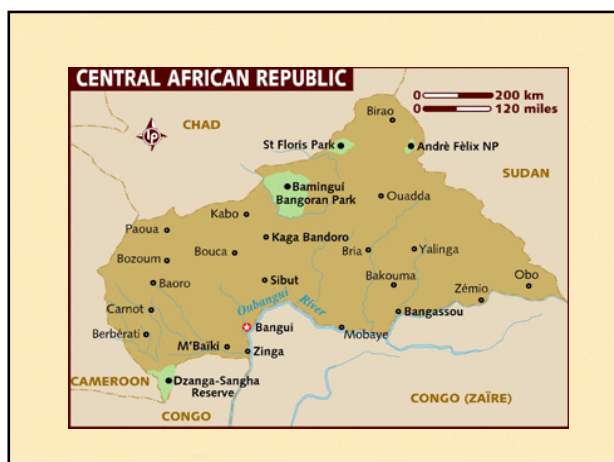
Food & Beverages, Fish Processing, Shoes & Garments, Salt Mining, Ship Repair

#### Export Commodities:

Fuel, Shoes, Garments, Fish, Hides

#### Import Commodities:

Foodstuffs, Industrial Products, Transport Equipment, Fuels



**Central African Republic**

The Central African Republic is a landlocked country in Central Africa. It borders Chad in the north, Sudan in the east, the Republic of the Congo and the Democratic Republic of the Congo in the south, and Cameroon in the west.

**Agricultural Products:**

Timber, Cotton, Coffee, Tobacco, Manioc (Tapioca), Yams, Millet, Corn, Bananas;

**Timber**

**Industries:**

Gold & Diamond Mining, Logging, Brewing, Textiles, Footwear, Assembly of Bicycles & Motorcycles

**Exports Commodities:**

Diamonds, Timber, Cotton, Coffee, Tobacco

**Imports Commodities:**

Food, Textiles, Petroleum Products, Machinery, Electrical Equipment, Motor Vehicles, Chemicals, Pharmaceuticals



**Chad**

Chad officially known as the Republic of Chad is a landlocked country in central Africa. It is bordered by Libya to the northwest, Sudan to the east, the Central African Republic to the south, Cameroon and Nigeria to the southwest, and Niger to the west. Due to its distance from the sea and its largely desert climate, the country is sometimes referred to as the "Dead Heart of Africa".

**Agricultural Products:**

Cotton, Sorghum, Millet, Peanuts, Rice, Potatoes, Manioc(Tapioca); Cattle, Sheep, Goats, Camels

**Industries:**

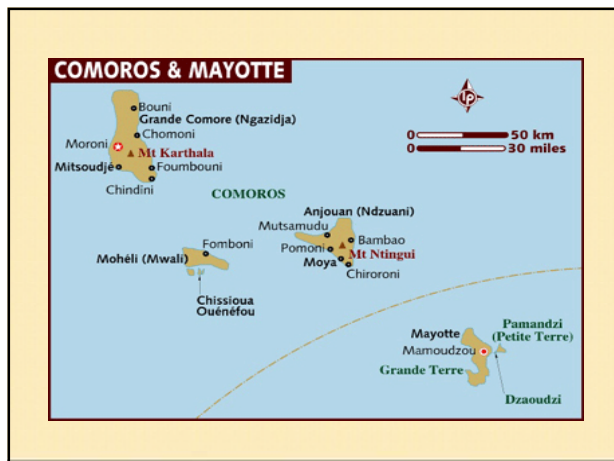
Oil, Cotton Textiles, Meatpacking, Brewing, Norton (sodium carbonate), Soap, Cigarettes, Construction Materials

**Exports Commodities:**

Oil, Cattle, Cotton, Gum Arabic

**Imports Commodities:**

Machinery & Transportation Equipment, Industrial Goods, Foodstuffs, Textiles



**Comoros**

The Comoros officially the Union of the Comoros is an island nation in the Indian Ocean, located off the eastern coast of Africa on the northern end of the Mozambique Channel between northern Madagascar and north-eastern Mozambique.

**Agricultural Products:**

Vanilla, Cloves, Ylang-Ylang (perfume essence), Copra, Coconuts, Bananas, Cassava (Tapioca)

**Industries:**

Fishing, Tourism, Perfume Distillation

**Export Commodities:**

Vanilla, Cloves, Ylang-Ylang (perfume essence), Copra

**Import Commodities:**

Rice and Other Foodstuffs, Consumer Goods, Petroleum Products, Cement, Transport Equipment



### Democratic Republic of Congo

The Democratic Republic of the Congo (French: République démocratique du Congo), is a country in central Africa with a small length of Atlantic coastline. It is the third largest country (by area) in Africa. The name "Congo" refers to the river Congo, also known as the river Zaire. Though it is located in the Central African UN sub region, the nation is economically and regionally affiliated with Southern Africa as a member of the Southern African Development Community (SADC).

#### Agricultural Products:

Coffee, Sugar, Palm Oil, Rubber, Tea, Cotton, Cocoa, Quinine, Cassava (Tapioca), Manioc, Bananas, Plantains, Peanuts, Root Crops, Corn, Fruits; Wood Products

#### Industries:

Mining (Diamonds, Gold, Copper, Cobalt, Colton, Zinc, Tin), Mineral Processing, Consumer Products (Including Textiles, Plastics, Footwear, Cigarettes, Metal Products, Processed Foods & Beverages), Timber, Cement, Commercial Ship Repair

#### Exports Commodities:

Diamonds, Gold, Copper, Cobalt, Wood Products, Crude Oil, Coffee

#### Imports Commodities:

Foodstuffs, Mining & Other Machinery, Transport Equipment, Fuels



### Djibouti

Djibouti officially the Republic of Djibouti is a country in the Horn of Africa. Djibouti is bordered by Eritrea in the north, Ethiopia in the west and south, and Somalia in the southeast. The remainder of the border is formed by the Red Sea and the Gulf of Aden. On the other side of the Red Sea, on the Arabian Peninsula, from the coast of Djibouti, is Yemen.

#### Agricultural Products:

Fruits, Vegetables; Goats, Sheep, Camels, Animal Hides

#### Industries:

Construction, Agricultural Processing

#### Export Commodities:

Re-exports, Hides & Skins, Coffee (in transit)

#### Import Commodities:

Foods, Beverages, Transport Equipment, Chemicals, Petroleum Products



### Egypt

Egypt is a country in North Africa, with the Sinai Peninsula forming a land bridge to Western Asia. Egypt borders the Mediterranean Sea to the north, the Gaza Strip and Israel to the northeast, the Red Sea to the east, Sudan to the south and Libya to the west.

#### Agricultural Products:

Cotton, Rice, Corn, Wheat, Beans, Fruits, Vegetables; Cattle, Water Buffalo, Sheep, Goats

#### Industries:

Textiles, Food Processing, Tourism, Chemicals, Pharmaceuticals, Hydrocarbons, Construction, Cement, Metals, Light Manufactures

#### Exports Commodities:

Crude Oil & Petroleum Products, Cotton, Textiles, Metal Products, Chemicals, Processed Food

#### Imports Commodities:

Machinery & Equipment, Foodstuffs, Chemicals, Wood Products, Fuels





**Equatorial Guinea**

The Republic of Equatorial Guinea is a country in Central Africa. It is one of the smallest countries in continental Africa, and comprises two regions: a Continental Region (Ro Muni); and an Insular Region containing Annobn island, Bioko island (formerly Fernando Po) where the capital of Malabo is situated, and several offshore islands like Corsica.

**Agricultural Products:**

Coffee, Cocoa, Rice, Yams, Cassava (Tapioca), Bananas, Palm Oil Nuts; Livestock; Timber

**Industries:**

Petroleum, Natural Gas, Sawmilling

**Exports Commodities:**

Petroleum Products, Timber

**Imports Commodities:**

Petroleum Sector Equipment, Other Equipment, Construction Materials, Vehicles



**Eritrea**

Eritrea officially the State of Eritrea is a country in Northeast Africa. It is bordered by Sudan in the west, Ethiopia in the south, and Djibouti in the southeast. The east and northeast of the country have an extensive coastline on the Red Sea, directly across from Saudi Arabia and Yemen. The Dahlak Archipelago and several of the Hanish Islands are part of Eritrea.

**Agricultural Products:**

Sorghum, Lentils, Vegetables, Corn, Cotton, Tobacco, Sisal; Livestock, Goats; Fish

**Industries:**

Food Processing, Beverages, Clothing & Textiles, Light Manufacturing, Salt, Cement

**Exports Commodities:**

Livestock, Sorghum, Textiles, Food, Small Manufactures

**Imports Commodities:**

Machinery, Petroleum Products, Food, Manufactured Goods



**Ethiopia**

Ethiopia officially the Federal Democratic Republic of Ethiopia is a landlocked country situated in the Horn of Africa. Ethiopia is bordered by Eritrea to the north, Sudan to the west, Kenya to the south, Somalia to the east and Djibouti to the north-east. Ethiopia is one of the oldest countries in the world and Africa's second-most populous nation.

**Agricultural Products:**

Cereals, Pulses, Coffee, Oilseed, Cotton, Sugarcane, Potatoes, Qat, Cut Flowers; Hides, Cattle, Sheep, Goats; fish

**Industries:**

Food Processing, Beverages, Textiles, Leather, Chemicals, Metals Processing, Cement

**Exports Commodities:**

Coffee, Qat, Gold, Leather Products, Live Animals, Oilseeds

**Imports Commodities:**

Food & Live Animals, Petroleum & Petroleum Products, Chemicals, Machinery, Motor Vehicles, Cereals, Textiles



**Gabon**

Gabon is a country in west central Africa sharing borders with Equatorial Guinea, Cameroon, Republic of the Congo and the Gulf of Guinea.

**Agricultural Products:**

Cocoa, Coffee, Sugar, Palm Oil, Rubber; Cattle; Oakum (A Tropical Softwood); Fish

**Industries:**

Petroleum Extraction & Refining; Manganese, Gold; Chemicals, Ship Repair, Food & Beverages, Textiles, Lumbering & Plywood, Cement

**Exports Commodities:**

Crude Oil 70%, Timber, Manganese, Uranium

**Imports Commodities:**

Machinery And Equipment, Foodstuffs, Chemicals, Construction Materials



**Gambia**

The Gambia officially the Republic of The Gambia is a country in Western Africa. It is the smallest country on the African continental mainland and is bordered to the north, east, and south by Senegal, and has a small coast on the Atlantic Ocean in the west.

**Agricultural Products:**

Rice, Millet, Sorghum, Peanuts, Corn, Sesame, Cassava (Tapioca), Palm Kernels; Cattle, Sheep, Goats

**Industries:**

Processing Peanuts, Fish, & Hides; Tourism, Beverages, Agricultural Machinery Assembly, Woodworking, Metalworking, Clothing

**Exports Commodities:**

Peanut Products, Fish, Cotton Lint, Palm Kernels

**Imports Commodities:**

Foodstuffs, Manufactures, Fuel, Machinery & Transport Equipment



**Ghana**

The Republic of Ghana is a country in West Africa. It borders Cote d'Ivoire (Ivory Coast) to the west, Burkina Faso to the north, Togo to the east, and the Gulf of Guinea to the south.

**Agricultural Products:**

Cocoa, Rice, Cassava (Tapioca), Peanuts, Corn, Shea Nuts, Bananas; Timber

**Industries:**

Mining, Lumbering, Light Manufacturing, Aluminium Smelting, Food Processing, Cement, Small Commercial Ship Building

**Exports Commodities:**

Gold, Cocoa, Timber, Tuna, Bauxite, Aluminium, Manganese Ore, Diamonds, Horticulture

**Imports Commodities:**

Capital Equipment, Petroleum, Foodstuffs



### Guinea

Guinea, officially Republic of Guinea is a country in West Africa, formerly known as French Guinea. Guinea's territory has a curved shape, with its base at the Atlantic Ocean, inland to the east, and turning south. The base borders Guinea-Bissau and Senegal to the north, and Mali to the north and north-east; the inland part borders Cote d'Ivoire to the south-east, Liberia to the south, and Sierra Leone to the west of the southern tip.

#### Agricultural Products:

Rice, Coffee, Pineapples, Palm Kernels, Cassava (Tapioca), Bananas, Sweet Potatoes; Cattle, Sheep, Goats; Timber

#### Industries:

Bauxite, Gold, Diamonds, Iron; Alumina Refining; Light Manufacturing, & Agricultural Processing

#### Exports Commodities:

Bauxite, Alumina, Gold, Diamonds, Coffee, Fish, Agricultural Products

#### Imports Commodities:

Petroleum Products, Metals, Machinery, Transport Equipment, Textiles, Grain & Other Foodstuffs



### Guinea-Bissau

The Republic of Guinea-Bissau is a country in western Africa and one of the smallest nations in continental Africa. It is bordered by Senegal to the north, and Guinea to the south and east, with the Atlantic Ocean to its west.

#### Agricultural Products:

Rice, Corn, Beans, Cassava (Manioc), Cashew Nuts, Peanuts, Palm Kernels, Cotton; Timber; Fish

#### Industries:

Agricultural Products Processing, Beer, Soft Drinks

#### Exports Commodities:

Fish, Shrimp; Cashew Nuts, Peanuts, Palm Kernels, Sawn Lumber

#### Imports Commodities:

Foodstuffs, Machinery & Transport Equipment, Petroleum Products



### Ivory Coast

Ivory Coast, officially the Republic of Cote d'Ivoire, is a country in West Africa. Ivory Coast borders Liberia and Guinea to the west, Mali and Burkina Faso to the north, Ghana to the east, and the Gulf of Guinea and the Atlantic Ocean to the south.

#### Agricultural Products:

Coffee, Cocoa Beans, Bananas, Palm Kernels, Corn, Rice, Manioc (Tapioca), Sweet Potatoes, Sugar, Cotton, Rubber; Timber

#### Industries:

Foodstuffs, Beverages; Wood Products, Oil Refining, Gold Mining, Truck & Bus Assembly, Textiles, Fertilizer, Building Materials, Electricity

#### Exports Commodities:

Cocoa, Coffee, Timber, Petroleum, Cotton, Bananas, Pineapples, Palm Oil, Fish

#### Imports Commodities:

Fuel, Capital Equipment, Foodstuffs



### Kenya

The Republic of Kenya is a country in East Africa. It is bordered by Ethiopia to the north, Somalia to the northeast, Tanzania to the south, Uganda to the west, and Sudan to the northwest, with the Indian Ocean running along the southeast border.

#### Agricultural Products:

Tea, Coffee, Corn, Wheat, Sugarcane, Fruit, Vegetables; Dairy Products, Beef, Pork, Poultry, Eggs

#### Industries:

Small-Scale Consumer Goods (Plastic, Furniture, Batteries, Textiles, Clothing, Soap, Cigarettes, Flour), Agricultural Products, Horticulture, Oil Refining; Aluminium, Steel, Lead; Cement, Commercial Ship Repair, Tourism

#### Export Commodities:

Tea, Horticultural Products, Coffee, Petroleum Products, Fish, Cement

#### Import Commodities:

Machinery & Transportation Equipment, Petroleum Products, Motor Vehicles, Iron & Steel, Resins & Plastics



### Lesotho

Lesotho officially the Kingdom of Lesotho is a landlocked country and enclave entirely surrounded by the Republic of South Africa. Formerly Basutoland, it is a member of the Commonwealth of Nations.

#### Agricultural Products:

Corn, Wheat, Pulses, Sorghum, Barley; Livestock

#### Industries:

Food, Beverages, Textiles, Apparel Assembly, Handicrafts, Construction, Tourism

#### Export Commodities:

Manufactures 75% (Clothing, Footwear, Road Vehicles), Wool & Mohair, Food & Live Animals

#### Import Commodities:

Food; Building Materials, Vehicles, Machinery, Medicines, Petroleum Products



### Liberia

Liberia officially the Republic of Liberia is a country on the west coast of Africa, bordered by Sierra Leone, Guinea, Cote d'Ivoire, and the Atlantic Ocean.

#### Agricultural Products:

Rubber, Coffee, Cocoa, Rice, Cassava (Tapioca), Palm Oil, Sugarcane, Bananas; Sheep, Goats; Timber

#### Industries:

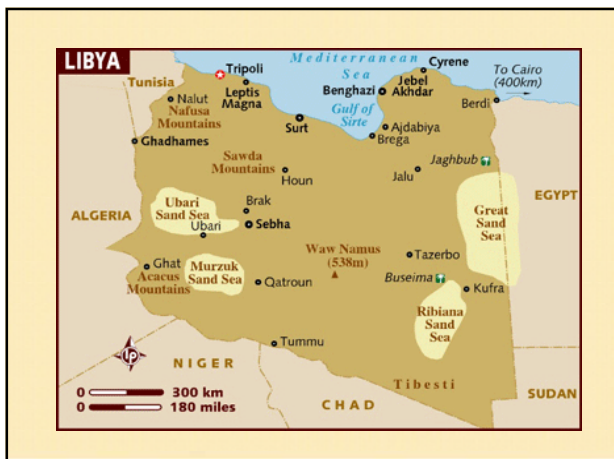
Rubber Processing, Palm Oil Processing, Timber, Diamonds

#### Exports Commodities:

Rubber, Timber, Iron, Diamonds, Cocoa, Coffee

#### Imports Commodities:

Fuels, Chemicals, Machinery, Transportation Equipment, Manufactured Goods; Foodstuffs



**Libya**

Libya officially the Great Socialist People's Libyan Arab Jamahiriya is a country located in North Africa. Bordering the Mediterranean Sea to the north, Libya lies between Egypt to the east, Sudan to the southeast, Chad and Niger to the south, and Algeria and Tunisia to the west. With an area of almost 1.8 million square kilometres (700,000 sq mi), 90% of which is desert, Libya is the fourth largest country in Africa by area, and the 17th largest in the world.

**Agricultural Products:**

Wheat, Barley, Olives, Dates, Citrus, Vegetables, Peanuts, Soybeans; Cattle

**Industries:**

Petroleum, Petrochemicals, Aluminium, Iron & Steel, Food Processing, Textiles, Handicrafts, Cement

**Exports Commodities:**

Crude Oil, Refined Petroleum Products, Natural Gas, Chemicals

**Imports Commodities:**

Machinery, Semi-Finished Goods, Food, Transport Equipment, Consumer Products



**Madagascar**

Madagascar originally Republic of Madagascar is an island nation in the Indian Ocean of the south-eastern coast of Africa. The main island, also called Madagascar, is the fourth-largest island in the world, and is home to 5% of the world's plant and animal species, of which more than 80% are endemic to Madagascar. They include the lemur infra order of primates, the carnivorous fossa, three bird families and six baobab species.

**Agricultural Products:**

Coffee, Vanilla, Sugarcane, Cloves, Cocoa, Rice, Cassava (Tapioca), Beans, Bananas, Peanuts; Livestock Products

**Industries:**

Meat Processing, Seafood, Soap, Breweries, Tanneries, Sugar, Textiles, Glassware, Cement, Automobile Assembly Plant, Paper, Petroleum, Tourism

**Export Commodities:**

Coffee, Vanilla, Shellfish, Sugar, Cotton Cloth, Chromites, Petroleum Products

**Import Commodities:**

Capital Goods, Petroleum, Consumer Goods, Food



### Malawi

The Republic of Malawi is in southern Africa. It is bordered by Zambia to the northwest, Tanzania to the northeast and Mozambique, which surrounds it on the east, south and west and is separated from Malawi by Lake Malawi (also Lake Nyasa).

**Agricultural Products:**

Tobacco, Sugarcane, Cotton, Tea, Corn, Potatoes, Cassava (Tapioca), Sorghum, Pulses, Groundnuts, Macadamia Nuts; Cattle, Goats

**Industries:**

Tobacco, Tea, Sugar, Sawmill Products, Cement, Consumer Goods

**Export Commodities:**

Tobacco 53%, Tea, Sugar, Cotton, Coffee, Peanuts, Wood Products, Apparel

**Import Commodities:**

Food, Petroleum Products, Semi-Manufactures, Consumer Goods, Transportation Equipment



### Mali

Mali officially the Republic of Mali is a landlocked nation in Western Africa. Mali is the seventh largest country in Africa, bordering Algeria on the north, Niger on the east, Burkina Faso and the Cote d'Ivoire on the south, Guinea on the south-west, and Senegal and Mauritania on the west.

**Agricultural Products:**

Cotton, Millet, Rice, Corn, Vegetables, Peanuts; Cattle, Sheep, Goats

**Industries:**

Food Processing; Construction; Phosphate & Gold Mining

**Exports Commodities:**

Cotton, Gold, Livestock

**Imports Commodities:**

Petroleum, Machinery & Equipment, Construction Materials, Foodstuffs, Textiles



### Mauritania

Mauritania officially the Islamic Republic of Mauritania is a country in northwest Africa. It is bordered by the Atlantic Ocean on the west, by Senegal on the southwest, by Mali on the east and southeast, by Algeria on the northeast, and by the Morocco-controlled Western Sahara on the northwest.

**Agricultural Products:**

Dates, Millet, Sorghum, Rice, Corn; Cattle, Sheep

**Industries:**

Fish Processing, Oil Production, Mining Of Iron Ore, Gold, & Copper

**Exports Commodities:**

Iron Ore, Fish & Fish Products, Gold, Copper, Petroleum

**Imports Commodities:**

Machinery & Equipment, Petroleum Products, Capital Goods, Foodstuffs, Consumer Goods



### Mauritius

Mauritius officially the Republic of Mauritius is an island nation off the coast of the African continent in the southwest Indian Ocean, about 900 kilometres east of Madagascar. In addition to the island of Mauritius, the Republic includes the islands of St. Brandon, Rodrigues and the Agalega Islands. Mauritius is part of the Mascarene Islands, with the French island of Reunion 200 km to the southwest and the island of Rodrigues 570 km to the northeast.

#### Agricultural Products:

Sugarcane, Tea, Corn, Potatoes, Bananas, Pulses; Cattle, Goats; Fish

#### Industries:

Food Processing (Largely Sugar Milling), Textiles, Clothing, Mining, Chemicals, Metal Products, Transport Equipment, Nonelectrical Machinery, Tourism

#### Export Commodities:

Clothing & Textiles, Sugar, Cut Flowers, Molasses, Fish

#### Import Commodities:

Manufactured Goods, Capital Equipment, Foodstuffs, Petroleum Products, Chemicals



### Morocco

Morocco officially the Kingdom of Morocco is a country located in North Africa. It has a coast on the Atlantic Ocean that reaches past the Strait of Gibraltar into the Mediterranean Sea. Morocco has international borders with Algeria to the east, Spain to the north (a water border through the Strait and land borders with two small Spanish autonomous cities, Ceuta and Melilla), and Mauritania to the south via its Western Saharan territories.

#### Agricultural Products:

Barley, Wheat, Citrus Fruits, Grapes, Vegetables, Olives, Livestock, Wine

#### Industries:

Phosphate Rock Mining & Processing, Food Processing, Leather Goods, Textiles, Construction, Energy, Tourism

#### Export Commodities:

Clothing & Textiles, Electric Components, Inorganic Chemicals, Transistors, Crude Minerals, Fertilizers (Including Phosphates), Petroleum Products, Citrus Fruits, Vegetables, Fish

#### Import Commodities:

Crude Petroleum, Textile Fabric, Telecommunications Equipment, Wheat, Gas &



### Mozambique

Mozambique officially the Republic of Mozambique is a country in south-eastern Africa bordered by the Indian Ocean to the east, Tanzania to the north, Malawi and Zambia to the northwest, Zimbabwe to the west and Swaziland and South Africa to the southwest.

#### Agricultural Products:

Cotton, Cashew Nuts, Sugarcane, Tea, Cassava (Tapioca), Corn, Coconuts, Sisal, Citrus & Tropical Fruits, Potatoes, Sunflowers; Beef, Poultry

#### Industries:

Food, Beverages, Chemicals (Fertilizer, Soap, Paints), Aluminium, Petroleum Products, Textiles, Cement, Glass, Asbestos, Tobacco

#### Export Commodities:

Aluminium, Prawns, Cashews, Cotton, Sugar, Citrus, Timber; Bulk Electricity

#### Import Commodities:

Machinery & Equipment, Vehicles, Fuel, Chemicals, Metal Products, Foodstuffs, Textiles



### Namibia

Namibia officially the Republic of Namibia is a country in southern Africa on the Atlantic coast. It shares borders with Angola and Zambia to the north, Botswana to the east, and South Africa to the south. Namibia is a member state of the United Nations (UN), the Southern African Development Community (SADC), the African Union (AU), and the Commonwealth of Nations.

#### Agricultural Products:

Millet, Sorghum, Peanuts, Grapes; Livestock; Fish

#### Industries:

Meatpacking, Fish Processing, Dairy Products; Mining (Diamonds, Lead, Zinc, Tin, Silver, Tungsten, Uranium, Copper)

#### Export Commodities:

Diamonds, Copper, Gold, Zinc, Lead, Uranium; Cattle, Processed Fish, Karakul Skins

#### Import Commodities:

Foodstuffs; Petroleum Products & Fuel, Machinery & Equipment, Chemicals



### Niger

Niger officially the Republic of Niger is a landlocked country in Western Africa, named after the Niger River. It borders Nigeria and Benin to the south, Burkina Faso and Mali to the west, Algeria and Libya to the north and Chad to the east.

#### Agricultural Products:

Cowpeas, Cotton, Peanuts, Millet, Sorghum, Cassava (Tapioca), Rice; Cattle, Sheep, Goats, Camels, Donkeys, Horses, Poultry

#### Industries:

Uranium Mining, Cement, Brick, Soap, Textiles, Food Processing, Chemicals, Slaughter Houses

#### Exports Commodities:

Uranium Ore, Livestock, Cowpeas, Onions

#### Imports Commodities:

Foodstuffs, Machinery, Vehicles & Parts, Petroleum, Cereals



### Nigeria

Nigeria officially named the Federal Republic of Nigeria is a federal constitutional republic comprising thirty-six states and one Federal Capital Territory. The country is located in West Africa and shares land borders with the Republic of Benin in the west, Chad and Cameroon in the east, and Niger in the north. Its coast lies on the Gulf of Guinea, part of the Atlantic Ocean, in the south.

#### Agricultural Products:

Cocoa, Peanuts, Cotton, Palm Oil, Corn, Rice, Sorghum, Millet, Cassava (Tapioca), Yams, Rubber; Cattle, Sheep, Goats, Pigs; Timber; Fish

#### Industries:

Crude Oil, Coal, Tin, Columbite; Rubber Products, Wood; Hides & Skins, Textiles, Cement & Other Construction Materials, Food Products, Footwear, Chemicals, Fertilizer, Printing, Ceramics, Steel

#### Exports Commodities:

Petroleum & Petroleum Products 95%, Cocoa, Rubber

#### Imports Commodities:

Machinery, Chemicals, Transport Equipment, Manufactured Goods, Food & Live Animals





### Republic of the Congo

The Republic of the Congo (French: Rpublique du Congo; Kongo: Repubilika ya Kongo; Lingala: Republiki ya Kong), also known as Congo-Brazzaville or the Congo, is a country in Central Africa. It is bordered by Gabon, Cameroon, the Central African Republic, the Democratic Republic of the Congo, the Angolan exclave province of Cabinda, and the Gulf of Guinea.

#### **Agricultural Products:**

Cassava (Tapioca), Sugar, Rice, Corn, Peanuts, Vegetables, Coffee, Cocoa; Forest Products

#### **Industries:**

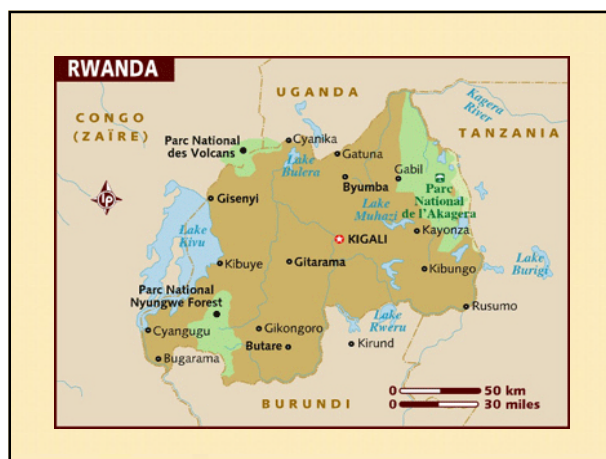
Petroleum Extraction, Cement, Lumber, Brewing, Sugar, Palm Oil, Soap, Flour, Cigarettes

#### **Exports Commodities:**

Petroleum, Lumber, Plywood, Sugar, Cocoa, Coffee, Diamonds

#### **Imports Commodities:**

Capital Equipment, Construction Materials, Foodstuffs



### Rwanda

The Republic of Rwanda is a small landlocked country in the Great Lakes region of east-central Africa, bordered by Uganda, Burundi, the Democratic Republic of the Congo and Tanzania.

#### **Agricultural Products:**

Coffee, Tea, Pyrethrum (Insecticide made From Chrysanthemums), Bananas, Beans, Sorghum, Potatoes; Livestock

#### **Industries:**

Cement, Agricultural Products, Small-Scale Beverages, Soap, Furniture, Shoes, Plastic Goods, Textiles, Cigarettes

#### **Export Commodities:**

Coffee, Tea, Hides, Tin Ore

#### **Import Commodities:**

Foodstuffs, Machinery & Equipment, Steel, Petroleum Products, Cement & Construction Material



### Sao Tome and Principe

Sao Tome and Principe, officially the Democratic Republic of Sao Tome and Principe, is a Portuguese-speaking island nation in the Gulf of Guinea, off the western equatorial coast of Africa. It consists of two islands: So Tom and Principe, located about 140 kilometres apart and about 250 and 225 kilometres, respectively, off the north-western coast of Gabon. Sao Tome, the sizable southern island, is situated just north of the equator.

#### **Agricultural Products:**

Cocoa, Coconuts, Palm Kernels, Copra, Cinnamon, Pepper, Coffee, Bananas, Papayas, Beans; Poultry; Fish

#### **Industries:**

Light Construction, Textiles, Soap, Beer, Fish Processing, Timber

#### **Export Commodities:**

Cocoa 80%, Copra, Coffee, Palm Oil

#### **Import Commodities:**

Machinery & Electrical Equipment, Food Products, Petroleum Products



### Senegal

Senegal officially the Republic of Senegal is a country south of the Senegal River in western Africa. Senegal is bounded by the Atlantic Ocean to the west, Mauritania to the north, Mali to the east, and Guinea and Guinea-Bissau to the south.

**Agricultural Products:**

Peanuts, Millet, Corn, Sorghum, Rice, Cotton, Tomatoes, Green Vegetables; Cattle, Poultry, Pigs; Fish

**Industries:**

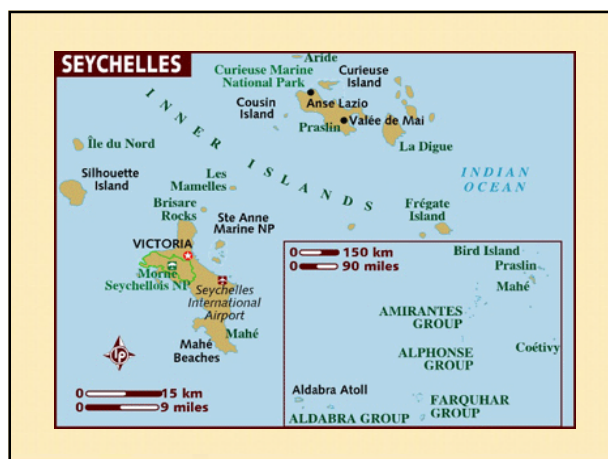
Agricultural & Fish Processing, Phosphate Mining, Fertilizer Production, Petroleum Refining; Iron Ore, Zircon, Gold Mining, Construction Materials, Ship Construction & Repair

**Exports Commodities:**

Fish, Groundnuts (Peanuts), Petroleum Products, Phosphates, Cotton

**Imports Commodities:**

Food & Beverages, Capital Goods, Fuels



### Seychelles

Seychelles officially the Republic of Seychelles is an archipelago nation of 115 islands in the Indian Ocean, some 1,500 kilometres east of mainland Africa, northeast of the island of Madagascar. Other nearby island countries and territories include Zanzibar to the west, Mauritius and Reunion to the south, Comoros and Mayotte to the southwest, and the Suva dives of the Maldives to the northeast.

**Agricultural Products:**

Coconuts, Cinnamon, Vanilla, Sweet Potatoes, Cassava (Tapioca), Copra, Bananas; Poultry; Tuna

**Industries:**

Fishing, Tourism, Processing of Coconuts & Vanilla, Coir (Coconut Fibre) Rope, Boat Building, Printing, Furniture; Beverages

**Export Commodities:**

Canned Tuna, Frozen Fish, Cinnamon Bark, Copra, Petroleum Products (Re-exports)

**Import Commodities:**

Machinery & Equipment, Foodstuffs, Petroleum Products, Chemicals, Other Manufactured Goods



### Sierra Leone

Sierra Leone, officially the Republic of Sierra Leone, is a country in West Africa. It is bordered by Guinea in the northeast, Liberia in the southeast, and the Atlantic Ocean in the southwest.

**Agricultural Products:**

Rice, Coffee, Cocoa, Palm Kernels, Palm Oil, Peanuts; Poultry, Cattle, Sheep, Pigs; Fish

**Industries:**

Diamond Mining; Small-Scale Manufacturing (Beverages, Textiles, Cigarettes, Footwear); Petroleum Refining, Small Commercial Chip Repair

**Exports Commodities:**

Diamonds, Rutile, Cocoa, Coffee, Fish

**Imports Commodities:**

Foodstuffs, Machinery & Equipment, Fuels & Lubricants, Chemicals



**Somalia**

Somalia officially the Somali Republic is a country located in the Horn of Africa. It is bordered by Djibouti to the northwest, Kenya on its southwest, the Gulf of Aden with Yemen on its north, the Indian Ocean at its east, and Ethiopia to the west.

**Agricultural Products:**

Bananas, Sorghum, Corn, Coconuts, Rice, Sugarcane, Mangoes, Sesame Seeds, Beans; Cattle, Sheep, Goats; Fish

**Industries:**

A Few Light Industries, Including Sugar Refining, Textiles, Wireless Communication

**Exports Commodities:**

Livestock, Bananas, Hides, Fish, Charcoal, Scrap Metal

**Imports Commodities:**

Manufactures, Petroleum Products, Foodstuffs, Construction Materials, Qat



**South Africa**

The Republic of South Africa is a country located at the southern tip of the continent of Africa. The South African coast stretches 2,798 kilometres and borders both the Atlantic and Indian oceans. To the north of South Africa lie Namibia, Botswana, Zimbabwe, Mozambique and Swaziland, while the Kingdom of Lesotho is an independent enclave surrounded by South African territory.

**Agricultural Products:**

Corn, Wheat, Sugarcane, Fruits, Vegetables; Beef, Poultry, Mutton, Wool, Dairy Products

**Industries:**

Mining (World's Largest Producer of Platinum, Gold, Chromium), Automobile Assembly, Metalworking, Machinery, Textiles, Iron & Steel, Chemicals, Fertilizer, foodstuffs, Commercial Ship Repair

**Export Commodities:**

Gold, Diamonds, Platinum, Other Metals & Minerals, Machinery & Equipment

**Import Commodities:**

Machinery & Equipment, Chemicals, Petroleum Products, Scientific Instruments, Foodstuffs



**South Sudan**

South Sudan is a country in eastern Africa. It is bordered by Sudan to the north, Ethiopia to the east, Kenya, Uganda, and DRC to the south, and Central African Republic to the west.





### Togo

Togo, officially the Togolese Republic, is a narrow country in West Africa bordering Ghana to the west, Benin to the east and Burkina Faso to the north. The country extends south to the Gulf of Guinea, on which the capital Lomé is located.

#### Agricultural Products:

Coffee, Cocoa, Cotton, Yams, Cassava (Tapioca), Corn, Beans, Rice, Millet, Sorghum; Livestock; Fish

#### Industries:

Phosphate Mining, Agricultural Processing, Cement, Handicrafts, Textiles, Beverages

#### Exports Commodities:

Re-exports, Cotton, Phosphates, Coffee, Cocoa

#### Imports Commodities:

Machinery & Equipment, Foodstuffs, Petroleum Products



### Tunisia

Tunisia, officially the Tunisian Republic, is a country located in North Africa. It is bordered by Algeria to the west and Libya to the southeast. It is the northernmost country on the African continent, and the smallest of the nations situated along the Atlas mountain range. Around forty percent of the country is composed of the Sahara desert, with much of the remainder consisting of particularly fertile soil and a 1300 km coastline.

#### Agricultural Products:

Olives, Olive Oil, Grain, Tomatoes, Citrus Fruit, Sugar Beets, Dates, Almonds; Beef, Dairy Products

#### Industries:

Petroleum, Mining (Particularly Phosphate & Iron Ore), Tourism, Textiles, Footwear, Agribusiness, Beverages

#### Exports Commodities:

Clothing, Semi-Finished Goods & Textiles, Agricultural Products, Mechanical Goods, Phosphates & Chemicals, Hydrocarbons, Electrical Equipment

#### Imports Commodities:

Textiles, Machinery & Equipment, Hydrocarbons, Chemicals, Foodstuffs



### Uganda

The Republic of Uganda is a landlocked country in East Africa. It is bordered on the east by Kenya, on the north by Sudan, on the west by the Democratic Republic of the Congo, on the southwest by Rwanda, and on the south by Tanzania. The southern part of the country includes a substantial portion of Lake Victoria, within which it shares borders with Kenya and Tanzania.

#### Agricultural Products:

Coffee, Tea, Cotton, Tobacco, Cassava (Tapioca), Potatoes, Corn, Millet, Pulses, Cut Flowers; Beef, Goat Meat, Milk, Poultry

#### Industries:

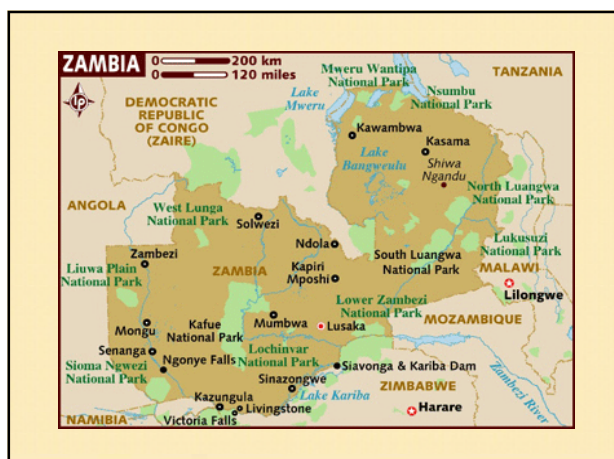
sugar, Brewing, Tobacco, Cotton Textiles; Cement, Steel Production

#### Exports Commodities:

Coffee, Fish & Fish Products, Tea, Cotton, Flowers, Horticultural Products; Gold

#### Imports Commodities:

Capital Equipment, Vehicles, Petroleum, Medical Supplies; Cereals



**Zambia**

The Republic of Zambia is a landlocked country in Southern Africa. The neighbouring countries are the Democratic Republic of the Congo to the north, Tanzania to the north-east, Malawi to the east, Mozambique, Zimbabwe, Botswana, and Namibia to the south, and Angola to the west.

**Agricultural Products:**

Corn, Sorghum, Rice, Peanuts, Sunflower Seed, Vegetables, Flowers, Tobacco, Cotton, Sugarcane, Cassava (Tapioca), Coffee; Cattle, Goats, Pigs, Poultry, Milk, Eggs, Hides

**Industries:**

Copper Mining & Processing, Construction, Foodstuffs, Beverages, Chemicals, Textiles, Fertilizer, Horticulture

**Export Commodities:**

Copper/Cobalt 64%, Cobalt, Electricity; Tobacco, Flowers, Cotton

**Import Commodities:**

Machinery, Transportation Equipment, Petroleum Products, Electricity, Fertilizer, Foodstuffs, Clothing



**Zimbabwe**

Zimbabwe officially the Republic of Zimbabwe is a landlocked country, located in the southern part of the continent of Africa, between the Zambezi and Limpopo Rivers. It is bordered by South Africa to the south, Botswana to the southwest, Zambia to the northwest, and Mozambique to the east.

**Agricultural Products:**

Corn, Cotton, Tobacco, Wheat, Coffee, Sugarcane, Peanuts; Sheep, Goats, Pigs

**Industries:**

Mining (Coal, Gold, Platinum, Copper, Nickel, Tin, Diamonds, Clay, Numerous Metallic & Non-Metallic ores), Steel; Wood Products, Cement, Chemicals, Fertilizer, Clothing & Footwear, Foodstuffs, Beverages

**Export Commodities:**

Platinum, Cotton, Tobacco, Gold, Ferroalloys, Textiles/Clothing

**Import Commodities:**

Machinery & Transport Equipment, Other Manufactures, Chemicals, Fuels, Food Products

**THANK YOU**



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