



INDO-AFRICAN CHAMBER OF COMMERCE & INDUSTRY



**Africa: Your Gateway
to New
Opportunities**



INDO-AFRICAN CHAMBER OF COMMERCE & INDUSTRY

About Us

Welcome to the Indo–African Chamber of Commerce



The **Indo–African Chamber of Commerce** is a premier platform dedicated to fostering strong economic, commercial, and developmental partnerships between India and Africa. As a member-focused institution, the Chamber provides businesses with the connections, knowledge, and support required to explore, enter, and expand in African and Indian markets.

IACCI is a non profit managed, apex chamber, playing a pivotal role in India's development process. The Indo-African Chamber of Commerce (IACC) is a prominent organization focused on promoting business and economic ties between India and **54 African countries**

To establish a dynamic networking platform that fosters meaningful business connections between entrepreneurs and companies from India and African nations.

"To proudly showcase India's world-class expertise, innovation, and the brilliance of its skilled professionals."

Dr. Sunanda Rajendran
Secretary General

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WHY AFRICA IS IMPORTANT FOR INDIA

1. Strategic & Geopolitical Significance

- **Maritime Security:** Africa's eastern coastline borders vital Indian Ocean trade routes.
- **Counterbalancing Global Influence:** Engagement with Africa helps India maintain influence amid growing Chinese presence.
- **Support at Global Forums:** African nations form a large voting bloc in the UN and other multilateral bodies, useful for India's global diplomacy.

2. Economic Opportunities

- **Expanding Markets:** Africa's growing middle class and young population offer long-term market potential for Indian goods and services.
- **Trade and Investment:** India-Africa trade exceeds \$90 billion annually. Indian companies are investing in telecom, pharmaceuticals, IT, and agriculture sectors.
- **Energy Security:** Africa is a major source of crude oil and gas for India (e.g., Nigeria, Angola).

3. Food & Agricultural Collaboration

- **Agricultural Synergy:** India's expertise in low-cost farming, irrigation, and food processing aligns with Africa's need for agri-tech.
- **Food Security:** Joint ventures in agriculture can ensure food security for both regions.

4. Healthcare & Pharmaceuticals

- India is the **largest provider of generic medicines** to Africa.
- Telemedicine and affordable healthcare services from India support public health systems in many African countries.

5. People-to-People & Educational Ties

- Thousands of African students study in India annually under scholarship programs.
- Cultural exchange and diaspora presence (especially in East Africa) strengthen long-term relations.

6. Development Partnership

- India provides **lines of credit**, grants, and training under programs like ITEC (Indian Technical & Economic Cooperation).
- Infrastructure development (roads, power, water) led by Indian companies has made real impact in Africa.

7. South-South Cooperation

- India and Africa share common challenges and a post-colonial identity.
- The relationship is based on **mutual respect, non-interference, and development partnership**, distinguishing India from traditional donor countries.

54 AFRICAN COUNTRIES



Algeria



Angola



Benin



Botswana



Burkina Faso



Burundi



Cameroon



Cape Verde



Central African Republic



Chad



Comoros



Congo



Cote D'Ivoire (Ivory Coast)



**Democratic Republic
of Congo**



Djibouti



Egypt



Equatorial Guinea



Eritrea



Ethiopia



Gabon



Gambia



Ghana



Guinea



Guinea Bissau



Kenya



Lesotho



Liberia



Libya



Madagascar



Malawi



Mali



Mauritania



Mauritius



Morocco



Mozambique



Namibia



Niger



Nigeria



Rwanda



Sao Tome



Senegal



Seychelles



Sierra Leone



Somalia



South Africa



Sudan



South Sudan



Swaziland



Tanzania



Togo



Tunisia



Uganda



Zambia



Zimbabwe

POTENTIAL SECTORS IN AFRICA



**Imitation and
Costume Jewellery**



Agriculture



Food Processing



**Commercial
Farming**



**Seed
Management**



**Machineries &
Equipment's**



Pumps



**Solar & Renewable
Energy**



**Banking and
Finance**



**Building Material
Supplies**



**Sanitary Wares
Industry**



Construction



Infrastructure



**Designing &
Engineering**



Leather



Mining



Automobile



Fisheries



**Energy &
Power**



Oil & Gas



IT & ICT



Readymade



Textile



Fabric



Handicraft



**Skill Development
Training**



Education



Pharma

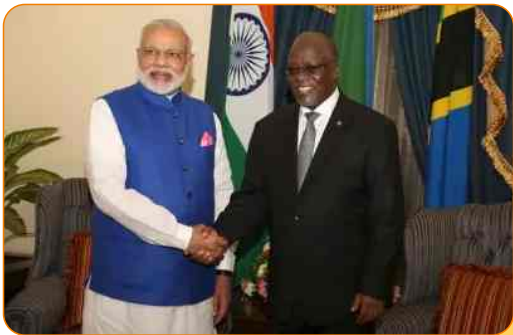


Health care



Hospitality

and many more...





HOW DOES THE CHAMBER HELPS IN PROMOTING INDO AFRICAN BUSINESS RELATIONS...

1. Introduction

The Indo–African Chamber of Commerce serves as a premier institution dedicated to advancing economic, commercial, and strategic cooperation between India and the African continent. As a trusted platform for business engagement, the Chamber works with industry, government bodies, diplomatic missions, and trade promotion agencies to facilitate sustainable and mutually beneficial partnerships.

This document outlines the Chamber’s institutional role in supporting the business community and promoting Indo–Africa trade ties.

2. Mandate of the Chamber

The Chamber’s mandate is to:

- Promote bilateral and multilateral trade and investment between India and African nations.
- Strengthen industry-led engagement, market access, and economic cooperation.
- Facilitate linkages between businesses, policymakers, and investors across both regions.
- Serve as a resource centre for trade intelligence, capacity-building, and strategic insights.



3. Core Institutional Functions

3.1 Trade Facilitation and Market Linkages

- Organising business delegations, trade missions, and buyer–seller interactions.
- Creating structured B2B matchmaking platforms for sectors such as manufacturing, agribusiness, pharmaceuticals, textiles, IT, infrastructure, and services.
- Establishing institutional connections with trade bodies, chambers, and investment authorities across Africa.

3.2 Business Intelligence and Market Insights

- Providing country profiles, sectoral opportunity reports, and real-time market updates.
- Offering advisory support on regulations, taxation, business setup processes, standards, customs, logistics, and compliance.
- Guiding Indian companies on market-entry strategies, risk mitigation, and cultural considerations.

3.3 Investment Promotion and Economic Partnerships

- Facilitating joint ventures, technology collaborations, and value-chain partnerships.

- Connecting businesses with investment promotion agencies, SEZs, industrial parks, and government initiatives across Africa.
- Encouraging participation in bilateral investment programs and development cooperation opportunities.

3.4 Policy Advocacy and Institutional Representation

- Representing the concerns of Indian and African businesses to policymakers, ministries, and regulatory institutions.
- Engaging in dialogues on trade reforms, tariff and non-tariff barriers, ease-of-doing-business measures, and regulatory harmonisation.
- Collaborating with Embassies and High Commissions to ensure smoother trade facilitation.

3.5 Events, Conferences, and Promotional Platforms

- Hosting Indo–Africa Business Summits, sector-specific conferences, exhibitions, and CEO forums.
- Creating avenues for member companies to showcase products, services, and innovations.
- Supporting state-level and regional trade bodies in promotional campaigns.

3.6 Skill Development and Capacity Building

- Conducting training programs, workshops, and certificate courses on export procedures, customs documentation, and trade financing.
- Offering mentorship and specialised sessions for MSMEs expanding into African markets.

3.7 Member Support and Institutional Services

- Providing consultation services, market referrals, and validation support for business proposals.
- Facilitating letters of introduction, trade references, and business credibility endorsements.
- Prioritising member participation in delegations, networking sessions, and promotional events.

4. Strategic Value to the Business Community

The Chamber delivers high-impact value through:

- Access to credible networks across African governments, trade authorities, and private sector institutions.
- Reduced market-entry barriers through intelligence, advisory, and advocacy services.
- Enhanced visibility in trade events, exhibitions, and business forums.
- Stronger trust-building mechanisms critical for long-term success in African markets.
- Opportunities for partnerships, co-manufacturing, technology exchange, and investment collaboration.

WHY BECOME A MEMBER?

Membership offers unparalleled access to the Indo–Africa business ecosystem through:

1. Strategic Networking

- Engage with industry leaders, government representatives, investors, and trade bodies.
- Participate in exclusive **B2B meetings, delegations, and networking sessions.**

2. Market Intelligence & Advisory

- Receive country reports, sector insights, trade updates, and business leads.
- Get guidance on regulations, compliance, taxation, customs, and market-entry strategies.

3. Participation in Trade Missions

- Priority access to outbound and inbound delegations across Africa and India.
- Opportunity to showcase your company in business forums, summits, and exhibitions.

4. Policy Advocacy & Representation

- The Chamber represents member interests before ministries, embassies, and regulatory bodies.
- Participate in policy dialogues, consultations, and trade facilitation initiatives.

5. Visibility & Promotional Opportunities

- Feature your business in Chamber publications, newsletters, and event promotions.
- Showcase products and services at exhibitions, conferences, and trade fairs.

6. Capacity Building & Training

- Attend workshops on export documentation, financing, compliance, and market readiness.
- MSMEs receive special support to scale operations internationally.

7. Member Support Services

- Letters of introduction and business credibility endorsements.
- Assistance with business referrals, partnerships, and JV facilitation.

WHO SHOULD JOIN?

Membership is open to:

- Exporters & Importers, consultants, professionals, Academicians
- Manufacturers & Industrial Units
- Startups & MSMEs
- Infrastructure, Energy, Healthcare, and Technology Firms
- Educational Institutions & Skill Development Organisations
- Investors, Consultants, and Professional Service Providers
- Trade Associations & Regional Chambers and many more....

Any organisation seeking to explore or expand in Africa or strengthen partnerships with India will benefit from membership.

SERVICES OFFERED BY THE CHAMBER



- Hand holding support and step-to-step guidance for members to establish their business linkages in **54 African countries**
- Assistance in appointing liaison representatives in **10 African countries**
- Assistance in identifying the **genuine contact**
- *Assistance in **project finance** (subject to the guidelines and project size)
- Advisory services and direction for project execution and management
- Offer excellent discount in delegation fee in **IACCI Events**
- Special Seating Arrangement in the **Event & Seminar**
- Assistance in obtaining tender documents
- **Free 25** Visa Recommendation Letters
- **Free Attestation** of **100 export-import documents** (Certificate of Origin, invoice & packing list) by the Chamber
- **25 % discount** on Translation and Interpretation services in Arabic / French / Portuguese etc
- Circulation of the list of potential **Importers and exporters** of various African countries on a regular basis
- Access to quality **business networking**
- Information about Exhibition / Seminars & Trade Fairs in **India & Africa**
- **Buyer Seller Meets** in India as well as Africa
- Country wise **digital supplements**
- Africa business **news circular**
- Opportunity to gain mileage by becoming a sponsor/co-sponsor of **IACCI events**
- Issuance of **Certificate of origin**
- **Attestation & Legalization** of Export / Import Documents (Certificate of Origin, invoice & packing list).
- **Advisory services** for Export-Import documentation
- **Visa Assistance** (Issuance and stamping)

MEMBERSHIP CATEGORIES

1. Corporate Membership

- For large organisations seeking extensive engagement, brand visibility, and policy-level representation.

2. Gold Membership (MSME)

- For small and medium enterprises, offering cost-effective access to trade intelligence and B2B connections.

3. SME Membership/ Institutional Membership Service sector

- For universities, research bodies, and trade organisations needing collaborative platforms.

4. Individual membership / Associate Membership

- Ideal for consultants, professionals, and entrepreneurs exploring Indo–Africa business opportunities.

KEY MEMBER PRIVILEGES

- Exclusive participation in Chamber-led delegations
- Complimentary or discounted entry to conferences and webinars
- Access to trade leads and partner databases
- Invitations to embassy briefings and diplomatic roundtables
- Listing in the Chamber's member directory
- Opportunity to host or sponsor Chamber events
- those mentioned in the extra services

FLAGSHIP EVENTS

Members gain priority access to major Indo–Africa programs such as:

- Indo–Africa Business Summit.
- I For Afrika
- Trade & Investment Roundtables
- Buyer–Seller Meets
- Sector-Focused Forums (Agriculture, Pharma, ICT, Textiles, Infrastructure & more)
- Cultural, Tourism and Diaspora Engagement Events

BECOME A MEMBER TODAY

Join a powerful network committed to enhancing Indo–Africa cooperation. Whether you are entering new markets, seeking partners, or expanding trade relations, the Indo–African Chamber provides the platform, credibility, and resources to help you succeed.

For Membership Enquiries Contact:

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