



# Association des Industriels du Burundi

*Industrie, pilier du développement*

## INDUSTRIAL FAIR , Edition 2018



**Theme: « Industry, the pillar and engine of economic growth in the East African Community ».**



Agence Burundaise  
de Promotion des  
Investissements



# INDUSTRIAL FAIR, Edition 2018

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## ABBREVIATIONS AND ACRONYMS

<b>AIB</b>	: Association of Industrialists of Burundi
<b>API/IPA</b>	: Investment Promotion Agency
<b>B2B</b>	: Business to Business
<b>CFCIB/FCCIB</b>	: Federal Chamber of Commerce and Industry of Burundi
<b>CEPGL/ECGLC</b>	: Economic Community of the Great Lakes Countries
<b>CNRD/NCPR</b>	: National Committee for the Presentation of Rights
<b>COMESA</b>	: Common Market for Eastern and Southern Africa
<b>EAC</b>	: East African Community
<b>OBK</b>	: Organization of the Kagera Basin
<b>OBR/BRA</b>	: Burundian Revenue Authority
<b>GDP</b>	: Gross Domestic Product
<b>SMEs</b>	: Small and Medium Enterprises
<b>RRDD/CDRR</b>	: Customs Duty Remission Regime
<b>RTNB/BNRT</b>	: Burundi National Radio Television
<b>CET</b>	: Common External Tariff
<b>TMEA</b>	: Trade Mark East Africa,
<b>ZEP/PEA</b>	: Preferred Exchange Area
<b>SEZ</b>	: Special Economic Zone



"... The Association of Industrialists of Burundi organized in the walls of the Hotel Club of Lake Tanganyika a first edition Industrial Fair 2018 bringing together all the actors of the industrial sector of Burundi and those of the industrial sector of East African Community ..."



**Joseph BUTORE THE SECOND**  
**VICE PRESIDENT OF THE**  
**REPUBLIC OF BURUNDI**

".....The Industrial Fair, one of whose main missions is to promote the industrial sector of the sub-region in general and Burundi in particular, is the result of the combined efforts of the Association of Industrialists of Burundi (AIB), the Ministry of Trade, Industry and Tourism, Trade Mark East Africa, CFCIB/FCCIB and the Investment Promotion Agency (API/IPA).... "



**Audace BUKURU**  
**PRESIDENT OF CFCIB/FCCIB**

"... since the CFCIB/FCCIB is a Federation, initiated continuous dialogues between economic operators themselves, and between economic operators and public officials, for the implementation of the programs of advocacy, training, information, and coaching. For example, the process of setting up a Special Economic Zone in Burundi is underway through a public / private partnership ..."



**Alice NIBITANGA**  
**Country Representative of**  
**TRADEMARK**

«...TMEA strongly hopes that all the expected results of this Industrial Fair will be achieved, that the business relations between the Burundian and sub-regional industry will be strengthened and that the public-private partnership and industrial development policy will be strengthened ...»

## CHAPTER I: INTRODUCTION

Under the High Patronage of His Excellency the Second Vice President of the Republic of Burundi, the first edition of the Annual Industrial Fair in Burundi was organized by the Association of Industrialists of Burundi (**AIB**) in collaboration with the official partners including: the Federal Chamber of Commerce and Industry of Burundi (**CFCIB**), the Ministry of Commerce, Industry and Tourism, the Investment Promotion Agency (**API**); with the financial support of Trade Mark East Africa (**TMEA**) Bujumbura Office and the Lake Tanganyika Club Hotel from June 14<sup>th</sup> to 16<sup>th</sup>, 2018. The overall objective of the First edition of the Annual Industrial Fair is **to promote the Industrial sector in general and the Industrial companies in Burundi and the East African Community, in particular, by offering visibility of their activities, of their industries and their products/services to various development partners/potential investors thus increasing the number of jobs created and leading the society into prosperity.**

Among the strategic objectives of the Industrial Fair we can mention the following:

- To improve the visibility of the Association of Industrialists of Burundi in order to make itself and its activities known to all potential national, regional and international partners/investors;
- To strengthen business relations between Burundian industrialists and those in the sub-region;
- To increase the number of adherents to the AIB;
- To promote goods and services produced by AIB members, on one hand, and those produced by industrialists in the sub-region, on the other hand;
- To improve the AIB's advocacy and representativeness capacity so that it can be more effective in initiating activities and ensuring visibility of the Association's activities on a daily basis;

- To support and accompany industrial processing units in the formalization of their businesses;
- To strengthen the public-private partnership at the level of the industrial sector on one hand, and the industrial development policy, on the other hand;
- To develop and strengthen business relationships (B2B) between professionals in the industrial sector of the East African Community via a Business Banquet.

We will talk to you later about the strong participation of key stakeholders, the opening and closing ceremonies, the stands' visit, themes that were developed during the three days from June 14<sup>th</sup> to 16<sup>th</sup>, 2018 and speeches pronounced by official partners.

## Chapter II: Participation

The official ceremonies were opened by His Excellency the Second Vice-President of the Republic of Burundi and other authorities present at the venue. 128 people including members of the diplomatic corps, the honorable deputies, Ministers, members of the Industrial Association of Burundi, representatives of the industrialists of the East African Community, Directors General and Directors of public institutions and private, journalists from public and private institutions, the media (RTNB, Radio CCIB FM +, CCIN Company, Radio Isanganiro, IKIRIHO, Burundi Echo, Umuringa Coordination Agency) attended the First Edition of the Annual Industrial Fair in Burundi.

The list of participants can be found in Annex 1 and the detailed list of Medias in Annex 11



## Chapter III: The conduct of activities

### III.1. Official Opening Ceremonies of the Annual Industrial Fair



From left to right : Mrs. NIBITANGA Alice, Country Director of Trade Mark East Africa, Mr. NDAYIZEYE Audace, President of the Federal Chamber of Commerce, Industry and Tourism of Burundi (CFCIB), Mr. NIYOKINDI Jean Marie, Minister of Commerce, Industry and Tourism of Burundi, Doctor BUTORE Joseph, His Excellency Mr. Vice President of the Republic of Burundi ( at the Center), Mr. SUGURU Olivier, President of the Association of Industrials of Burundi (AIB) et Mr. MBONIMPA Freddy, the Mayor of the Capital city of Bujumbura Mairie.



Overview of the participants at the Official Launch out of the First Edition of the Annual Industrial Fair.

#### III.1.2. Activity Program

The Activity Program was shared by the Chi of Protocol of the Second Vice President of the Republic of Burundi. National and East African anthems were sang after the presentation of the Protocol. The Activity Program is attached as **Annex 2**.

#### III.1.3 Welcome and Speech

The welcome speech was pronounced by Mr. MBONIMPA Freddy, Mayor of the City of Bujumbura Mairie. He welcomed all the participants to this Industrial Fair and informed the participants that Bujumbura,

the capital of Burundi, will become a hub for the Great Lakes countries and for the East African Community. The full speech can be found in Annex 3.

#### III.1.4 Speech by the President of AIB

The Speech was pronounced by the President of the Association of Industrialists of Burundi, Mr. SUGURU Olivier. The full speech can be found in Appendix 4

#### III.1.5 Speech by the President of the CFCIB

The speech was pronounced by the President of the Federal Chamber of Commerce and Industry of Burundi, NDAYIZEYE Audace. The full speech is in **Annex 5**

#### III.1.6 Speech of TMEA

The speech was pronounced by Mrs. NIBITANGA Alice, Country Director of Trade Mark East Africa (TMEA). The full speech can be found in Appendix 6

#### III.1.7 Speech by the Minister of Commerce, Industry and Tourism

The speech was delivered by Mr. NIYOKINDI Jean Marie, the Minister of Commerce, Industry and Tourism. He announced that the Ministry of Commerce will organize an Exhibition named" **Made in Burundi**" from June 29<sup>th</sup> to July 15<sup>th</sup>, 2018. The full speech is in Annex 7

#### III.1.8 Speech by His Excellency the Second Vice President of the Republic

The official opening speech of the ceremonies was pronounced by His Excellency the Second Vice President of the Republic of Burundi. The full speech can be found in Annex 8



Family photo of participants around the pool of the Hotel Club Lake Tanganyika on June 14<sup>th</sup>, 2018.



Visit of the Stands by His Excellency the Second Vice President of the Republic of Burundi (in the forefront).



Visit of the Stands by His Excellency the Second Vice President of the Republic of Burundi (in the middle) accompanied by the President of the AIB on the picture on the left and Mrs. Caterina Lametti Nduwimana of the Association Duteranyimbere on the right

### III.2. Presentations on 2 themes during the first day

The afternoon of the first day was animated by presentations and debates under the moderation of the Director of Department of Industrial Development at the Ministry of Commerce, Industry and Tourism, Mr. Serges BIRIZANYE. He asked each participant in the room to introduce him/herself first and then

set the rules that will be used during the session such as keeping time.

Two themes have been developed namely:

1. The pillars of the Customs Union and the competitiveness of industries in the EAC Area: How can Burundian industries benefit? By Mr. Econie NIJIMBERE, Consultant.
2. The National Industrialization Policy by Mr. Albin SINZOTUMA, Counselor in the Cabinet of the Ministry of Commerce, Industry and Tourism

#### III.2.1. Theme I: "The Pillars of the Customs Union and the Competitiveness of Industries in the EAC Area: How Can Burundian Industries Benefit?"



Intervention by Mr Econie NIJIMBERE

Concerning the first topic, the presenter, Mr. Econie NIJIMBERE, in his introductory word made it clear to the participants that the Burundian market is open since Burundi accepted the entry in the region of the East African Community.

He recalled the history of the EAC Community, which was created in 1967 by three countries, Kenya, Uganda and Tanzania, which ended in dislocation and was reborn in 1999. The agreement establishing the East African Community saw the day in 2000 by the signatures of Kenya, Tanzania and Uganda.

The EAC Community started from the Customs Union. The Republic of Burundi and the Republic of Rwanda joined the community in 2007. Today, there are six countries in the community (Burundi, Kenya, Rwanda, South Sudan, Tanzania and Uganda). Compared to industries, EAC has a population of around 150 million, an area of 22 million square kilometers and a GDP of 146 billion. This figure is of interest to the Business Community. Burundi alone has a population of 11 million and its GDP is not known. The industrial sector is too weak and therefore offers opportunities. He put a particular emphasis on competitiveness of profitability, the market with little unloading and free trade with a zero tariff and a common external tariff (CET) which leads to a solution and a lot of problems. Five countries with different levels of industrialization are disrupting the market. For the protection of their industries, they want to apply the tariff of 25 per cent. All countries annually analyze industrial policy for their industries and the management of their instruments. The economy is industrializing, rising from 25 per cent to 0 per cent to 10 per cent. The presenter wanted to use technical discussion to give insight to the participants on the competitiveness of industrial products including coffee, tea, cotton, juice and other export products.

### **III.2.2. 2<sup>nd</sup> Theme: " National Industrialization Policy "**

Regarding the second presentation, Mr. Albin Sinzotuma spoke about the National Industrialization Policy. He first greeted the Assembly and explained that it is a policy document of the Ministry of Commerce, Industry and Tourism. He developed his theme with an emphasis on the role of industrialization. He made clear that industrial policy must recognize market failure in order to help economic operators.

He also spoke in his presentation on the global objectives, the specific objectives, the main pillars of industrialization, the main constraints, the strengths and the assets as well as the axes of intervention of the industrialization.

#### **III.2.2.1. Overall objectives**

- a) To revive the industry in times of economic crisis, to keep surviving companies in the territory of a state.
- b) To increase the share of industry in exports and hence in GDP
- c) To create of SMEs which are likely to be competitive, to generate employment and income
- d) To create a regional integration enterprises (CEPGL, OBK, ZEP,)

#### **III.2.2.2. Specific objectives:**

- III.2.2.2.1. To reasonably exploit existing
- III.2.2.2.2. To initiate and promote of national and international value chains;
- III.2.2.2.3. To develop attractive measures for innovative investments;
- III.2.2.2.4. To enhance and develop technical skills in the scientific, technological and management fields vital for research and development;
- III.2.2.2.5. To rehabilitate and develop infrastructures indispensable for effective industrialization;
- III.2.2.2.6. To reinforce the capacity of existing supporting institutions and establish others if there's need to do so.

### III.2.2.3. Pillars of industrialization

Two more important pillars were identified:

**Pillar 4:** Taking advantage of regional integration to increase and diversify the Burundian economy Burundi will take the necessary institutional steps and reforms to effectively realize this integration and to enable the agricultural and industrial sectors to diversify production and offer a range of competitive products on the export market.

**Pillar 8:** Materializing the Public Private Sector partnership with a clear legal framework

He also exposed the situation of the industrial sector in Burundi. He made it clear to the assembly that the Burundian industrial sector is still embryonic, quite untapped, hence it needs to be made known to potential investors. This mission is entrusted to the Investment Promotion Agency and the Ministry of Commerce, Industry and Tourism. The sector contributed 17% of GDP in 2017, while services increased to more than 40%. However, we observe a certain dynamic especially of the food industry though there's need to control the quality and standards required in the agro-processing. The manufacturing sector is still weak and uses imported raw material whose transport influences the cost price and the selling price. However, the country abounds a considerable volume of minerals (nickel, wolframite, coltan, gold, rare earths, vanadium, platinum, lithium, cassiterite, etc.). The extractive industry should feed this sector thus adding value for the country.

Despite the presence of the State in the major industries of the country, the Government is pursuing a program of progressive disengagement of public industries (see P.A.S. 1986), which private operators could profit from (purchase, concession or partnership). In short, the industrial sector has evolved slowly as a result of periods of instability in the country and slow implementation of business-friendly environment reforms.

### III.2.2.4. Main constraints

The main constraints are:

- The socio-political crisis and political instability;
- Insufficient basic infrastructure for production and marketing: energy (petroleum products and electricity), transport (road, lacustrine, air, rail).
- Low access to financial resources due to the underdeveloped financial system (short-term credit even to the National Bank for Economic Development (BNDE))
- The weakness of the institutional mechanisms of coordination and support to the sector: lack of common vision, weak entrepreneurial culture; insufficient resources allocated to supporting institutions; Insufficient support structures; no legal appropriate framework for the promotion of the industrial sector; Non-appropriation of technologies; inadequate training and need for industrialization.
- The unfavorable business environment: in particular for "acquiring building permits" from Doing Business and the electricity supply.

### III.2.2.5. Strengths and advantages

#### III.2.2.5.1. Strengths

- The political will of the Government, the 2025 vision and the CSLP II. Availability of such instruments could give new impetus to the development of this sector.
- Close collaboration between the Government, the private sector, civil society, development partners and potential investors.

### III.2.2.5.2. Advantages

Among the advantages, we can talk about:

III.2.2.5.2.1. The availability of raw materials and potential, especially in the agro-food sector, the mining sector and the basic product infrastructure sector, abundant rainfall (6 to 8 months of precipitation per year), climate temperate, hydrography which is almost evenly distributed over the whole territory;

III.2.2.5.2.2. The advantageous geographical position although the country is landlocked, straddling between East Africa and Central Africa (hub).

III.2.2.5.2.3. Great hydroelectric and solar potential to increase energy production

He explained that an industrial policy that exploits comparative advantages, a policy that attracts investors in priority areas, can improve the tax base and increase economic growth.

### III.2.2.6 Intervention areas in industrialization

Five axes have been identified:

III.2.2.6.1 Consolidation of Peace; Promotion of good governance and strong and efficient institutions

III.2.2.6.2 Promotion of the private sector through the improvement of the business environment

III.2.2.6.3 Massive support to three sectors (agricultural, mining, infrastructures' improvement) more promising, drivers of growth and structural economic transformation for the medium term

III.2.2.6.4 Capacity building of industrial development support institutions

III.2.2.6.5 Promotion of strategic partnerships and innovative financing systems

III.2.2.6.5 Promotion des partenaires stratégiques et des financements innovants.

He ended his presentation by saying that there is a draft national industrialization policy and gave two recommendations:

1. That the Government give clear guidance
2. That the CFCIB does the advocacy

It should be noted that a minute of silence was observed for the late Arthur RUSHEMEZA for immensely contribution to the drafting of the National Industrialization Policy Project Document.

After the minute of silence and before the panelists of the day set up, the Director of Industrial Development at the Ministry of Commerce, Industry and Tourism spent time explaining in depth the industrialization policy to reinforce the understanding in the context of national and regional industries with supporting examples.

Discussions and debates began each time by a batch of five speakers

1. The discrepancy between the national industrialization policy and the regional economic bloc COMESA
2. The lack of harmonization of industrial policy between COMESA and EAC, which could delay the national industrialization policy
3. How is Burundian dynamism of Burundian industries compared to the industries of the East African Community?
4. How to promote Burundian products in this East African Community?
5. Is there a clear political will on the part of the Government for cotton, textiles and clothing in the national industrialization policy?
6. Are there any opportunities to review the National Industrialization Policy adopted by the authorities and can you explain the national development policy?
7. Why ask the CFCIB to do the advocacy while there's one already being addressed by the Government?
8. The Burundian Coffee is not visible on the local market, how should we accelerate the visibility of our industrial products compared to our external partners including COMESA and EAC?

Mr NIJIMBERE Econie gave comments related to all these questions thus, the Industrial Fair has set exhibition stands of 50 on 20 meters in order to boost the visibility of local industrial products. According to information from different sources (Ministry of Commerce, Industry and Tourism and ISTEERU), the number of industries is respectively 120 and 155. You understand that the offer on the market of the East African community varies between 100 and 155 industries, all sectors combined. The relevant question would be how many companies, among those mentioned, are certified. In order to meet the aspirations of the partners and be competitive on the market, three institutions including the Ministry of Commerce, Industry and Tourism, the Investment Promotion Agency and the Burundian Bureau of Standardization and Quality Control were to be sufficiently equipped.

After discussions and discussions, the following recommendations were made:

- Establishing a training mechanism on the East African community rights remission system;
- Developing the textile and leather sector starting with cotton, textiles and clothing;
- Reducing the problem of unemployment and create decent employment;
- Creating a synergy of the CFCIB and the Ministry of Commerce, Industry and Tourism in preparing and making advocacy to the higher authorities;
- Providing adequate means to BBN in order to effectively control the quality standards of local industrial products;
- Preparing training programs on coffee and educate the population on quality;

- Establishing strategies to develop an entrepreneurship culture at the associations' level;
- Supporting promoters in the elaboration of projects by the State.

### **III.3. Presentation on 6 themes during the 2nd day**

The second day, on June 15<sup>th</sup>, 2018, was animated by presentations and debates on the following topics:

1. New Legal Framework for Public Private Partners in Burundi, by Master RUBEYA Willy;
2. The regime governing Public Private Partnership Contracts in Burundi, by Mr. Theodore BAHORI;
3. Presentation of the Burundian Revenue Authority (**OBR**), its mission and performance, by Mr. Stany NGENDAKUMANA;
4. Presentation on the Rights Remission Regime of the East African Community, by Mrs. Ancilla NTETURUYE;
5. Improvement of the business climate, a stepping stone for the development of the industrial sector, by Mr. Isaiah NTIDENDEREZA;
6. Certification: a key or handicap for Burundian industries? By Dr. François HAVYARIMANA, Director of BBN and Professor at the University of Burundi.

### III 3.1 3rd Theme: "New Legal Framework for Public-Private Partnerships in Burundi"

Regarding the first theme, he first explained the most common types of contracts. It is :

- **DBFOMT** which stands for Design, Building, Financing, Operation or Maintenance and Technology Transfer
- **BOOT** which stands for Building, Processing, Operation and Transfer
- **BO** which stands for Building and Operation
- **LO** which stands for Lease and Operate

He then spoke about the new law and its few implementing texts. It is the law n ° 1/14 of April 27<sup>th</sup>, 2015 on general regime of the public-private partnership contracts and decrees in particular:

Decree No. 100 / 12 of January 6<sup>th</sup>, 2016 on the Statutes of the Agency for Support to the Implementation of PPP Contracts (ARCP) and Decree No. 100 / 224 of November 11<sup>th</sup>, 2016 on the Establishment of a National Contracts Committee PPP.

He also spoke about Article 3 of the above-mentioned law which speaks of a range of tasks that the other party can perform.

He placed particular emphasis on the value of using public-private partnership, which: allows the Government to access finance in order to improve infrastructure without contracting more debts, to improve the quality of public services through a rigorous management and sectoral dialogue between the public and the private sector.

He continued with technical, legal and regulatory challenges. **The technical challenges include:**

- Complexity in design and management of the public and private side;
- The need for reliable expertise in the sectors concerned;
- The trustworthiness of investors regarding the term of the contracts (usually 20 or 25 years) due to political, legal and financial risk;

- The lack of an updated database accessible to potential investors online.

#### **The legal and regulatory challenges**

**include:** The legal framework in force does not depart from the legal framework of the public markets whereas for the investor the risk is not the same (absence of mechanisms derogating from the rules of the public markets, absence of a direct negotiation between the authority contractor and the investor ...)

However, opportunities were also presented: risk sharing, rights sharing, responsibility between the public sector and private investors and the absorption of laborforce.



*Presentation of Master Willy RUBEYA taken on June 15, 2018, standing in front of the participants*

### III.3.2.4th Theme: "The Regime Governing Public Private Partnership Contracts in Burundi"

Regarding the second theme, Mr. BAHORI Théodore, spoke about the Regime governing Public Private Partnership Contracts (PPP) in Burundi. He started with the concept of PPP contract. It is a contract by which the public person (contracting authority) entrusts in whole or in part the design, financing, construction or transformation, operation, management, maintenance of works, equipment or immaterial goods necessary for the provision of a public service and other services contributing to the exercise by the public person of the public service mission for which he is responsible,

(point f of decree 100/31 of February 24, 2017) and article 3 of the law governing PPP.

The Minister's Advisor thoroughly explained the new law of 2015 and its implementing texts with details of the structures available.

The basic principles and methods as well as the advantages in negotiating PPP contracts have been developed.

**The basic principles are:**

- a. Transparency of procedures;
- b. Access to public order;
- c. Equal treatment of candidates;
- d. The objectivity of the procedures.

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- a. Transparency of procedures;
- b. Access to public order;
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- d. The objectivity of the procedures.

**Procurement methods**

- A. Open invitation to tender
- B. Restricted invitation to tender
- C. The competitive dialogue method
- D. The method of spontaneous offer

**The benefits of a PPP contract are:**

- a. Legal regime put in place to manage the private-partnership mechanism;
- b. Risk sharing with win-win principle;
- c. Supported towards more protected investment;
- d. Agreement of the guarantees of the Government;
- e. Agreement of tax benefits;
- f. Agreement of benefits of any kind negotiated relating to any partnership

As the presenters had similar themes, a panel to answer participants' questions was held. The session coordinator defined a methodology as usual to take a batch of 5 people each time.

The following questions were asked:

1. Would you like to clarify the difference between the new legal framework and the existing framework?
2. Does Burundi have expertise in negotiating Public Private Partnership Contracts?
3. Since there are many managers including the Second Vice Presidency of the Republic, the Ministry of Finance, Budget and Privatization, in the negotiation of PPP contracts, why is the Government unable to envisage a single body?
4. What is the difference between Public Private Partnership (PPP) and Public Private Dialogue (PPD)?
5. As there is a new legal framework, what is the State's share of public procurement and privatization?
6. What are the guarantees for an investor who agrees to negotiate, for a period of 25 years, a PPP Contract when there is a change of regime and a political instability?
7. Does Burundi have competent evaluators from each sector that can lead to success?
8. Can you give a light on the national development plan blocked at the level of the Second Vice Presidency of the Republic and the relations that exist between the National Industrialization Policy and the National Development Plan?
9. Have you put in the law, provisions that show political will, legal certainty since the law alone is not enough?
10. Does Burundi adopt the financial system like other countries in the East African community?

After discussions and discussions, the following recommendations were made:

1. Developing the application texts of the new Public Private Partnership Law



2. Set up a PPP contract negotiation team/committee
3. Adopt a national financial system similar to the one of the East African community



*Presentation by Mr. BAHORI Theodore, Legal Adviser at the Ministry of Finance, Budget and Privatization, dated 15 June 2018, standing in front of the participant.*

### **III.3.3. 5th Theme: "Burundi Revenue Authority Presentation, its Mission and Performance"**

During the fifth theme, the representative of the Burundian Revenue Authority spoke about the creation and history of the institution, the vision and mission, the core values of the staff, the strategic axes for mobilizing the revenues, strengths, challenges and future prospects.

#### **Creation and historical review of Burundi Revenue Authority**

The Burundi Revenue Authority was established by Law No. 1/11 of July 14<sup>th</sup>, 2009 as a public tax institution whose purpose is the mobilization of revenue, effective regional integration and harmonization of taxes with those of the East African Community.

#### **Vision and Mission of Burundi Revenue Authority**

- Becoming a modern, efficient and customer-oriented tax administration;
- Optimizing revenue collection and improving the business climate through quality service.

#### **Core values of Burundi Revenue Authority staff**

- Integrity, zero tolerance to corruption, professionalism, innovation;
- Dedication, team spirit, courtesy, transparency, impartiality and accountability.

#### **Strategic axes to mobilize revenue**

- Mobilization of revenue;
- Business facilitation and capacity building of fiscal citizenship;
- Reinforcing regional and international partnership.

#### **Strengths**

- The objectives in terms of revenue collection are achieved and surpassed;
- The stable organizational structure is in place;
- Reforms for the continuous modernization of the tax administration are in place;
- The Burundi Revenue Authority has a staff determined to honor the performance contract;
- Results-based management with all staff with SMART objectives (Specific, Measurable, Achievable and Achievable) clearly defined.

#### **Challenges**

- The resistance of some taxpayers involved in cases of fraud and smuggling;
- Incomplete computerization of OBR services;
- The lack of Burundi Revenue Authority's own seat, which means that its offices are scattered in Bujumbura and this does not make it easy for taxpayers;
- Fraud and corruption: sometimes with the involvement of the staff but harshly repressed;
- The informal sector is an obstacle in maximizing revenue;
- The legal framework that remains to be improved.

### **Outlook or Strategic Plan 2018-2022**

- Improving the customs clearance process to reduce the time required to provide taxpayers with a quality service;
- Improving the system of verification and control of declarations at the level of customs operations to maximize revenue and fight against corruption;
- Increasing vigilance in the fight against fraud and smuggling;
- Strengthening the computerization of customs procedures and automatic designation of customs declarations;
- Monitoring the implementation of the COMESA Regional Customs Transit Guarantee scheme;
- Improving the quality of services offered to taxpayers;
- Increasing the number of staff.

#### **III.3.4. 6th Theme: "East African Community Duty Remission Scheme"**

Regarding the sixth theme, the presenter discussed the purpose of the East African Community Duty Remission Scheme, the procedures for applying for the Customs Duty Remission Scheme, the Organization and missions of the National Duty Remission Committee, the conditions for rejecting the RDD application and the Obligations of the companies benefiting from the RDD.

#### **Purpose of the plan**

The overall objective of the East African Community Duty Remission Scheme is to improve the competitiveness of manufactured products on export and local markets.

Specific objectives of the scheme include the following:

- To respond to manufacturers who are already established and exporting;
- To assist manufacturers that have the potential to export, but are limited by taxes paid on raw materials necessary to manufacture products for export.

#### **Duty Remission Scheme application procedures**

10 out of 16 procedures were listed. Those are:

- 1. Referral requests are sent to the Commissioner of Customs and Excise who verifies the accuracy of the information submitted to him and may request additional information.
- 2. The Commissioner has a maximum period of 5 working days to transmit the request to the National Duty Remission Committee for analysis.
- A new application is accompanied by a certificate of non-accountability, the Tax Identification Number, a VAT registration certificate, the Trade Register number and any other document that the Committee may request.
- 4. The Committee may, upon receipt of the request, arrange for the visit of the applicant's buildings / offices, especially for those making the first request to verify the following:

The evidence of the finished goods that the applicant intends to produce corresponding to the raw materials subject to the application for remission of duties. Examples of evidence sought include:

- I. The existence of machinery, labor force, manufacturing buildings plans, storage sheds, licenses and contracts, etc.;

- ii. Evidence that the applicant exercise a good accounting system;
  - iii. Proof that the applicant has the capacity to use the products that are the subject of a request for remission of duties;
  - iv. Any other information necessary to enable the Committee to make a decision on the application.
5. The Committee meets for deliberation on the request forwarded by the Commissioner of Customs and Excise and gives the visit report within 14 calendar days from the receipt of the request by the Committee.
  6. The Commissioner, after receiving the recommendations of the National Committee for the Delivery of Rights, transmits to the General Secretary of EAC via the Ministry to the Presidency in charge of Eastern African Community Affairs, the enterprises eligible for the remission of rights and their quantities respective publications for publication in the Gazette no later than the 15th day of the last month of each quarter.
  7. The General Secretary of the EAC, before the publication of the approved enterprises and forwarded to it by the Commissioner of Customs and Excise, checks whether they comply with the laws on the remission of rights, regulations and decisions of the Council of Ministers.
  8. If raw materials appear on the list of products already approved by the Council of Ministers, the companies eligible for the duty remission system are automatically published in the gazette of the following quarter.
  9. If this is a new product not included in the already approved list of raw materials, the companies eligible for the duty remission scheme will wait for the approval of their products by the Council of Ministers, which sits at least once a month. May of each year

10. The Regional Committee for Remission of Rights must communicate to the member states the decisions of the Council of Ministers on the remission of rights.

#### **Organization of the national committee of Duty Remission Scheme**

The National Rights Remittance Committee (CNRD) of the East African Community is composed of six (6) members appointed by the Commissioner of Customs and Excise in accordance with the provisions of Section 4 of the East African Community Regulations, 2008, on the Surrender of Rights

#### **Missions of the national committee of Duty Remission Scheme**

1. Receive and analyze requests for remission of duties from the Commissioner of Customs and Excise;
2. Organize verification visit of evidence of:
  - I. Factory buildings / offices, machinery, stock sheds, the existence of raw materials, labor force;
  - II. Good accounting;
  - III. Capacity of use of the products object of request of remission of the rights;
  - IV. Any other information necessary to enable the Committee to make a decision on the application.
3. Accredited or reject applications;
4. Transfer approved or rejected applications to the Customs and Excise Commissioners;
5. Require from the applicant the additional information, a copy of which is given to the Commissioner of Customs and Excise;
6. Formulate recommendations to the Commissioner of Customs and Excise, who in turn transmits them to the General Secretary of the East African Community via the Ministry of the Presidency in charge of East African Community Affairs;

7. Perform any duties related to the duty remission regime assigned by the Commissioner of Customs and Excise.

#### **Conditions for rejecting the demand of Duty Remission Scheme**

The Committee rejects a request sent to it for examination by the Commissioner if the applicant:

1. Is not in accordance with the fiscal and customs law
2. Did not take into account imported goods under a duty remission scheme
3. Is guilty of an offense under the Customs Management Act of EAC or any other relevant tax legislation of a Member State of EAC
4. Benefits from similar facilities under another scheme.

#### **Obligations of companies benefiting from Duty Remission Scheme**

The manufacturer must:

- I. Maintain appropriate records for the audit, as required;
- II. Provide the Committee with full access to production, import, export and related records;
- III. Within the limits prescribed by law, properly file the records for later production by the Committee or other competent body.

NB: Finished products for which manufacturers have benefited from the Customs Duty Rebate System when importing raw materials are subject to the application of the Common External Tariff (CET) when exported to EAC



*Presentation of Mrs. Ancilla NTETURUYE, standing in the room in front of the participants taken on June 15, 2018*

#### **III.3.5. Theme 7: "Improving the business climate, a stepping stone for the development of the industrial sector"**

Regarding the seventh theme, the exhibitor first quickly introduced his colleagues from the Investment Promotion Agency in the room and then moved on to his presentation which focuses on the following points:

1. Context: Reminder on the Investment Promotion Agency (API), its Missions and Vision
2. Industrialization in Burundi
3. Opportunities in the industrial sector
4. Reforms undertaken for the industrial sector
5. Some certified and exporting industrial enterprises

#### **1 Background**

The Investment Promotion Agency is a public administrative institution with management autonomy created by Decree No. 100/177 of October 19<sup>th</sup>, 2009, under the supervision of the Ministry of Finance, Budget and Planning. It is administered by a Board of Directors and the day-to-day management is entrusted to the Director of the API. The vision of the Investment Promotion Agency is "To be the key Institution for the Promotion of Investments and Exports to participate in the growth of the National Economy "and among the missions figure:

The promotion of Investments & Exportation, the design of the Reforms for the improvement of the Business climate, the support and Assistance to investors and exporters and the Interpellation of the administrations on the cases of non-application or misapplication of any laws or regulations relating to the promotion of investments and exports.

## 2. Industrialization in Burundi

Burundi's industrial capacities were strongly affected by the many closures during the conflict period. Paradoxically, this situation is now offering interesting possibilities for the development of private initiative insofar as the national industrial sector is still relatively untouched. Despite the strong presence of the State in the industrial sector, the Government pursues a program of progressive disengagement of the public enterprises, which the private operators will be able to profit from.

The secondary sector is a small part of the GDP structure.

## 3. Opportunities in the industrial sector

Some opportunities include:

- Processing, packaging and marketing of agricultural products;
- The textile industry (production of cotton and clothing) and the manufacture of footwear;
- The development of cement plants, due to the raw materials available in the north-east of the country;
- Fertilizer production (phosphate production in the north of the country) and other chemicals and pharmaceuticals.



*Presentation of Mr. NTIDENDEREZA Esaieon the Investment Policy, standing in the middle of the participants*

## 4. Reforms undertaken for the industrial sector

The presenter made it clear to participants that Burundi has a more investment-friendly regulatory environment and is improving every year in the global business climate ranking. The reforms initiated without being limiting are:

- The establishment of the one-stop shop for the creation of companies that allowed the establishment of production or manufacturing companies and obtaining a permit to easily build industrial buildings;
- An easy access to grants for investors: The recently adopted laws will facilitate investors to obtain credit and see their investments protected, and
- The harmonization of the texts within the East African Community to allow the competitiveness of the industrial products of our country.

There have been advantages for the industrialists whose acquisition of buildings and land necessary for the realization of the exploitation is exempted from the transfer duties.

The investor also benefits from a reduction in the tax rate on profits as follows:

-2%, if he employs a number of Burundian workers between 50 and 200

-5%, if he employs more than 200 Burundian workers

The presenter spent a lot of time talking about tax benefits and non-tax benefits.

Customs duty (DD) exemptions for old and new investors are provided for by the EAC Customs Management Act which exempts certain equipment for hotels, hospitals, schools and commercial vehicles etc.

In addition to the equipment and raw materials recognized by the Common External Tariff (CET), the EAC Entitlement Committee grants exemptions from the DD GAZETTE on industrial inputs and building materials that are not at zero in the TEC.

It should be noted that, on the proposal of the API, additional tax and customs benefits may be granted to investors by order of the Minister in charge of finance.

#### **5. Some certified and exporting companies**

Some of the few certified companies include: BRARUDI, BUCECO, BUMAC, IRON STEEL BURUNDI, AFRITEXTILE, ARFIC, UBUCOM, BB.COM, HOTEL CLUB DU LAC TANGANYIKA, SAVONOR, MUSUMBA STEEL, IMPACT HUB BUJUMBURA, AFRICAN PALM COMPANY, AQUASAN BURUNDI S.A, BURUNDI BREWERY, BURUNDI TOBACO COMPANY, AFRITAN, COMPLEXE AGRO INDUSTRIEL DE RUGOMBO (RUGOFARM), CONFORT FOAM LTD, RUDIPAIN, LIQUIDS,

This list is not exhaustive.

After the three exhibitors, the panelists came forward to answer participants' questions, which are collected in batches of five people.

1. Does the Investment Promotion Agency have an information service for investors?
2. Can you show the list of industrial enterprises accepted at regional level and benefiting from the duty remission system?
3. Where are we with the process of harmonizing the annual budget with the fiscal year of the East African Community?
4. Why do not you envision benefits for the music industries when the beneficiaries are for the most part young people with innovative projects like Hollywood in the United States of America?
5. Why is the processing time for investors time consuming when there should be collaboration with the Ministry of Commerce, Industry and Tourism? ?
6. Why are other industrial enterprises not registered in the East African Community Gazette?
7. Why is the Burundian Revenue Agency a hindrance to industrialists, and that the IPA is filing complaints, despite the eligibility of the documents of the investment promotion agency?
8. Can we see the list of commodities and industries benefiting from the Canada Pension Plan because there are investors who are not aware of the RRDD?
9. Is certification of industrial products within the remit of the API or Burundian Bureau of Standardization and Quality Control (BBN)?
10. How can companies that have benefited from the duty remittance system be able to generate foreign currency?

After discussions and discussions, it was recommended that:

- A training and awareness program for industrialists on the remittance system of the East African community shall be developed;
- Unnecessary documents blocking industrialists shall be removed;
- The Single Window for investors shall be computerized;
- Young entrepreneurs in developing bankable projects through training through ISGE or BBIN shall be assisted;
- The BBN laboratories' equipments to control the quality of industrial products according to standards shall be reinforced;
- A framework of collaboration with the institutions to resolve the complaints of a battered investor in other services registered at the API shall be analyzed.

A break of sixty minutes was observed for the Lunch.



*Statement by the Director of the Investment Promotion Agency standing up during his speech on June 15, 2018*

### **III.3.6. Theme 8: "Certification: a key or a handicap for Burundian industries"**

The afternoon of the second day was devoted to a single presentation under the theme of certification by the Director of the BBN under the coordination of the moderator, Mr. Serges BIRIZANYE.

The presenter first appreciated the moderator for giving him the floor. He began to speak about the legal framework of the Burundian Bureau of Standardization and Quality Control; i.e to the law n ° 1/03 of January 4, 2011 on the national system of standardization, metrology, and quality assurance.

At the end of its creation, the BBN is a public institution with an administrative character, legal personality and organic and financial autonomy.

The presenter has developed the following points namely the purpose, main tasks of BBN, conformity assessment, certification, certification regulations.

#### **1. The object of the BBN is in particular:**

- Protect and improve the health of consumers;
- Reduce waste and protect the environment;
- Improve the quality and reputation of products manufactured or marketed in Burundi.

#### **2. The main missions are:**

- 4 out of 11 were selected.
- The preparation and publication of national standards for their application in particular in trade and industry;
- Certification of products in accordance with quality standards;
- The maintenance of the standards of legal metrology applicable to measuring instruments and the verification of the accuracy of measurements made in the economic circuit (fuel pumps, commercial and industrial scales, etc.);
- Market surveillance and quality control of imported products, etc.

### 3. Conformity assessment

This is proof that the specified requirements for a product, a process, a system, a method, are observed. The subject of conformity assessment includes activities such as inspection, testing and certification.

Certifying a product (or a system) is attesting to its compliance with the requirements of a standard. Certification is a lengthy process that requires collaboration among many stakeholders including industry, BBN management and laboratories.

Manufacturers must submit an application for certification of their products or system to BBN. This is a requirement for products that fall under mandatory standards in accordance with Article 20 of the Joint Ministerial Order on Quality Control of Products Marketed in Burundi

### 4. Regulations on certification

At least one industry inspection per quarter: the inspection is improvised.

**Market surveillance:** samples must be taken regularly from the place of production, storage and on the market to assess compliance with the requirements of the relevant product standard. The frequency of sampling depends on the nature of the product, the reputation of the company in terms of its organization, quality control and production procedures. Watch out for the expiration date!

**Penalties:** When certification inspectors find non-compliance with the product standard in their test results, the certification license may be suspended or revoked. In this case, the use of the BBN mark ceases immediately until further notice.

A series of hindrances has been identified for Burundian industries including:

- Putting on the market products that fall under mandatory standards when they are not yet certified;
- Unauthorized use of the BBN mark;
- Advertisement of products not yet certified;
- Misuse of foreign trademarks to escape the control of BBN;
- A wrong belief that the payment of the certification fee entitles you to the use of the BBN mark before the results of laboratories attest to the quality of the product;
- Corruption.

He concluded his presentation with the following recommendations:

- Strengthening the culture of certification of products or systems of industries of Burundi;
- Equipping the BBN test facilities to meet the expectations of the industry;
- Giving the means to the Association of Industrialists of Burundi to organize a forum of exchanges for the industrialists.

A panel of two presenters, the API and the BBN, was formed to answer participants' questions. The methodology used is that of taking each time a batch of 5 people among the participants.

1. Why does the investment code only deal with large companies and not small and medium-sized enterprises?
2. Can API explain how to develop a business plan?
3. What prevents collaboration between private sector support institutions between API, BBN and Foreign Trade?



4. What to do for product standards that BBN does not have and can BBN control all products?
5. What is the relationship between SGS and BBN in the Public Private Partnership?
6. Are there any explanations when BBN sanctions against a company that has been in existence for more than 30 years compared to 10 years?
7. What is the legal deadline for giving the results of certain laboratory analyzes and that the BBN blocks companies for lack of reagents or other consumables?
8. What does the BBN intend to do to regain control of the quality made by the General Society of Overseeing (SGS) when the latter is causing economic operators to lose a lot?
9. The certification takes a long time; do you have the necessary skills for the protection of Burundian industries?
10. Can quality control be reciprocal on borders as the countries of the East African community block Burundian industrial products including Tanzania?
11. Is there a dividing line between BBN and other institutions as there are several products on the local market?
12. Why can you not replace the Board of Directors for a member who is absent for more than a year?

After discussions and discussions, the following recommendations were made:

- Creating a collaboration mechanism between BBN and API;
- Strengthening the service in charge of standardization to develop standards that do not exist in collaboration with stakeholders;
- Training industry in standardization and certification.

Before the end of the second day, the floor was given to the industrial visitor of the East African Community, the representative of SONI TECHNICAL SERVICES, member of the KENYAN Industrial Association. He first appreciated the organizers for giving him this opportunity to present his company SONI. Its products can help promote trade policy, help create jobs, help pay taxes to the Government. He gave a five-minute presentation for the participants. The day was closed at 16:30 and it is the opportunity of the participants to revisit the stands prepared by industrialists.

In the evening, there was a business dinner on invitation under the animation of the national drummers. He had a welcome address by the President of the Association of Industrialists of Burundi. A certificate of honor has been awarded to KENYA. The latter asked that there be an interaction, an exchange of experience in the sub region that has great potential.

The TMEA representative, the President of the AIB and the members of the Association des Industriels of Burundi also participated in this Business Dinner. Not only was there an exchange of experience but also exchange of business cards between manufacturers with the slogan Business to Business (B2B). KENYAN distributed many business cards to almost all participants. This business dinner, which started at 6pm, ended at 8pm.

The third day of June 16<sup>th</sup>, 2018 began around twelve o'clock. The guests went to the stands that were set from June 14<sup>th</sup>, 2018 during the Industrial Fair to see the new industrial products of the members of the AIB and the representatives of the industrialists of the East African Community; another opportunity for B2B. We also assisted to the entertaining moment of the national drummers.

Participants returned to the conference room to proceed with the closing ceremonies. The program of activities of the third day was announced by the event agent of the AIB, Mr. André HAKIZIMANA.

The Closing Speech was delivered by the President of the Association of Industrialists of Burundi, Olivier SUGURU.

He appreciated everyone involved in organizing this Industrial Fair, edition 2018. He also thanked for the financial support of TMEA, API and AIB. He is asking for more support from the Minister supervising, the Ministry of Commerce, Industry and Tourism and the Second Vice Presidency of the Republic for having accepted the ceremonies of this first Industrial Fair held at the Lake Tanganyika Hotel Club. He recommended the reinforcement of the Public Private Partnership and the development of more B2B Business Relations.

On behalf of the Association of Industrialists of Burundi, the President of the AIB declared the activities of the Industrial Fair scheduled for June 14-16, 2018 at the Hotel Club du Lac Tanganyika closed.

The full closing speech is attached as **Annex 9**

After this closing ceremony, the certificates of honor were awarded to all the companies that helped the organization and participated in the Industrial Fair.

The list of these industries can be found in **Annex 10**

The AIB President invited all the laureates to take a photo and that is how the first Edition of the Industrial Fair ended with an acclamation.



*Family photo after the presentation of the certificates of honor to the companies participating in the first edition of the 2018 Industrial Fair*

#### **Chapter IV: Conclusion**

This first annual Industrial Fair was held as planned and had a strong participation of 128 people including members of the association of industrialists of Burundi and the East African community. Participants placed special emphasis on the competitiveness of quality industrial products on the local and export markets. This Fair was organized under the theme. “Industry, pillar and engine for economic growth in the East African community” A large part of the products exhibited on the stands were certified by the Burundian Bureau of Standardization and Quality Control. The exchanges and discussions made it possible to positively assess the level of understanding of the program and developed themes. The recommendations made were synthesized after each theme. A big thank you was sent to the Country Director, Trade Mark East Africa representative, for all the efforts made for the success of these three days activities from June 14th to 16th, 2018 to the Lake Tanganyika Club Hotel.

Long live the Association of Industrials of Burundi.

Done at Bujumbura, June 2018

The Reporting Consultant of the AIB

**NZINAHORA Gervais**

**ANNEXE 1**  
**List of presences of the trade show, 14 June 2018**

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NDIMUBANDI	Paul	1ère Vice Présidence	ndimubandi p2@gmail.com
NIYOYITUNGIRA	Désiré	Regie Nationale des Postes	niyoyitungira2014@gmail.com
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		Radio Culture	

Nom                      Prénom

MISIGARO                  Ezechiel

NGABINYABANA        Joseph

BIZIMANA                ANTOINE

NURU                        KANASA

NTIDENDEREZA        Esaié

KEZAMUTIMA            MATUSAZELIHA

Laymond                  N. N. N. N. N.

FABIAN                    ENANG

NYABUHORO            Jean Claude

NTUNGUMBURANYE    Adelin

MUZANEZA              Antoine

NEISHURA              Simeon

NKURUNTITA              Fabrice

NOM                        PRENOM                  (2)

NDAYISENGA            Spéciose

NRASIPA                  Antéaferste

(13)                      Institution

Journal de l'économie  
Radio Isangano  
Radio Isangano  
Mise en œuvre  
AP/ADISCO  
VOA

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ABUCO

INSTITUTION      REPRESENTEE

A B A  
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ANNEXE 1

List of presences of the trade show, du 15 June 2018

	PRENOM	(Le 15 juin)	Institution représentée	Adresse	Email
1. RUTERAMA	Simon		CHASSA		
2. NDIZEYE	AIME		CCE		
3. Nkurunziza	Mundane		CPAJ		
4. NDONSE	Thevenc		COGERCO		
5. BAGUMAKO	Edouard		HTB		
6. NDAYIZIYIYE	Guillaume				
7. BAHORI	Theodore		BBIN		
8. ADUSHIMYIMANA	Aime		TFBCE		
9. BIZIMANA	David		BUMAC		
10. BIZIMANA	SAIDI		ONE AERE FUND		
11. NDAYIKIMYE	Nany		SOCIETE CODES		
12. Ewani N. N. ubera			Brands		
13. MUKUNST	Rwénin		HTB		
14. NYUHIRE	Muse		DAFIMENA		
15. Fabrice	EMERIMANA		CC company		
16. Esair	NTIDENDERAZA		CCN Company		
17. Tangy	HEWUKUNZI		API		
18. Lozane	SINDAKIRA		PROTECH-URWA		
19. Shany	UGENSAKUMANA		pre vice présidence		
20. Eddy Emery	Bimemyimana		Kenya Embassy		
21. Gervais	Nzindahora		AIB		
22. KIZAMUTIMA	METUSCHUANI		ADISCO		
23. HAVYARIMANA					



	NOM	(le 15 juin)	Institution représentée	
1. NDAYIRAGIRE	Jean Marie		BICOR	
2. KARISABYE	Guendoné		BNDE	
3. BIMARI	Guillaume		Rudi-Racut	
4. RUBETA	Willy		Avocat	
5. NIRETURUXE	Analla		OBK	
6. SABAMAHORO	Marie		One Acre Fund. TOBURA	
7. SENTOR	Guarod		API	
8. HARYAMANA	Pierre		HYGECOL	
9. BIGIRIMANA	Adolphe		SODECO	
10. NAKUMBA	Pierre Claver		COGERCO	
11. SABUKWIGURU	Claver		COGERCO	
12. USABIMANA	Serge		API	
13. KARIMA	Samuel		Prothem	
14. NDACA YABA	Zabron		CCN Company	
15. NTAKIRUTIRAMA	Emmanuel		AIB	
16. MPITABAKANA	Beahica		UTEMA TENAJARO	
17. COBASHAHA	Leandre		PT. P/PCB	
18. Christian	GATHUNGU		CBINET / CSTIC	
19. MNISI	ZAKHEB		SA EMBASSY	
20. Naki Noel	Mathieu		AKAKURA, ASBL	
21. Véronique NAKUMWENAYO			BRB	
22. Prunelle NGENANGANYA			BRB	
23. Ieddu BUTARIE	PAMBA			



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 vndikunwoenayo@brb.bi  
 pngendanganya@brb.bi

Nom

Prénom

Le 15.6.2018

Institution représentée



E-mail

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27. Kouss Hosana	Jeff	MCIT		sergebinzany@yahoo
28. BINZANYE	Serge	INGOMAG		gahigogoo@gmail.com
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30. NDIZEYE	Eléonore	INGOMAG		kimanahappy@gmail.com
31. KIMANA	Happy	SOCARBU		pbukobero@yahoo.fr
32. BUKOBERO	Prosper	MCIT		ntibato@yahoo.fr
33. NTIBARUTAYE	Gloriate			

(\*) Total de ceux qui sont inscrits => (59)

## ANNEXE 2

<b>PROGRAM OF ACTIVITIES OF THE INDUSTRIAL SHOW EXPECTED FROM 14 TO 16 JUNE 2018 AT HOTEL CLUB DU LAC TANGANYIKA</b>	
<b>TIME</b>	<b>ACTIVITIES</b>
<b>Thursday, June 14, 2018</b>	
<b>08.00-08.45</b>	Arrival and installation of national / regional guests
<b>08.45-09.00</b>	Arrival and installation of the official authorities: <ul style="list-style-type: none"> <li>- Diplomatic corps ;</li> <li>- invited ministers (all);</li> <li>- 2ème Vice President</li> </ul>
<b>09.00-09.15</b>	Official Opening Ceremonies: <ul style="list-style-type: none"> <li>- Song of the National Anthem of Burundi</li> <li>- Song of the Hymn of the EAC</li> </ul>
<b>09.15-10.05</b>	Speech by: <ul style="list-style-type: none"> <li>- Mayor of the City of Bujumbura</li> <li>- President of AIB</li> <li>- Representative of TMEA</li> <li>- President of the CFCIB</li> <li>- Minister of Commerce of Industry and Tourism</li> <li>- His Excellency the Second Vice-President of the Republic</li> </ul>
<b>10.05-10.10</b>	Family picture
<b>10.10-10.40</b>	Visit of the stands
<b>10.40-11.30</b>	Opening Cocktail
<b>11.30-11.50</b>	Interviews with the press (Radios / television)
<b>11.50- 12.00</b>	Cultural animation and end of opening ceremony
<b>12.00-13.30</b>	<b>Lunch break</b>
<b>13.30-13.55</b>	1st Theme: "The pillars of the Customs Union and the competitiveness of Industries in the EAC Area: How can Burundian Industries benefit? " By Mr. Econie NIJIMBERE (AIB)
<b>13.55 - 14.20</b>	2nd Theme: "National Industrialization Policy".By Mr. Albin SINZOTUMA (Ministry of the CIT)
<b>14.20 - 15.00</b>	Exchanges, Questions-Answers (audience and industry stakeholders) Panel of Presenters
<b>15.00 - 16.00</b>	B2B individual meetings
<b>16.00</b>	End of the first day
<b>Friday, June 15th, 2018</b>	
<b>08.30 - 09.00</b>	Arrival and installation of participants
<b>09.00 - 09.20</b>	3rd Theme: "New Legal Framework for Public-Private Partnerships in Burundi" By Willy RUBEYA "The Regime Governing Public-Private Partnership Contracts in Burundi" By Mr. Théodore BAHORI
<b>09.20 - 10.00</b>	Exchanges, Questions-Answers (audience and sector stakeholders)

## ANNEXE 2

<b>10.00 - 10.30</b>	<b>Coffee break</b>
<b>10.30 - 10.55</b>	4th Theme: "Presentation of the OBR, missions and performances" By Mr. Stany NGENDAKUMANA. "Presentation on the East African Community Rights Remit Scheme" By Mrs Ancilla NTETURUYE
<b>10.55 - 11.25</b>	Exchanges, Q & A (audience and industry stakeholders)
<b>11.25 - 11.50</b>	5th Theme: "Improving the business climate, a stepping stone for the development of the Industrial sector" By Mr. Esaïe NTIDENDEREZA (API)
<b>11.50 - 12.30</b>	Exchanges, Questions-Answers (audience and sector stakeholders)
<b>12.30 - 13.30</b>	<b>Lunch break</b>
<b>13.30 - 13.55</b>	6th Theme: "" Certification: a key or handicap for Burundian industries? " By Dr. François HAVYARIMANA, Director of BBN and Professor at the University of Burundi. (BBN)
<b>13.55 - 14.35</b>	Exchanges, Questions-Answers (audience and sector stakeholders)
<b>14.35 - 15.30</b>	B2B individual meetings
<b>18.00- 20.00</b>	Business dinner (by invitation) + orchestra animation
<b>20.00</b>	<b>End of the 2nd day</b>
<b>Saturday, June 16th, 2018</b>	
<b>12.00 - 12.30</b>	Arrival and registration of guests at the Lake Tanganyika Hotel Club
<b>12.30 - 13.30</b>	Visit of stands and meetings B2B + approval <b>Cultural (Drumms)</b>
<b>13.30-14.00</b>	Closing ceremony with speech by: - President of AIB - Minister of the CIT
<b>14.00</b>	End of the 2018 edition of the INDUSTRIAL FAIR

## ANNEXE 3

### OPENING ADDRESS OF THE MAYOR OF THE CITY OF BUJUMBURA MAIRIE ON THE OCCASION OF THE INDUSTRIAL FAIR EDITION 2018

**Your Excellency the Second Vice-President of the Republic of Burundi,  
Excellency the Minister of Commerce, Industry and Tourism  
Madam Country Director of Trade Mark East Africa  
Mr. President of the CFCIB  
Mr. President of AIB  
Distinguished Guests, Ladies and Gentlemen;**

On this beautiful morning of June 14, 2018, we are very happy to welcome you to the shores of the Lake Tanganyika, this beautiful lake that the God has given to Burundi and that Bujumbura is the only capital that is at the edge of its beaches.

The city of Bujumbura is much honored to host for the first time an Industrial Fair bringing together under one roof all the actors of the industrial sector of Burundi and those of the industrial sector of the East African Community. The Industrial Fair has an industrial character. The chosen theme of the Industrial Fair is: "Industry, the pillar and engine of economic growth in the East African Community". During these three days, this event will display to the people of Bujumbura who will visit the stands, the products manufactured by the Burundian industrialists or that of the sub-region.

Bujumbura Mairie as the capital city of Burundi is full of several industries that contribute in the development of the public with the products they offer but also in the development of our dear city. Bujumbura Mairie is a city leaning towards industrialization as evidenced by the number of industries already registered by the Burundian Agency for Investment Promotion as operating in Bujumbura.

Bujumbura is becoming more and more a hub for trade in the sub-regions. Several products manufactured by Burundian industries supply markets in Eastern DRC, Tanzania and Rwanda in addition to what we also import from EAC countries.

During the Industrial Fair, suppliers from the sub-region will have the opportunity to meet the professionals of the field of the Burundian industrial sector during the course of this event in order to strengthen their links and business relationships.

We hope that this first major Burundian Industrial Fair will be sustained in order to form a platform that will bring together all Burundian industrial players

## ANNEXE 4

### OPENING SPEECH BY THE PRESIDENT OF THE BURUNDI INDUSTRIAL ASSOCIATION ON THE OCCASION OF THE OFFICIAL INAUGURATION OF THE "INDUSTRIAL FAIR EDITION 2018"

**Your Excellency the Second Vice-President of the Republic;**  
**Honorable representatives of the people;**  
**Excellencies Ladies and Gentlemen, Ministers;**  
**Excellencies Ladies and Gentlemen the Representatives of the Diplomatic  
and Consular Corps;**  
**Mayor of the City of Bujumbura Mairie;**  
**Ladies and Gentlemen, Representatives of Development Partners,**  
**Mr. President of the Federal Chamber of Commerce and Industry in Burundi;**  
**Mr. Director of the API;**  
**Ladies and Gentlemen, Senior Managers of the Administration,**  
**Gentlemen Representatives of Industrial Enterprises,**  
**Ladies and Gentlemen, all protocol observed,**

On this pleasant day of June 14<sup>th</sup>, 2018, I have the honor and the pleasure to welcome you to the premises of the "Club Hotel Lake Tanganyika" of our beloved capital Bujumbura Mairie. I wish you a pleasant time during all the ceremonies of today.

The Association of Industrialists of Burundi organizes from June 14<sup>th</sup> to 16<sup>th</sup>, 2018 in the enclosures of the Hotel Club of Lake Tanganyika an "Industrial Fair Edition 2018", the first in the country because it will be bringing under the same roof the actors of the industrial sector of the Burundi and those of the industrial sector of the East African Community.

The overall objective of the Annual Industrial Fair is to promote the Industrial sector in general and the Industrial Enterprises of Burundi and the sub-region, in particular, by offering visibility of the activities of the industries and their products to the various development partners. Thus increase the capacity of the sector to create more jobs and a prosperous society.

The chosen theme of the "Edition 2018" Industrial Fair is: "Industry, the pillar and engine of economic growth in the East African Community" and the target audience of the event is the professionals of the Industrial sector at national and regional levels.

This event will allow the industrialists of the sub-region to:

- Improve the visibility of the AIB in order to make it known and its activities to all potential national, regional and international partners;
- Strengthen business relations between Burundian industrialists and those in the sub-region;
- Increase the membership of the AIB;
- Promote the goods and services produced by AIB members, on one hand, and those produced by industrialists in the sub-region, on the other hand;
- Improve the AIB's advocacy and representativeness capacity so that it can be more effective in initiating activities and creating visibility of the activities of the Association on a daily basis;
- Support in the formalization of industrial processing units;
- Strengthen the Public-Private Partnership at the level of the industrial sector on one hand, and the industrial development policy, on the other hand;
- Develop and strengthen business relationships (B2B) between local professionals in the industrial sector and those from the sub region.

**Excellency the Second Vice-President of the Republic,**

**Ladies and gentlemen,**

**Excellencies Ladies and Gentlemen,**

The Association of Industrialists of Burundi (AIB) was created on August 26<sup>th</sup>, 1999 by a group of representatives of industrial enterprises with a view to constituting an appropriate framework for defending and developing the professional interests of the industries of Burundi in general and members in particular.

It is important to underline that the Burundi Industrialists Association, today Sectoral Chamber of Industrialists of Burundi (since 22/01/2010), is founding member of the Federal Chamber of Commerce and Industry of Burundi (CFCIB)

The members of the AIB include, among others, the following sectors of activity: agro-food processing; Paper and paper objects (printing works); textile and leather; pharmaceutical and chemical products; wood products; building materials; metal products as well as other industries.

The industry sector is of great importance as a result of its active participation in the economies of the countries, through its contribution to domestic production, the creation of jobs, the increase of the incomes of the population and thus contributing to poverty reduction.

Industry improves the value of products after their transformation and also makes it possible to diversify exports and increase the level of trade, the technological transfer useful to improve the level of production of developing countries like Burundi.

The private sector of Burundi and especially the industrialists recognize that they must adapt to the current context, especially with regard to competitiveness and access to the regional and international markets.



To this end, we take this opportunity to make a strong appeal to the national authorities as follows:

- At the level of the legal framework, we call on the Burundian authorities to enact laws on counterfeiting and piracy, as other EAC countries have already done (like Kenya and Rwanda);
- To have an industrial development in Burundi, capable of creating jobs and wealth for the country, it is imperative to have a National Industrialization Policy, tracing the main commitments of the country for the field of industry. This goes hand in hand with the elimination of non-tariff barriers which still constitute an obstacle on the overall development of the country;
- Lastly, we suggest that a permanent platform for dialogue and exchange be established between the Ministry of Commerce, Industry and Tourism and the AIB.

**Excellency the Second Vice-President of the Republic,**

**Ladies and gentlemen,**

**Excellencies, Ladies and Gentlemen,**

I take this opportunity to thank the members of the AIB who took this initiative to organize such an event and our official partners (TMEA, CFCIB, API and Ministry of Commerce, Industry and Tourism) so that this Salon/Fair is a success.

I would not like to end my speech without, once again, thanking His Excellency the Second Vice-President of the Republic for honoring the official opening ceremony of the 2018 Industrial Fair with his presence.

Long life to Burundi, dear Motherland;

Long life to the Industrial Fair

Together, let's work for a prosperous industry

Thank you

## ANNEXE 5



**CFCIB** *Chambre Fédérale de Commerce et d'Industrie du Burundi*

**A WORD FROM THE PRESIDENT OF THE CFCIB AT THE OFFICIAL INAUGURATION OF  
THE 1ST INDUSTRIAL FAIR  
Club du Lac Tanganyika Hotel June 14<sup>th</sup>, 2018**

**Your Excellency the Second Vice-President of the Republic of Burundi,  
Excellencies Ladies and Gentlemen the Representatives of the People,  
Excellencies Ladies and Gentlemen,  
Ladies and Gentlemen, Representatives of National and International Organizations,  
Dear Exhibitors from all over the East African Community,  
Dear Economic Operators,  
Distinguished Guests, Ladies, Gentlemen,  
All Protocol Observed,**

It is with great joy that on behalf of the Federal Chamber of Commerce and Industry of Burundi, I am honored to welcome the launching of the First Trade Fair organized by one of our Members; i.e. the Sectoral Chamber of Industry which we warmly congratulate.

The CFCIB in many ways, takes pride in being associated with such an event, born on one hand from the dynamism of the Industrial Chamber and its Members, and on the other hand, from a partnership with Trademark East Africa to whom we express our sincere gratitude.

Allow me in turn to extend my deepest thanks to His Excellency the Second Vice-President of the Republic for having accepted the High Patronage of this Industrial Fair and to honor the inauguration ceremonies of this important event of economic promotion with his presence. Your presence is an eloquent sign of your commitment to the economic development of Burundi in general, and that of the Private Sector in particular.

My thanks are still extended to the Minister of Commerce, Industry and Tourism, and wish him every success in his new appointment/functions.

My feelings of gratitude also go to all the distinguished guests who have been kind enough to suspend their daily activities to come and show their support to the organization of this event.

To the Venerable Hosts of the other countries of the East African Community, we tell them "Karibusana" and sincerely thank them for agreeing to join their confreres in Burundi.

To all the participants in this exhibition, we appreciate your spontaneity in responding to this economic event which, without a doubt, will ensure your visibility and that of your products.

**Your Excellency the Second Vice-President of the Republic,  
Excellencies Ladies and Gentlemen the Representatives of the People,  
Excellencies Ladies and Gentlemen,  
Ladies and Gentlemen, Representatives of National and International Organizations,  
Dear Industrialists of the East African Community,  
Dear Economic Operators,  
Distinguished Guests, Ladies, Gentlemen,  
All Protocol Observed,**

This 1st Industrial Fair combines the useful and pleasant parts of business as it includes a Business Forum on the fringes of which there is an Exhibition of Industries of Burundi and those of the East African sub-region. This gives Burundian Enterprises and the East African Region the opportunity to exhibit their products and increase trade thus increasing economic growth and creating employment opportunities for the population. The Business Forum and Exhibition is finally here to increase investment in Burundi. The opportunity was also to discover the true economic potential of Burundi.

The Federal Chamber of Commerce and Industry of Burundi by its role of interface with the Public Authorities, makes the promotion of the private sector of Burundi its battlehorse with notably the improvement of the climate of the businesses. And to achieve concrete results, the approach started by the CFCIB since it is a Federation, relates to a continuous consultation between economic operators themselves on one hand, and between economic operators and public officials on the other hand, to set up advocacy, training, information and mentoring programs. For example, the process of setting up a Special Economic Zone in Burundi is under way through a public / private partnership that is destined to succeed. To be more explicit, the Special Economic Zone will favor companies, especially industrial, with customs and tax incentives in particular, and many other measures more advantageous than in the rest of the country. In the SEZ, many traditional measures are simplified and regulations are limited, to allow companies to reduce their investment costs, thus improving their competitiveness

Your Excellency the Second Vice-President of the Republic of Burundi,  
Excellencies Ladies and Gentlemen the Representatives of the People,  
Excellencies Ladies and Gentlemen,  
Ladies and Gentlemen, Representatives of National and International Organizations,  
Dear Host of the East African Community,  
Dear Economic Operators,  
Distinguished Guests, Ladies, Gentlemen,  
All Protocol Observed,

The 1st Industrial Fair includes matchmaking meetings - B2B - which should culminate after three days in commercial partnerships and investments in Burundi. I invite Burundian Economic Operators to take this rare opportunity to its full potential, and seize the ball to make contacts that can improve their business in particular, and for the development of the private sector and the country in general.

I would be remiss if I ended my welcome without once again thanking the economic operators from the sub-region for the work they will have to do.

Finally, thank you Members of the CFCIB and Economic Operators for your presence here, wishing you fruitful exchanges for the development of the Burundian Private Sector.

I thank you all for your attention.

## **ANNEXE 6**

### **SPEECH BY THE MINISTER OF COMMERCE, INDUSTRY AND TOURISM ON THE OCCASION OF THE OFFICIAL OPENING OF THE "INDUSTRIAL FAIR EDITION 2018"**

Your Excellency the Second Vice-President of the Republic;

Honorable representatives of the people;

Excellencies Ladies and Gentlemen, Ministers;

Excellencies Ladies and Gentlemen the Representatives of the Diplomatic and Consular Corps;

Mayor of the City of Bujumbura;

Ladies and Gentlemen, Representatives of Development Partners,

Mr. President of the Federal Chamber of Commerce and Industry in Burundi;

Mr. Director of the API;

Ladies and Gentlemen, Senior Managers of the Administration,

Gentlemen Representatives of Industrial Enterprises,

Ladies and Gentlemen, all protocol observed,

On this pleasant day of June 14<sup>th</sup>, 2018, I have the honor and the pleasure to welcome you to the premises of the "Club Hotel Lake Tanganyika" of our beloved capital city of Bujumbura Mairie. I wish you a pleasant time during all the ceremonies of today.

Since June 14<sup>th</sup>, 2018, this place hosts, for three days, an important event the "Industrial Fair" This event is an opportunity to evaluate and discuss the performance of the industrial sector to plan accordingly to promote the development of this important sector for the socio-economic growth of our country.

Excellency the Second Vice-President of the Republic,  
Ladies and gentlemen,  
Excellencies Ladies and Gentlemen,

The Sustainable Development adopted by the United Nations in September 2015 namely: "building a resilient infrastructure, capable of promoting sustainable industrialization that benefits all and capable of encouraging innovation" leads countries to "promote sustainable industrialization that benefits everyone and is capable, by 2030, of significantly increasing the contribution of industry to employment and gross domestic product, depending on the national context, and doubling it in the least developed countries " .

Thus, the competitiveness of the economy is today one of the major concerns of the States whatever the level of their economic environment. Industrial development, particularly industrial competitiveness, is an important lever on which Burundi will have to rely to achieve its objectives in terms of human, economic and social development.

Indeed when you are going to make the visit of the stands right after, Excellency the Second Vice-President, you will have the pleasure to meet companies and manufacturers, who have agreed to come to exhibit and sell their products.

The success of this organization is none other than the result of the combined efforts of the Association des Industriels of Burundi in close collaboration with TRADEMARK EASTAFRICA  
We take this opportunity to express our heartfelt thanks to all those who have worked for the success of the Industrial Fair:

- First to the Association of Industrialists of Burundi (AIB) which was the initiative and which granted financial support to the Industrial Fair,
- Then at TRADEMARK EASTAFRICA
- Organizers at all levels,
- To all the companies who have cordially agreed to bring their contributions to the Industrial Fair,
- To all the guests who have agreed to give their time to these ceremonies,
- Finally, to all participants and the general public.

This event, which will allow all yesterday's unknown producers to work openly and make their products known, will also allow businesses that yesterday worked in the informal sector to register and to enter the formal market.

We invite the Burundian Bureau of Standards (BBN) to assist companies that want to publish their products.

Your Excellency the Second Vice President of the Republic,  
Ladies and gentlemen,  
Excellencies Ladies and Gentlemen,

Your presence here is an eloquent sign that the Government is determined to improve the image of this country especially on the economic level by reminding Burundian citizens to change their mentality and to engage resolutely in the dynamics of intense and diversified production in order to increase domestic trade and export.

Allow me, therefore, to express to you in particular my warm thanks for the many efforts that you continue to provide in order to build a modern Burundi.

Before closing my speech, I take this opportunity to inform you that the Ministry of Commerce, Industry and Tourism organizes the "Fair Made in Burundi 2nd Edition" at the Field TEMPETE from June 29<sup>th</sup> to July 15<sup>th</sup>, 2018; I would like to invite you to participate massively in the mentioned fair which offers you an opportunity for visibility of your companies and sales of your products.

I thank you once again for your presence in these ceremonies and invite you, Excellency the Second Vice-President of the Republic, to officially open the "INDUSTRIAL FAIR"

**Long peaceful life to Burundi;**

**Long life to the Industrial Fair;**

**Long life to the Public-Private Dialogue;**

**Thank You**

## **ANNEXE 7**



### **ANNUAL INDUSTRIAL FAIR, BUJUMBURA, HOTEL LACTANGANYIKA CLUB, FROM 14 TO 16 JUNE 2018**

#### **SPEECH BY THE COUNTRY REPRESENTATIVE OF TMEA IN BURUNDI**

**Your Excellency the Second Vice-President of the Republic of Burundi;**

**Honorable Members of the Parliament of Burundi;**

**Minister of Commerce, Industry and Tourism;**

**Minister of Foreign Affairs and International Cooperation;**

**Madam Minister at the Presidency in charge of East African Community Affairs;**

**Minister of Hydraulics, Energy and Mines;**

**Minister of Finance, Budget, and Economic Development Cooperation;**

**Madam Minister of Education, Technical and Vocational Training;**

**Minister of Higher Education and Scientific Research;**

**Minister of the Environment, Agriculture and Livestock;**

**Mayor of the City of Bujumbura;**

**Mr. Resident Representative of the World Bank;**

**Mr. Resident Representative of UNDP;**

**The Delegate of the European Union;**

**Mr. Director of USAID.**

**Distinguished Representatives of the Diplomatic and Consular Corps in Burundi;**  
**Ladies and Gentlemen, representatives of the industrial sector of the East African Community Member Countries, especially Kenya and Uganda;**  
**Ladies and gentlemen, the representatives of the Federation of Enterprises of Congo,**  
**Mr. President of the CFCIB;**  
**Mr. President of the AIB;**  
**Ladies and gentlemen, distinguished guests, All protocol observed;**

First of all, I would like to congratulate the Federal Chamber of Commerce and Industry of Burundi (CFCIB) through one of its Sector Chambers, namely the Burundi Industrial Association (AIB), which took the initiative to organize this event of regional dimension for the promotion of the industrial sector. This is a first in Burundi, under the initiative of the private sector to meet here at the Hotel Club Lake Tanganyika actors in the industrial sector of Burundi and those of the industrial sector of the East African Community for three days.

TMEA is pleased to have been approached by the CFCIB to support this activity because it is part of its missions.

**Excellency the Second Vice-President;**  
**Honorable Members of Parliament;**  
**Ladies and Gentlemen, Ministers;**  
**Ladies and gentlemen economic operators;**  
**Ladies and gentlemen, distinguished guests, All protocol observed;**

TMEA works closely with the institutions of the East African Community, National Governments, the private sector and Civil Society Organizations to increase trade by unlocking economic potential through increased physical access to markets, an improved business environment and improved trade competitiveness. This support has been possible thanks to the "Enhancing Private Sector Capacity for Policy Formulation and Implementation" project, which has been implemented by the CFCIB since 2015.

The overall objective of this Annual Industrial Exhibition is: "To promote the Industrial sector in general and the Industrial Enterprises of Burundi and the sub-region in particular, by offering a visibility of the activities of the industries and their products to the various partners that creates jobs and prosperity "contributes effectively to the achievement of TMEA's mission to increase trade in EAC member countries.

TMEA strongly hopes that all the expected results of this Industrial Fair will be achieved in particular that the business relations between the Burundian and sub-regional industrials will be strengthened and that the Public-Private Partnership and the industrial development policy will be strengthened.

**Excellency the Second Vice-President;**

**Honorable Members of Parliament;**

**Ladies and Gentlemen, Ministers;**

**Ladies and gentlemen economic operators;**

**Ladies and gentlemen, distinguished guests, All protocol observed**

We would like to end our intervention by reiterating our congratulations to the CFCIB, which through AIB was able to organize this important activity for the promotion of the industrial sector in Burundi and in the sub-region.

I would also like to thank the Government of Burundi, which is making every effort to improve the business climate to enable the development of the private sector in general and the industrial sector in particular.

We would like to encourage CFCIB to continue organizing such events for all subsequent years. TMEA will remain close to the private sector to improve the business environment and the competitiveness of the industrial sector to the extent possible.

**Thank You.**

## **ANNEXE 8**

### **SPEECH OF HIS EXCELLENCY TO THE SECOND VICE-PRESIDENT OF THE REPUBLIC ON THE OCCASION OF THE INAUGURATION OF THE INDUSTRIAL FAIR EDITION 2018, BUJUMBURA, HOTEL CLUB OF LAKE TANGANYIKA, FROM 14 TO 16 JUNE 2018.**

**Honorable representatives of the people,**

**Excellencies Ladies and Gentlemen,**

**Excellencies Ladies and Gentlemen the Representatives of the Body**

**Diplomatic and Consular,**

**Mayor of the City of Bujumbura,**

**Ladies and Gentlemen, the Representatives of the Partners in**

**Development,**

**Mr. President of the Federal Chamber of Commerce and**

**of Burundi Industry,**

**Ladies and Gentlemen, Senior Managers of the Administration,**

**Ladies and Gentlemen, Representatives of Civil Society and**

**Private Sector,**

**Distinguished guests,**

**Ladies and Gentlemen, all protocol observed;**

It is for us a great honor and a pleasure to see you gathered around us in the grounds of the Hotel Club Lake Tanganyika on the occasion of the official launch of the "Industrial Fair Edition 2018" under the theme: "The Industry, pillar and engine of economic growth in the EAC ". We take this opportunity to wish you a pleasant time here and thank you very much for accepting the invitation sent to you. We appreciate the value you attach to the development and promotion of Burundi's industrial enterprises.



### **Honorable Members, Excellencies, Ladies and Gentlemen,**

The Industrial Fair, whose main mission is to promote the industrial sector of the sub-region in general and Burundi in particular, is the result of the combined efforts of the Association of Industrialists, Burundi (AIB), the Ministry of Commerce, Industry and Tourism, Trademark East Africa, CFCIB and the Investment Promotion Agency (API).

Given that Burundi is regaining its splendor, the Government has the major concern to see the image of the country appear to its true extent, including visibility of industrial activities and their products to various development partners in the industrial sector that creates jobs and prosperity.

At a time when major economic efforts are being asked of all our fellow citizens, this meeting is of particular importance because it testifies not only to the dynamism of our industrial enterprises and the jobs that make them live, but also to strength of our associative fabric, the wealth of local initiatives, this amazing ability of industries to create and innovate. It also gives a very concrete account of the meaning of public policies that accompany often local, sometimes family-owned businesses.

The Burundi Industrial Fair, the very first edition aims to promote and consolidate economic integration through intra-community trade. It signals the willingness of the EAC countries to strengthen their trade with a view to facilitating sub-regional economic integration and provides an appropriate framework for businesses, to share their experiences and to establish mutually beneficial partnerships.

Organizing an Industrial Fair also means that economic operators, initiators of the event, are concerned about a sustainable offer in our economies.

### **Honorable Members, Excellencies, Ladies and Gentlemen,**

The Industrial Fair will undoubtedly encourage Burundian companies, which are not yet registered, to do so and be able to leave the informal sector to work formally. Similarly, the Industrial Fair is an opportunity:

- To promote new products and interest as many consumers as possible;
- To be concerned with improving the quality of products and thinking about their diversification;
- To allow Burundian products to have export visibility;
- To encourage the growth of investment in Burundi
- To discover the true economic potential of Burundi
- To reflect together on the solutions to the challenges which undermine the industrial sector

### **Honorable Members, Excellencies, Ladies and Gentlemen,**

Before concluding my speech, I would like to invite Burundian Industries, here present, to get involved and benefit from this very important and innovative exhibition. We would like by this occasion to express the firm support of the Government of Burundi for achieving the objectives set by the organizers of the Salon/Fair.

May we express our feelings of gratitude to the organizers of the Salon/Fair who gave themselves body and soul because the Government of Burundi did not have a budget for this activity, but here, with their determination, this Salon could be organized, and you are witnessing it.

We would like here to name the Association of Industrialists of Burundi (AIB), Trademark East Africa, the Ministry of Commerce, Industry and Tourism, the Federal Chamber of Commerce and Industry of Burundi (CFCIB), the Burundian Agency for Investment Promotion (API), and the other actors who provided both material and technical support.

That all our development partners gathered here, our feelings of gratitude for their multiform support to the Burundian people. We invite them to continue to support us in our efforts to lift our population out of poverty.

We would not fail to renew our recognition to all of you who responded to the invitation by your effective participation in these activities.

It is on these words of thanks that we officially launch the activities of the Industrial Fair, Edition 2018".

**FULL SUCCESS "AT THE INDUSTRIAL FAIR"**

**THANK YOU.**

## **ANNEXE 9**

### **CLOSING SPEECH BY THE PRESIDENT OF AIB**

**Honorable guests**

**Dear participants**

**Ladies and Gentlemen**

**Dear colleagues,**

We have come to the end of this Industrial Fair after three busy days where the Industrial Enterprises of Burundi, Small Processing Units from the region of IMBO, one of the sub-regions, Banks and Insurance were able to participate in this great unprecedented event to showcase their products and services and also improve their visibility.

Speakers all recognized, for their competence, were able to develop themes during their presentations of quality and recommendations were issued, for this purpose, to the Government, the Private Sector, stakeholders in the sector and partners Technical and Financial.

This exchange of experience and ideas during these different presentations led to interesting conclusions. After, it will be up to each of us to ensure that there is a follow-up of our recommendations arising from the various debates.

If these 3 days of the Industrial Fair were held, it is thanks to the essential support of the Government of Burundi, TRADEMARK EAST AFRICA, the API, the CFCIB and the members of the AIB.

However, it is important to recognize that the AIB still has many goals to achieve. This is why I call for more support from our supervisory authorities and our various partners. In the same way, it is essential that all the members or not of our association are still interested more in strengthening the business relations between them and with those of the sub-region.

I therefore hope that we will be able to strengthen the Public-Private Partnership at the level of the industrial sector on one hand, and on the other hand, develop and strengthen Business relationships (B2B) between professionals in the industrial sector of the sub-region and that our collaborations are almost daily.

Dear guests, Ladies and Gentlemen, on behalf of the AIB, on your behalf and in my personal name, I would like to express my gratitude to all those who made this Industrial Fair possible.

**Together, let's work for a prosperous industry**

**Thank you**

## **ANNEXE 10**

### **LIST OF COMPANIES THAT RECEIVED A CERTIFICATE OF HONOR**

- |                                 |  |
|---------------------------------|--|
| 1. Savoror                      | 21. Socar  |
| 2. Rudipaints                   | 22. Rugo Akayiranze  |
| 3. Azam                         | 23. Shamba Kahawa  |
| 4. Bumac                        | 24. Egic Niv   |
| 5. Dutezanyimbere               | 25. Tllinno  |
| 6. TMEA                         | 26. Ecobank  |
| 7. Imprimerie Hope Design       | 27. Olivier Simbizi  |
| 8. Akezamutima                  | 28. Ministère du Commerce, de<br>l'Industriel et du Tourisme |
| 9. Afritextile                  | 29. Burundi Echo   |
| 10. Arfic                       | 30. API  |
| 11. Cooperative                 | 31. Radio CCIB FM+   |
| 12. Buceco                      | 32. Bancobu  |
| 13. Wood Perfect                | 33. BCB  |
| 14. Spark                       | 34. Adisco   |
| 15. Basta Food Company          | 35. Brarudi  |
| 16. Chalk chain entreprise      | 36. Impact Hub Bujumbura                                     |
| 17. Ubucom                      | 37. Cogерco  |
| 18. Musumba Steel               | 38. BNDE   |
| 19. Hotel Club du Lac Tanganika | 39. CFCIB  |
| 20. OBR                         |  |

# LISTE DES ENTREPRISES MEMBRES DE L'AIB

SECTEUR AGRO ALIMENTAIRE (AGRO-INDUSTRIES)	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
AKEZAMUTIMA	Jus de fruits
BRARUDI	Bières, Limonades
BTC	Cigarettes
BURUNDI BREWERY S,A	Bière /Eau Minérale
BUMAC	Transformation Agro Alimentaire (Riz)
BAKHRESA GRAIN MILLING ( BURUNDI)	Farine de blé
CEREALIS Sprl	transformation des céréales
KINJU	Eau Minérale
HOUSE OF AFRICAN TEA LTD	Thé
LIQUIDS	Eau Minérale/Limonade
MUGONGO WATER INDUSTRIES	Boissons non alcoolisées/Eau Minérale
TANGA BURUNDI	Eau Minérale
COGERCO	Coton
FARISANA	Farine de Blé
MINOLACS	Farine de Blé
SODECO	Café
LAITERIE NTAZIMBA	Lait
SOSUMO	Sucre
SECTEUR INDUSTRIES CHIMIQUES (CHEMICAL INDUSTRIES)	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
AKSHAR KRUPA S.A	fabrication et recyclage des produits en plastique
BUJUMBURA POLYTHENE	Badges en Plastic
EXIM	Matelas
SAVONOR	Savon, Huile de palme
RUDI PAINTS	Peinture, savons, lotions
AFRITAN	Cuir et Produits en cuir
COMFORT FOAM LTD	Matelas
SECTEUR TEXTILE ET HABILLEMENT (TEXTILE and CLOTHING INDUSTRIES)	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
AFRITEXTILE	Textiles
SECTEUR PHARMACEUTIQUE/ PARAPHARMACEUTIQUE (PHARMACEUTICAL and PARAPHARMACEUTICAL INDUSTRIES)	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
UPC	Serviettes Hygiéniques
SECTEUR INDUSTRIES DU PAPIER&IMPRIMERIES (PAPER and PRINTING INDUSTRIES)	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
HOPE DESIGN	Imprimés / Journaux
BETA GRAPHICS	papeterie, journaux
IMOBU	Imprimés
IMPRILAC	Imprimés
MEX	Imprimés
MISTER MINUTE SERVICES	Imprimés
RPP	manuels scolaires, bulletins scolaires
IMPRIMERIE HIGH TECH "SPRL"	Imprimés
A1 TECHNOLOGY	Imprimés
SECTEUR INDUSTRIES DU BOIS (WOOD and WOODEN INDUSTRIES)	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
GTS	Mobiliers
WOOD PERFECT	Poteaux en bois
ALPHA CD TECHNOLOGIE	Mobiliers

SECTEUR INDUSTRIES METALLIQUES (METALLIC INDUSTRIES)	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
<b>IRON&amp;STEEL BURUNDI</b>	Casseroles et Toles
SECTEUR MATERIAUX DE CONSTRUCTION (BUILDING INDUSTRIES)	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
<b>BUCECO</b>	Ciment
<b>UTEMA</b>	Tubes metalliques
AUTRES INDUSTRIES (OTHER INDUSTRIES)	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
<b>INTERNATIONAL ENTREPRISES BUSINESS COMPANY</b>	Papier Hygiénique
<b>QUAIMI FRERES</b>	Papier Hygiénique
<b>HAIDERY STORES</b>	Bougies
<b>CHALK CHAIN ENTERPRISE</b>	Craies
MEMBRES D'HONNEUR	
NOM DE L'ENTREPRISE (Name of Enterprise)	PRODUITS FABRIQUES (Products made)
<b>CABINET D'AVOCATS</b> (spécialisé en droit des Affaires)	Conseil et assistance

# INDUSTRIAL FAIR IN IMAGE



Arrival of the 2<sup>nd</sup> Vice-President of the Republic Burundi



Honor to the national anthem



Welcome remarks of the Mayor of the city of Bujumbura



Speech of the 2<sup>nd</sup> Vice-President of the Republic Burundi



Speech of the President of AIB



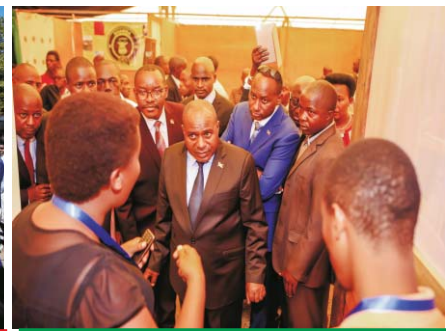
Speech of the Minister of Commerce



Partial view of Officials



Family picture of the participants



Visit of the stands



Visit of the stands



Opening cocktail



Opening cocktail



Interviews with the press



Interviews with the press



Lunch break



Panelist presenting a theme



Panelist presenting a theme



Panelists answering questions from participants



Business Diner



Cultural animation group



Meeting B2B



The President of AIB with his guests during the business diner



Cultural animation group



Meeting B2B



Cultural animation group



Master of ceremonies at the 3<sup>rd</sup> day of Industrial Fair



Delivery of certificates to participants in Industrial Fair



Delivery of certificates to participants in Industrial Fair



Delivery of certificates to participants in Industrial Fair



Family picture of participants with the certificates of participation



Outside of the place that hosted Industrial Fair



Hostesses responsible for the registration of the participants



Signature in the AIB's guestbook



Signature in the AIB's guestbook



Signature in the AIB's guestbook



Signature in the AIB's guestbook





# Association des Industriels du Burundi

*Industrie, pilier du développement*

The Association of Industrialists of Burundi appreciates in a particular way the official partners for having contributed to the success of the industrial fair, edition 2018.



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