



REPUBLIC OF NAMIBIA

**STATEMENT BY
HON. TJEKERO TWEYA
DEPUTY MINISTER OF TRADE AND INDUSTRY
ON THE OCCASION OF
PROMOTION CONFERENCE OF THE 112TH SESSION OF
THE CHINA IMPORT AND EXPORT FAIR (CANTON FAIR)**

COUNTRY CLUB HOTEL, WINDHOEK

29 JUNE 2012

Hon. Zhong Shan, Vice Minister of Commerce of The People's Republic of China

His Excellency Wei Ruixing, Ambassador of the People's Republic of China to Namibia

Mr. Wang Zhiping, Director General of China Foreign Trade Centre

Respected Invited Delegate from The People's Republic of China

Captain of Industries

Namibian Business People

Ladies and Gentlemen

Members of the media and

Director of Ceremonies

“ It is my distinct honour and privilege to address you at this important event, to mark the 112th Session of China Import and Export (Canton Fair) Promotional Conference.

“ I wish to congratulate the Embassy of the People's Republic of China for organizing this important event, whose main objectives, amongst others, are to promote the 112th session of China Import and Export Fair (Canton Fair) as well as to develop and promote trade and economic cooperation between our two countries. Namibia will

continue to engage and support the initiatives that aim to strengthen our economic cooperation between our countries.

“ The theme for this 112th Session of China Import and Export Fair (Canton Fair) is Win-win Cooperation, Boundless Opportunities.

“ I am pleased to note that the theme of this year's fair clearly demonstrate that China remains committed to developing and promoting trade and relations between our countries that are geared toward mutual benefits to all parties involved. Namibia will continue to support this engagement to benefit its people and our Chinese partner.

Director of Ceremonies, Ladies and Gentleman;

“ Trade Fairs are very important events that bring producers and suppliers of goods and services and potential customers together, and provide the necessary exposure and opportunities for business linkages and sales. Therefore, participation of Namibian companies at the 112th Canton Fair is extremely important. In fact, this year's Canton Fair is one of the events that we have chosen to participate in during the current financial year.

- “ The Ministry of Trade and Industry is spearheading the maintenance and negotiation of agreement on preferential market access for goods and services produced in Namibia under various bilateral, regional and multilateral agreements; hence, Namibia’s participation at this international event will create necessary platform for our companies to source production machineries and materials as well as to show-case their products to the Chinese market.

- “ In addition; we have an Agreement on Trade and Economic Cooperation between the government of the Republic of Namibia and the government of the People’s Republic of China, therefore, the visits by the Chinese delegation to promote the Canton Fair will enhance trade activities between the two countries. In addition Namibia will continue to engage our Chinese counterpart to realize these trade relations whereby Namibia can also increase her imports into the Chinese market. This will result in a win-win situation for both nations if Namibia can also have a share of the Chinese market.

Director of Ceremonies, Ladies and Gentlemen;

- “ Although the current global financial crisis has not spared any nation, trade relation between Namibia and China still remain strong though there has been a slight decrease in the overall export and import of commodities that the two nation trade with each other. Currently

Namibia mainly exports raw mineral commodities to China and imports production machineries, electronic products and construction goods amongst other things. To be exact, Namibia major exports to China in the year 2011 includes uranium, unrefined copper and zinc, recording Namibian Dollars 270, 8 million, 255, 4 million and 84, 9 million respectively. On the other hand, major imports from China in the same year included helicopters, telephones for cellular networks and cartridges and parts thereof amounting to 314, 1 millions, 35, 1 million and 34, 8 million Namibian Dollars respectively.

- “ To the local business community of Namibia, I urge you to engage the Chinese counterparts to network and discuss joint ventures in manufacturing to add value to the raw materials that we have been exporting. We can tap in the Chinese expertise to help local Namibians to acquire skills through our economic cooperation. This will help boost the Namibian economy and accelerate job creation in our society.

- “ To our Chinese partners, I also urge you to create a manufacturing base for any industry you have chosen to venture in so that Namibia can realize her desire to industrialize her economy. By doing so both nations can realize win-win cooperation that provides benefits to our people. These can be achieved by focusing on ministerial engagement between our Ministry of Trade and Industry and your Ministry of Commerce. For example, Namibia is having a program of

supporting Small and Medium Enterprises (SMEs) to acquire productive equipment, which can be acquired cost effectively if our governments enter into special agreements.

“ I encourage the Namibian companies to venture into the Chinese market with their products. China having a population of 1, 3 billion, it could be a lucrative market for Namibian products. Do not confine yourselves to the local market. Continue developing skills and adding value to your products in order to have a competitive edge.

“ I recognize your perseverance, your business acumen, focus, willingness, your determination to make it, no matter how many doors were slashed and harshly closed in your face. The time has come now to make use of this opportunity to turn things around in your favor.

I thank you!