

## **SWEDISH TRADE DELEGATION TO MOZAMBIQUE**

**11-14th of October, 2010**

The Swedish Trade Council together with the Swedish Embassy in Mozambique invites you to participate in an official Trade Delegation to Mozambique 11-14th of October 2010.

The interest for Mozambique in general and in particular from Swedish companies has recently increased significantly. The main strengths of Mozambique lie in the country's vast natural resources together with the country's excellent geographical location and the government's efforts to improve the business climate for foreign investments. The government's goal is for Mozambique to become the leading country in the SADC region when it comes to attracting foreign direct investments. In order to reach this goal, the government has pledged large investments in the country's infrastructure during the next few years.

The purpose of this Trade Delegation is to increase trade and strengthen business by identifying new projects, investment opportunities and local business partners for Swedish companies. The Trade Delegation will provide Swedish companies with the opportunity to meet with several key government officials, decision-makers, and representatives within certain sectors.

We value your input, and will do our utmost to accommodate your individual requests and preferences when finalizing the program. We look forward to your early response.  
Last day for registration is the 1<sup>st</sup> of October 2010.

Please find the preliminary program and the registration form below.

Best Regards,

Jan Kettner

Trade Commissioner  
Swedish Trade Council  
Southern Africa

**Preliminary programme for Monday 11/10**

- 06:25- Departure: Johannesburg (South African Airlines)
- 07:35- Arrival: Maputo (South African Airlines)
- 08:30-10:30 Breakfast
- 10:45-11:30 Welcome to Mozambique  
Presentation by Torvald Åkesson, Swedish Ambassador in Mozambique
- 11:45-12:45 Mozambique a leading country within the SADC region  
Visit to the Ministry of Trade (Trade Minister Mr. António Fernando and Ms Cerina Mussa).
- 13:00-14:00 Lunch
- 14:10-14:30 Press conference  
Possibility for local media to meet Swedish companies
- 14:45-18:00 Field trip to project Mozal
- 18:00-18:30 Transportation back to hotel
- 19:30-22:00 Welcome Dinner at the Swedish Embassy residence:  
Hosted by the Swedish ambassador Mr. Torvald Åkesson

**Preliminary programme for Tuesday 12/10**

- 07:00-08:00 Breakfast
- 08:30-09:15 Doing business in Mozambique  
Presentation by Mr. Per Carlstedt from EcoEnergia
- 09:30-10:30 Mozambique's financial development  
Presentation by Mr. Magid Osman (Epsilon Lda), Mr. Antonio Branco (Tecnel Lda)
- 10:30-10:45 Coffee break
- 11:00-12:15 Time for Business  
Presentation by the Investment Promotion Centre (CPI) and Confederação das Associações Económicas of Mozambique (CTA) (IPEX)
- 12:15-13:30 Lunch
- 13:45-14:45 What can Sweden offer Mozambique?  
Company presentation by each of the Swedish delegates to invited local private/public companies

- 14:45-15:00 Coffee break
- 15:15-16:00 What can Mozambique offer the world?  
Local companies are given the possibility to present their companies to the delegates
- 16:00-17:00 Networking session between Swedish delegates and local private/state companies
- 17:15-17:30 Transportation back to hotel
- 19:30-21:30 Dinner  
Restaurant Zambia

**Preliminary programme for Wednesday 13/10**

- 07:00-08:00 Breakfast
- 08:30-09:30 Summary of the Trade delegation to Mozambique 2010
- 10:00-17:00 Matchmaking  
Participants are given the opportunity to book individual meetings with high level decision makers and local companies relevant for their specific sectors;  
Participating companies are invited to submit proposals to the STC on the types of companies they would like to meet during the delegation.
- 19:30-21:30 Cocktail.  
Delegates have the possibility to invite local companies
- 21:30-00:00 Possibility to have a late dinner hotel

**Preliminary programme for Thursday 14/10**

- 06:30-09:00 Breakfast
- 09:00-09:30 Check-out from hotel
- 07:15-07:30 Airport transfer: check-in for flight Linhas Aereas de Mocambique, (LAM)
- 09:00 Departure: Maputo, LAM
- 10:15-10:30 Airport transfer: check in South African Airlines (SA)
- 11:50 Departure: Maputo, SA

## MOZAMBIQUE TRADE DELEGATION

**Time:** 11-14<sup>th</sup> October 2010

**Place:** Maputo, Mozambique

**Participation fee:** SEK 20,000 per participant and SEK 15,000 for any additional participants from the same company. This includes participation in the delegation programme including transports within Maputo and all meals as stated in the programme. The cost for flights and hotel accommodation as well, as meals outside of the programme, are not included in the delegation fee.

**RSVP by:** 1<sup>st</sup> of October 2010

**This registration will be considered binding once received by the STC**

**I/we register to participate in the Swedish Trade Delegation to Mozambique 11-14th October, 2010.**

Company \_\_\_\_\_

Address \_\_\_\_\_

Postal code \_\_\_\_\_ City \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Name \_\_\_\_\_

Position \_\_\_\_\_

E-mail \_\_\_\_\_

Name \_\_\_\_\_

Position \_\_\_\_\_

E-mail \_\_\_\_\_

During the Trade delegation you will get the opportunity to meet local companies, below you can fill in if you have any specific company you would like to meet or if you are interested in a specific sector:

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**Please fax the registration form to: +244 222 443 460**

If you have any questions regarding this event, please do not hesitate to contact: We will try to meet your requests when finalizing the programme and will therefore appreciate your input.

Patrick Andersson on Tel: +244 222 444 711 or e-mail: [patrick.andersson@swedishtrade.se](mailto:patrick.andersson@swedishtrade.se)

## **General Conditions for Participation in Joint Export Activities (Exhibitions, delegation travels, etc), 1 October 2002**

### **1. General**

The Swedish Trade Council (hereinafter referred to as STC) undertakes to carry out the export activity described in the invitation on condition that the necessary number of companies signs up by giving binding notice of participation and no obstacles or difficulties of the kind specified in section 5 exist in regard to the performance of the activity.

### **2. Participation fee**

Companies taking part in the activity undertake to cooperate in order to achieve its aim and facilitate its performance and also to pay the fee specified in the invitation. Participation in the activity may not be made available or assigned to a third party without the prior written consent of STC.

Unless otherwise expressly stated, all prices are exclusive of VAT.

The participation fee shall be paid in advance.

If the price has been specified in SEK and STC has to pay certain costs in local currency, the price shall at the time of payment be adjusted if the exchange rate has changed by more than 5% between the date of the invitation and the date of invoicing.

In the event of fewer companies signing up for the activity than required in the invitation, the participating companies undertake to pay an increase not exceeding 10% of the participation fee.

The term of payment is twenty days from the invoice date. In the event of late payment, penalty interest is payable at the current Swedish reference rate ("referensränta") plus eight (8) percentage points. Any costs for collection or other measures to obtain payment will be charged to the company.

### **3. STC's undertakings**

STC's undertakings are limited to what is stated in the invitation and the present conditions. Payments for services that STC has undertaken to perform by written agreement, over and above what is included in the activity, shall be made as they fall due after invoicing.

STC is entitled to depart from the method specified in the invitation of performing the activity if its performance requires this.

### **4. Cancellation etc**

A company which is bound by having given notice but which subsequently wishes to abandon or reduce its participation in the activity shall pay a participation fee minus any reduction in STC's outlays arising thereby, subject to a minimum of 25% of the participation fee.

### **5. Force majeure etc**

STC may cancel the activity or postpone carrying it out for a reasonable period if any obstacle to or unreasonable increase in the cost of carrying it out arises or if carrying it out would jeopardize the safety of persons or property affected by the activity, due to an event or circumstance outside STC's reasonable control (force majeure). Such events or circumstances include acts of violence or a risk of acts of violence of all kinds (including war, hostilities, acts of sabotage etc.), natural phenomena (earthquakes, hurricanes, floods etc.), sudden events which cause injury or damage (fires, explosions etc.), labour conflicts (strike, lockout, blockade, working to rule etc.), events and interventions of an official nature (changes in the law, new legislation, a change in the exchange rate), and other unforeseen events or unforeseen consequences of foreseeable events such as lack of transport, a shortage of skilled workers, power cuts etc.

STC shall inform the participating companies in an appropriate manner as soon as possible after force majeure is deemed to exist.

In addition to what is stated in the first paragraph of this section, the effect of invoking force majeure is that STC will be absolved from economic consequences, including damages for delay in carrying out the activity or for the activity not being carried out at all or not being carried out as agreed.

Participating companies may – if the activity is postponed – cancel their future participation, in which connection the relevant parts of section 4 shall apply.

**6. Disputes etc**

Any dispute, controversy or claim arising out of or in connection with this agreement, or the breach, termination or invalidity thereof, shall be finally settled by arbitration in accordance with the Rules for Expedited Arbitrations of the Arbitration Institute of the Stockholm Chamber of Commerce. This agreement shall be governed by the substantive law of Sweden.