



RESURGENCE
THROUGH
PEACE &
UNITY

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VISION

“We, the apex body of chambers and associations of commerce and industry, champion the promotion of business excellence in Sri Lanka”

MISSION

“We make Sri Lankan businesses competitive locally and globally, providing comprehensive and innovative business support services in a socially and environmentally responsible manner, while adding optimal value to stakeholders”

FCCISL is the rallying point for free enterprises in Sri Lanka. We have empowered Sri Lankan businesses in the changing times, to enhance their competitiveness and their national and global reach.

With a nationwide membership of 50 chambers of commerce and business associations, FCCISL espouses the shared vision of Sri Lankan businesses and speaks directly and indirectly to over 12,500 business units. We have an expanding membership of enterprises drawn from the large, medium, small and micro segments of manufacturing, trade and services.

Set up in 1973, FCCISL pioneered the establishment of regional chambers of commerce in Sri Lanka, establishing 20 of the 29 such chambers functioning today. It is the largest and most representative apex chamber body in the country.

As an umbrella organization of the private sector, FCCISL has been playing a key role in promoting business and industry in the country by providing its members with a wide spectrum of services ranging from advisory, lobbying, consultative and promotional services to information sharing.

FCCISL's commitment, drive and mission continue, always pursuing a new agenda in the ever-changing economic landscape of Sri Lanka.





OUR OBJECTIVES

FCCISL is guided by the following key objectives that have undoubtedly contributed to the success it has achieved thus far. What's more, the organization has made a conscious effort to review these objectives at regular intervals and take appropriate action where necessary, so that it can sustain the momentum and growth it has brought to the business and industry sectors of this country.

- Promote the interests of its federated units, both trade & industrial associations and chamber bodies
- Aid, stimulate and play a catalytic role in the business and industrial development of the country
- Protect, encourage and safeguard the cause of the private sector through effective participation in the process of consultation and interaction with the government, ministerial consultative committees and other inter-related bodies or agencies
- Provide advisory services to the government, lobby and participate in the formulation and execution of business and industry related policies, acts and programmes
- Assist in the creation of an organized sector in Sri Lanka through a network of chambers of commerce and industry and commodity/sectoral associations
- Provide up-to-date information services to the businesses and government and the community at large
- Foster cooperation with related national and foreign organizations

The FCCISL has, over the years, earned a reputation as a responsible organization that plays a genuine and progressive role to uplift the business and industry sectors of the country.



OUR SERVICES

- Small and Medium Enterprise Development
- Regional Chamber Development
- Economic Affairs and Policy Support
- Industrial Relations
- International Affairs
- Human Resources Development
- Training and Consultancy
- Membership Services
- Foreign Trade and Export Promotion
- Networking and Event Management
- Project Management Services

OUR CORE COMPETENCIES

- Wide experience and expertise in diverse fields
- Quality service provider
- Continuous government-industry interface for evolving a shared vision on economic matters
- Rallying point for business diplomacy for promoting regional and international trade and investment
- Highly trained, experienced and accomplished, multi-disciplinary, multi-lingual intellectual capital at our Secretariat
- State-of-the-art office infrastructure for conferences, board meetings and business promotions
- Professional approach for evolving quick solutions to economic and industrial issues
- Institutionalized services in quality assurance, energy auditing, sustainable and environmental issues, human resources, industrial relations and small and medium enterprise development
- Widest outreach in the private sector with 29 district and provincial based chambers of commerce
- One-stop-shop for promotion of small and medium enterprises
- A longstanding track record of formulating and implementing donor supported business and economic development programmes
- Reliable and competent partner in public-private partnership





MESSAGE FROM THE PRESIDENT

Dear Members,

Following the defeat of terrorism at the banks of Nandi Kadal, Sri Lanka stands at the cusp of a momentous new era. Peace has returned after three long decades, and with it a renewed sense of purpose. There is optimism everywhere. The opportunities for the growth of business are immense. We live in a land of great potential, and the FCCISL – as the apex body representing the chambers of trade and commerce – has an important role to play.

The accelerated economic development now underway brings with it a promise of prosperity. We must ensure that

its full potential is harnessed. This is not an easy task, but our organization, with its scope and reach, can do much to overcome the challenges.

Given the country's recent economic performance, there is good reason to be hopeful. Despite the financial, fuel and food crises around the world, which turned into a full-blown economic recession, our economy demonstrated its resilience by recording a 3.5% growth in 2009. Even more remarkably, it achieved a growth of 6.2% in the final quarter of the year. This, in my opinion, is the beginning of a new era of economic prosperity.

Other indications are also promising. Inflation was

brought down to 3.4%, and the exchange rates were maintained at relatively stable levels. The benchmark interest rate saw a sharp decrease to 7.5%. Foreign exchange remittances by our expatriate community grew to US\$ 3.3 billion, while timely government interventions in the financial and fiscal markets had a positive impact at the macro-economic level.

As expected, the country's tourism industry received a great boost with the defeat of terrorism. It grew by 49% during the year, compared to an average of just 14% in the Asia-Pacific region.

Meanwhile, the infrastructural base for an economic takeoff is being laid. This is evident in the



large-scale investment in ports, airports, highway networks, power, railways, irrigation and water supply. It has created an environment conducive to attract both foreign and domestic investment. Also, the proposed reforms in the spheres of education, health and social safety will, hopefully, lead to significant strides in the progress and well-being of our people.

There are other encouraging developments. Among these is the decision of the International Monetary Fund (IMF) to help place the country's macro-economic fundamentals on a sound footing by granting BOP support of US\$ 2.6 billion under a stand-by arrangement facility.

We hope that the government will, as a matter of priority, initiate reforms in certain important areas. These include the higher education system, the rigid and complex labour laws, the public service, the tax system and the investment regime. Assistance to the Small & Medium Enterprises (SMEs) is also necessary. Other areas that need greater emphasis are vocational training, agriculture and agro-processing.

Sri Lanka is fortunate in possessing the natural resources and human capital necessary for progress. In fact, I believe that if the proper government policy framework is in place, we can achieve an economic growth of 8-10%.

As I stated earlier, the Federation has an important role to play. With 50 chambers of trade & industry and business associations affiliated with us, and over 12,500 member businesses, we can do more than

any other organization in the private sector. Today, we are present in every region via this extensive network, and so can harness its strengths to spur the economy forward.

We launched a number of important initiatives in 2009. The most ambitious among these is the Chamber-Network Engagement in Economic Rehabilitation (CHEER) project. This Rs.266 million project, which focuses on rehabilitation efforts in the North and East, is funded by the European Union. Our main partner in this initiative is the reputed INGO, Oxfam GB.

During the year, we also partnered with Oxfam GB on another humanitarian project. It entails us working together to reduce the vulnerability of civilians affected by the conflict. We will collaborate to reduce the risk of disease and improve the unsanitary conditions in the camps for internally displaced persons.

Training continued to be an important aspect of the Federation's activities. Our Chamber Academies upgraded the skills of entrepreneurs, employees and job-seekers in various regions. They conducted a range of certificate and diploma courses that covered essential theoretical and practical knowledge.

Meanwhile, the Handwerk Centres – which we run in collaboration with the National Construction Association of Sri Lanka and Handwerkskammer Koblenz, Germany – were restructured as profit making entities. We also increased the intake of trainees to

these centres, which have played a notable role in skills development. They have trained many individuals in construction industry-related fields such as masonry, building painting, carpentry, welding, electrical wiring and air-conditioning. Those who successfully completed their training have received locally and internationally recognized certificates. It is imperative that we enhance the expertise of our workers, so that they receive a higher pay here and abroad.

In 2009, the Federation organized the Sri Lankan Entrepreneur of the Year event for the 14th consecutive year. This event, which was designed to recognize, reward and motivate the country's entrepreneurs, was a great success. Aimed at promoting innovative entrepreneurship and good business practices, the Sri Lankan Entrepreneur of the Year Award is the most prestigious honour bestowed for entrepreneurship in the country.

I believe that this awards scheme has done much to encourage our home-grown entrepreneurs. Some of them have transformed their businesses into textbook examples of success stories. They have been able to showcase their products internationally, and have become world-class players.

We also continued to focus on the Small and Medium Enterprises (SMEs). We have for many years emphasized that the SME sector is the backbone of the national economy. Many SMEs have today become prominent players in business largely due to the advice and



support extended by our Small and Medium Enterprise Development (SMED) division.

Our Regional Chambers Sri Lanka (RCSL) program will certainly go a long way in empowering the SMEs. It aims to create a sustainable regional chamber movement that can cater to the changing needs of the private sector, particularly the numerous SMEs in the outstations. Key areas of the program are the development of organizational capacities and professional competencies, lobbying and policy advocacy, service development, income generation and peace building.

It is pertinent to mention here that there is an imbalance between the development taking place in the Western Province and the other regions. This situation needs to be remedied if we are to avoid social instability. We must never again be confronted with the spectre of another youth uprising. The private sector needs to engage with the state authorities as well as international organizations and donors to ensure that development takes place more evenly in all areas. Multilateral institutions such as the International Monetary Fund (IMF) and the Asian Development Bank (ADB) can also play an important role.

Meanwhile, the Federation continues to follow a dynamic approach on international trade affairs. We have extensive international connections, and have used them for the benefit of local businesses. Among our activities in this sphere are the facilitation of trade delegations and missions, trade promotion

and the signing of MoUs with foreign chambers.

I must also mention our internal restructuring program, which commenced in August this year. I truly believe it will transform the Federation into a more vibrant, efficient and cost-effective organization. Our aim is to make all units self-sustaining and income-generating, rather than relying on donor funds.

Since the Federation was established 37 years ago, it has accumulated much experience in all aspects of commerce and industry. If we take into account the collective knowledge and expertise of our member chambers as well, then this experience would be immense. Furthermore, we have always been in touch with the ground realities.

It is by acting as a forum for the expression of diverse views that we have been able to make informed decisions. This is why the government always considers our opinions seriously when formulating policy. In fact, our recommendations are often incorporated into the budget. Over the years, we have built a strong rapport with influential government officials in important institutions, including the Central Bank and the Treasury. Our Key Person's Forum – which was initiated to maintain a dialogue with senior decision makers – has proved very useful in this regard.

Looking ahead, I believe the Federation has to play a greater role in the development of market-oriented agricultural practices. This must be done

with the objective of empowering the farmer as an entrepreneur in his own right. Such an initiative will ensure that consumers get a better product at a better price.

I also believe we must take a more proactive approach in rebuilding the lives shattered during the long drawn-out war. Our partnership with Oxfam GB to help the people of the North and East has proved very promising, but more needs to be done. Ideally, our future efforts in these areas should focus on large-scale vocational training projects. This will enable the war-affected people, including the ex-LTTE combatants, to find sustainable employment and contribute to society as part of the new Sri Lanka. Such projects are imperative to build ethnic harmony and achieve a lasting peace.

We must also create a greater rapport between the business communities of the North and South, thereby facilitating trade links. This will not be a difficult task, for commerce speaks a common language and breaks through cultural barriers. In conclusion, I must state that the Federation will continue to remain a dynamic organization. With our professional approach, we will expand our scope, reach and influence to steer the growth of business. We will harness the inherent strengths and potential of our country.

I wish to thank the Board of Directors, the Executive Council and staff of the Federation for all the support extended to me. I must also acknowledge the contribution of our donors, whose assistance enabled us to implement our projects so successfully.



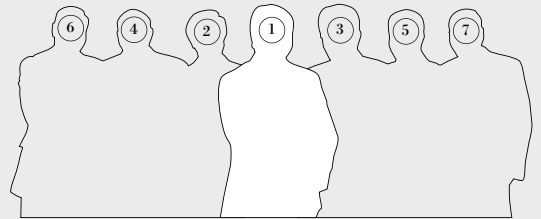
BOARD OF DIRECTORS



BOARD OF DIRECTORS



1. **Kosala Wickramanayake**
2. **Tissa Jayaweera**
3. **Nawaz Rajabdeen**
4. **Ajith Wattuhewa**
5. **S T S Arulanathan**
6. **Kumar Mallimaratchi**
7. **Nimal Perera**



Kosala Wickramanayake *President*

Kosala Wickramanayake was elected as the 15th President of the Federation on 15th September 2008 and has served in the Executive Council of the Federation since 1995. Kosala is a graduate of Economics and Business Management from the USA. He was a Past President of the American Alumni Association. He has thirty six years experience in the chamber movement since he joined the Chamber of Small Industries in 1974 and became the President in 1996. He is the Present Chairman of SMED and CEO of Kosala Enterprises (Pvt) Ltd, and

a Director of Sterling Jersey Ltd, Airport and Aviation Authority, Lanka Puthra Development Bank, Sri Lanka Standards Institution and the Sri Lanka Convention Bureau.

Tissa Jayaweera *Senior Vice President*

Tissa Jayaweera, a member of the Council since 1996 was elected the Senior Vice President and appointed to the Board in October 2008. Tissa is currently the Chairman / CEO, Chairman, Director, Vice President, Adviser of many National and Multinational companies. He was the former Chairman / Managing Director,

Lanka Ceramic Ltd, Noritake Lanka Porcelain (Pvt) Ltd, Lanka Walltile Ltd, Lanka Tile Ltd, Lanka Refractories Ltd, ITMIN Ltd, Director / alternate Chairman of the Board JAIC Lanka (Pvt) Ltd and represented as alternate Director in many other companies. He has over 36 years management experience. Tissa is the Present Chairman of the International Chamber of Commerce Sri Lanka, President of the Sri Lanka Bangladesh Business Council, Board Member of SMED and past President of Numerous International Organizations represented in Sri Lanka.





Kumar Mallimaratchi MIH
Vice President

Kumar Mallimaratchi was elected as the Vice President of the Federation of Chambers of Commerce and Industry of Sri Lanka and appointed to the Board in October 2008. He is a graduate in Hotel Management from the International School of Tourism in Italy, a life member of the Cornell Hotel Society USA and a member of the Institute of Hospitality (United Kingdom). He was the former President of the Tourist Hotels Association of Sri Lanka, and the Chairman of the Ceylon Hotels Corporation, Associated Hotels and United Hotels Company. He is the present Chairman of Tourism Training Centre, Managing Director of Associated Hotels Company and Leisure Solutions Plus Company. He is also a Board Member of SMED and member of Statutory Accounting Standards Committee of the Institute of Chartered Accountants of Sri Lanka.

Nawaz Rajabdeen
Immediate Past President

Nawaz Rajabdeen is the Immediate Past President of the FCCISL. He served as the President for 3 years from 2005 to 2008. He is the Chairman / Managing Director of Rajabdeen Group of Companies. He joined the National Chamber

of Commerce and Industry of Sri Lanka (NCCISL) in the early 1980s and was the Senior Vice President of the Chamber in 1990. He is on several boards of the trade chambers with over 25 years of experience in the industry. He is the Vice President of the Chamber of Construction Industry of Sri Lanka and the Vice President of the Confederation of SAARC Apex Body in Sri Lanka. He is also the National Director of UNIDO and Member of the FCCISL and SMED Boards.

He is the Director of the Export Development Board (EDB) under the Ministry of Export Development, International Trade and Commerce and Director of the Insurance Board of Sri Lanka (IBSL).

S T S Arulananthan J.P.
Director

S T S Arulananthan was appointed to the Board in 2008 and has been a senior member of the Council of the Federation for over 16 years since 1993. He started his professional carrier at Leela Group of Company in 1961 and is presently the Chairman of Leela Associates (Pvt) Ltd, Ramson Hardware Group of Companies and Greenlands Hotel (Pvt) Ltd. He has over 48 years of management experience in hardware, hotels and the social services sectors. Arulananthan is the President of the Kataragama Pilgrims Thondar Society, Lanka Buddhist Hindu Friendship Association and Ceylon Hardware Merchants' Association. He is the Deputy Chairman/ Trustee of Colombo Hindu College Development Trust and Trustee of Vishva Hindu Parishad of New Delhi and is on the Board of Governors of Sri Lanka National Arbitration Centre.

Ajith Wattuhewa
Director

Ajith Wattuhewa was appointed to the Board in 2008. He is the Chairman / Managing Director of Central Pre Cured Retreads (Pvt) Ltd and Asian International Promoters (Pvt) Ltd. Ajith holds a National Diploma in Technology in Polymer Technology with specialization in tyre retreading and fibre glass boat building from the University of Moratuwa. With experience in chamber activities over 14 years, Ajith initiated the formation of Kalutara and Gampaha District chambers and the provincial chamber in Uva. He was the Founder Chairman of the Chamber of Commerce and Industry of Uva Province in 1996 and presently is the Immediate Past Chairman of the Chamber.

Nimal Perera
Director

Nimal Perera was appointed a Director to the Federation Board in 2008. Nimal, a textile industrialist is the Managing Director of NTS Interlining (Pvt) Ltd and the Chairman/Managing Director of Nids Fabric (Pvt) Ltd. Nimal was the former Director/CEO of Kuruwita Textile Mills PLC, a subsidiary of the Brandix Group. He has held Past Chairmanship of the Ceylon National Chamber of Industries (CNCI) and Joint Business Forum (JBIZ). He is on the Board of Sri Lanka National Arbitration Centre and IND-EXPO Certification (Pvt) Ltd. He is the Vice President of Japan Sri Lanka Technical and Cultural Association (JASTECA).





GOVERNANCE – FCCISL Board, Council and Secretariat

The governance of the Federation today is based on a three-tiered structure. This was the resultant to the constitutional changes introduced with effect from September 2008.

At the pinnacle of this structure is the Board of Directors headed by the President, the Senior Vice President, the Vice President, the Immediate Past President and three persons appointed by the Executive Council to represent National Chambers, Regional Chambers, Associations and Institutions.

The second or the representative tier is the Executive Council which constitutionally provides for one representative and one alternate from each Institutional member of the Federation to be represented on it.

The third tier relates to the administration of the affairs and the Secretariat of the Federation headed by a Secretary General. He is responsible for the conduct of the business of the Federation under the directions of the Board of Directors.

The synthesis of the three principal components of governance of the Federation was intended to bring about more effective controls in the affairs of the body and its widely dispersed functional areas.

It is needless to stress that these structural changes have strengthened and added greater accountability to the Federation.

The Federation of Chambers of Commerce and Industry of Sri Lanka stands clearly above related bodies in this country in

terms of its size, strength and diversity of services. Its status rests on its extensive service base, its professionalism and its acknowledged contribution towards the progress of the private enterprise system of this nation. In a crux, it is not only a committed driver of economic ideals enshrined in its Articles of Association, but also from a macro perspective, a promoter of the concepts of the freedom of enterprise.

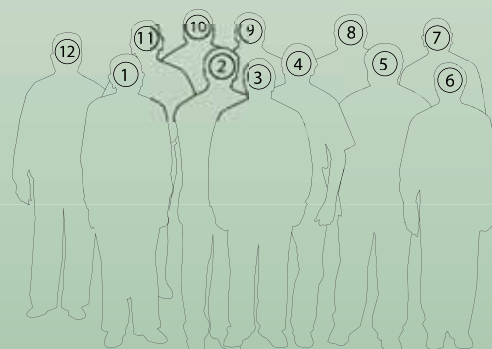




OUR COUNCIL



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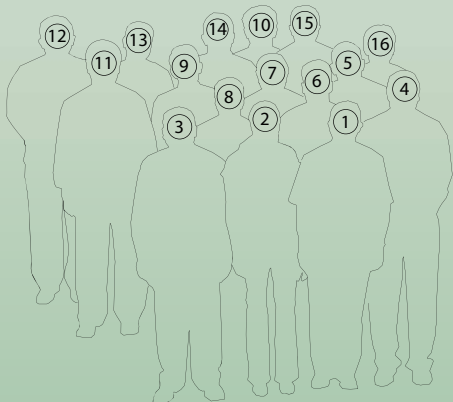


1. Granwille Perera
2. Rasika Rajapaksa
3. Kosala Wickramanayake
4. Rohan de Silva
5. K Chandrasekaran
6. Tissa Jayaweera

7. Samantha Kumarasinghe
8. Ajith Wattuhewa
9. N Sunthareasan
10. M Faizer Mackeen
11. W M P Aponso
12. S T S Arulananthan



RESURGENCE
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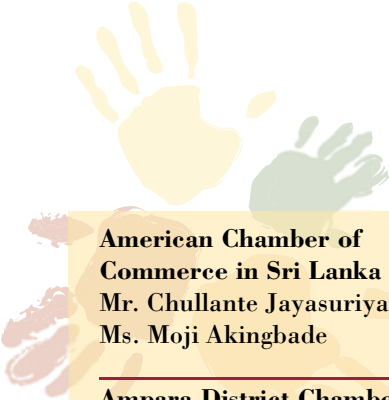
1. D N J Chandrakumara
2. Vidyani Hettigoda
3. Thilak Seneviratne
4. Kumar Mallimaratchi
5. Srilal Mittapala
6. Shiran Karunaratne

7. Sarath Hapuarachchi
8. Laxman Walpitagamage
9. Sarath Kahapalaarachchi
10. P Wijsekera
11. Shantha de Silva
12. Nimal Weerasekera

13. Darshaka Rupasinghe
14. Wasantha Mallikarachi
15. W K H Wegapitiya
16. Suriyakumara Wijayaratne



OUR COUNCIL



American Chamber of Commerce in Sri Lanka
Mr. Chullante Jayasuriya
Ms. Moji Akingbade

Ampara District Chamber of Commerce and Industry
Mr. Daya Gamage
Mr. Thilak Seneviratne

Anuradhapura District Chamber of Commerce, Industry and Agriculture
Mr. Amal Piyathilake
Mr. P B Dissanayake

Association of Licensed Foreign Employment Agencies
Mr. W M P Aponso
Mr. M Faizer Mackeen

Batticaloa District Chamber of Commerce, Industry and Agriculture
Mr. N Suntharesan
Mr. M H M Naleem

Business Chamber of Commerce
Mr. Shabir A Gulamhusein
Mr. Asoka G Dharmawardane

Central Province Women's Chamber of Small Industry and Commerce
Ms. Shirley Jayawardana
Ms. Rosita Samarajeewa

Ceylon Hardware Merchants' Association
Mr. S T S Arulananthan
Mr. H M Jayaweera

Ceylon National Chamber of Industries
Mr. Nimal Perera
Mr. A K Ratnaraja

Chamber of Commerce and Industry of Central Province
Mr. W A Warnakula
Mr. P Wijesekera

Central Province Exporters' Chamber
Mr. Jeewake Swarnasinghe
Mr. Jagath Dissanayake

Chamber of Commerce and Industries Trincomalee District
Mr. R Rajarammohan
Mr. K Thiruchelvam

Chamber of Commerce and Industry of Uva Province
Mr. Ajith Wattuhewa
Mr. D N J Chandrakumara

Chamber of Commerce and Industry of Yarlpanam
Mr. C Thangarajah
Mr. C Shanmugalingam

Chamber of Young Lankan Entrepreneurs
Mr. WKH Wegapitiya
Mr. Samantha Kumarasinghe

Galle District Chamber of Commerce & Industries
Mr. Suriyakumara Wijyaratne
Mr. Lakshman Walpitagamage

Galle District Women Entrepreneurs' Chamber
Ms. Kamala Uyanage
Ms. M W Irangani

Hambantota District Chamber of Commerce
Mr. M Azmi Thassim
Mr. Priyankara Wickramasooriya

Institute of Personnel Management Sri Lanka
Mr. Lalith Wijetunga
Mr. Jayantha Jayaratne

International Chamber of Commerce in Sri Lanka
Mr. Granwille Perera
Mr. Tissa Jayaweera

Jaffna Women's Chamber of Commerce, Industry and Agribusiness
Ms. C Rubendra
Ms. A M Selvarajah

Kalutara District Chamber of Commerce, Industry and Agriculture
Mr. Sarath Hapuarachchi
Mr. Sarath Kahapalaarachchi

Kilinochchi District Chamber of Commerce, Industry and Agriculture
Mr. M Ignetiou
Mr. S Sriranganathan

Kurunegala District Women's Chamber of Commerce, Industry and Agribusiness
Ms. Nilmini Tissera
Ms. Yamuna Rajapakse

Lanka Confectionery Manufacturers' Association
Mr. Quintus Perera
Mr. Indika Abeyratne

Mannar District Chamber of Commerce, Industry and Agriculture
Mr. S Rex Culas
Mr. T P Sinnathurai

Matale District Chamber of Commerce, Industry and Agriculture
Mr. G N Weligamage
Mr. Shantha de Silva

Matara District Chamber of Commerce and Industry
Mr. Raja Hewabowala
Mr. H D Wijayananda

Matara District Women's Chamber of Commerce and Industry
Ms. Wimali Ratnayake
Ms. Dhammika Uyangoda



**Moneragala District Chamber
of Commerce, Industry and
Agriculture**

Mr. Sanjaya de Silva
Mr. L Jayasinghe

**Mullaitivu District Chamber
of Commerce, Industry and
Agriculture**

Late Mr. R Chandramohan

**National Chamber of
Handicrafts of Sri Lanka**

Mr. M K R Thilakaratne
Ms. Manel Madawala

**National Construction
Association of Sri Lanka**

Mr. Patrick Jayawardena
Mr. Saliya Kaluarachchi

**Nuwara Eliya District
Chamber of Commerce,
Industry and Agriculture**

Mr. Gopal Rasaiah
Mr. M P Stephen

**Polonnaruwa District
Chamber of Commerce,
Industry and Agriculture**

Mr. P H G Dharmasiri
Mr. G D Sanath Priyantha

**Private Tea Factory Owners'
Association**

Mr. Lalith Liyanage
Mr. Leonard Jayasinghe

**Protected Agriculture
Entrepreneurs' Association
of Sri Lanka**

Mr. R S Wijesekara

**Puttalam District Chamber
of Commerce, Industry
and Agribusiness**

Mr. R A Shiran Karunaratne
Mr. Dhammika Hapuarachchige

**Sabaragamuwa Province Chamber
of Commerce and Industry**

Mr. Darshaka Rupasinghe
Mr. Rasika Rajapaksa

**Software Exporters
Association**

Mr. Mano Sekeram

**Sri Lanka Association of
Printers**

Ms. Darani Karunaratne
Mr. Dinesh Kulatunga

**Sri Lanka Chamber of Small
and Medium Industries**

Mr. Kosala Wickramanayeke
Mr. Rohan de Silva

**Sri Lanka Fruit and
Vegetable Producers',
Processors' and
Exporters' Association**

Mr. Ismath Mohamed
Mr. Zuraish Hashim

**Sri Lanka Gem and Jewellery
Association**

Deshabandu Macky Hashim
Mr. A Akram Mansoor

**Sri Lanka Institute of
Marketing**

Mr. Nimal Weerasekera
Mr. Wasantha Mallikarachchi

**Tourist Hotels Association of
Sri Lanka**

Mr. Kumar Mallimaratchi
Mr. Srilal Mittapala

**Vavuniya District Chamber
of Commerce, Industry and
Agriculture**

Mr. V Sothinathan
Mr. A X R Carvalho

**Wayamba Chamber of
Commerce and Industry**

Mr. Gamini Senanayake
Mr. T M Razeek

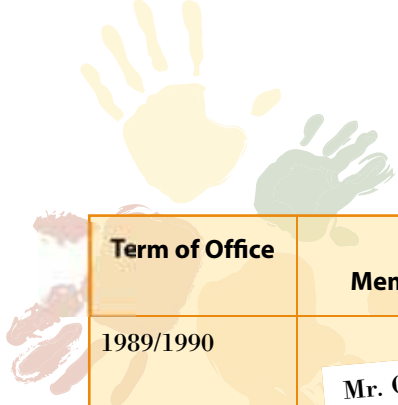
**Women's Chamber of
Industry and Commerce**

Ms. Ramya Weerakoon
Ms. Chamarie Maelge

Our Past Presidents, Vice Presidents and Secretaries General

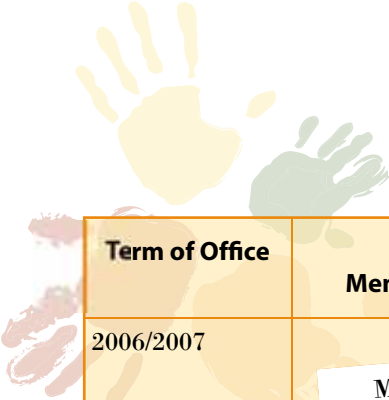
Term of Office	President and the Member body represented	Vice Presidents and the Member body represented	Secretaries General
1973/1974	Mr. Mallory E Wijesinghe (Ceylon Chamber of Commerce)	Mr. P A Silva Mr. H R Fernando (The National Chamber of Commerce of Sri Lanka) Mr. N U Jayawardena Mr. V L Wirasinha (The Ceylon Chamber of Commerce)	Mr. John Rodrigo / Mr. T Seneviratne
1974/1975	Mr. Mallory E Wijesinghe (Ceylon Chamber of Commerce)	Mr. H E P de Mel (The Ceylon National Chamber of Industries) Mr. H R Fernando (The National Chamber of Commerce of Sri Lanka)	Mr. John Rodrigo / Mr. T Seneviratne
1975/1976	Mr. Mallory E Wijesinghe (Ceylon Chamber of Commerce)	Mr. H E P de Mel (The Ceylon National Chamber of Industries) Mr. H R Fernando (The National Chamber of Commerce of Sri Lanka)	Mr. John Rodrigo / Mr. T Seneviratne
1976/1977	Mr. H R Fernando (The National Chamber of Commerce of Sri Lanka)	Mr. H E P de Mel (The Ceylon National Chamber of Industries) Mr. V L Wirasinha (The Ceylon Chamber of Commerce)	Mr. T Seneviratne
1977/1978	Mr. H R Fernando (The National Chamber of Commerce of Sri Lanka)	Mr. Gilbert Jayasuriya (The Ceylon National Chamber of Industries) Mr. M Kundanmal (The Mercantile Chamber of Commerce of Ceylon)	Mr. T seneviratne
1979/1980	Mr. Gilbert Jayasuriya (The Ceylon National Chamber of Industries)	Mr. M Kundanmal (The Mercantile Chamber of Commerce of Ceylon) Mudaliyar N W J Mudalige (The All Ceylon Trade Chamber)	Mr. T seneviratne
1980/1981	Mr. Gilbert Jayasuriya (The Ceylon National Chamber of Industries)	Mudaliyar N W J Mudalige (The All Ceylon Trade Chamber) Mr. A D E de S Wijeratne (The National Chamber of Commerce of Sri Lanka)	Mr. T seneviratne
1981/1982	Mudaliyar N W J Mudalige (The All Ceylon Trade Chamber)	Mr. A H Rajkotwala (The Mercantile Chamber of Commerce of Ceylon) Mr. W Granwille Perera (The Sri Lanka Chamber of Small Industry)	Mr. T Seneviratne

Term of Office	President and the Member body represented	Vice Presidents and the Member-body represented	Secretaries General
1982/1983	Mudaliyar N W J Mudalige (The All Ceylon Trade Chamber)	Mr. A H Rajkotwala (The Mercantile Chamber of Commerce of Ceylon) Mr. W Granwille Perera (The Sri Lanka Chamber of Small Industry)	Mr. T Seneviratne
1983/1984	Mr. A H Rajkotwala (The Mercantile Chamber of Commerce of Ceylon)	Mr. W Granwille Perera (Sri Lanka National Council of International Chamber of Commerce) Mr. D M Perera (The Tourist Hotels Association of Sri Lanka)	Mr. T Seneviratne
1984/1985	Mr. A H Rajkotwala (The Mercantile Chamber of Commerce of Ceylon)	Mr. W Granwille Perera (Sri Lanka National Council of International Chamber of Commerce) Mr. D M Perera (The Tourist Hotels Association of Sri Lanka)	Mr. T Seneviratne
1985/1986	Mr. Alloy R Jayawardene (Sri Lanka Chamber of Small Industries)	Mr. Stanley William (Mercantile Chamber of Commerce of Ceylon) Mr. Y P Muthukumarana (All Ceylon Trade Chamber)	Mr. T Seneviratne
1986/1987	Mr. Alloy R Jayawardene (Sri Lanka Chamber of Small Industries)	Mr. Stanley William (Mercantile Chamber of Commerce of Ceylon) Mr. Y P Muthukumarana (All Ceylon Trade Chamber)	Mr. T Seneviratne
1987/1988	Mr. A R P Wijesekera (Ceylon National Chamber of Industries)	Mr. Stanley William (Mercantile Chamber of Commerce of Ceylon) Mr. H D de Silva (National Chamber of Commerce of Sri Lanka) Mr. Kumara Semage (Sri Lanka Chamber of Small Industry)	Mr. T Seneviratne / Mr. A F Ludowyke
1988/1989	Mr. Chandra Karunanayake (Ceylon National Chamber of Industries)	Mr. Stanley William (Mercantile Chamber of Commerce of Ceylon) Mr. W Granwille Perera (Sri Lanka National Council of International Chamber of Commerce)	Mr. A F Ludowyke

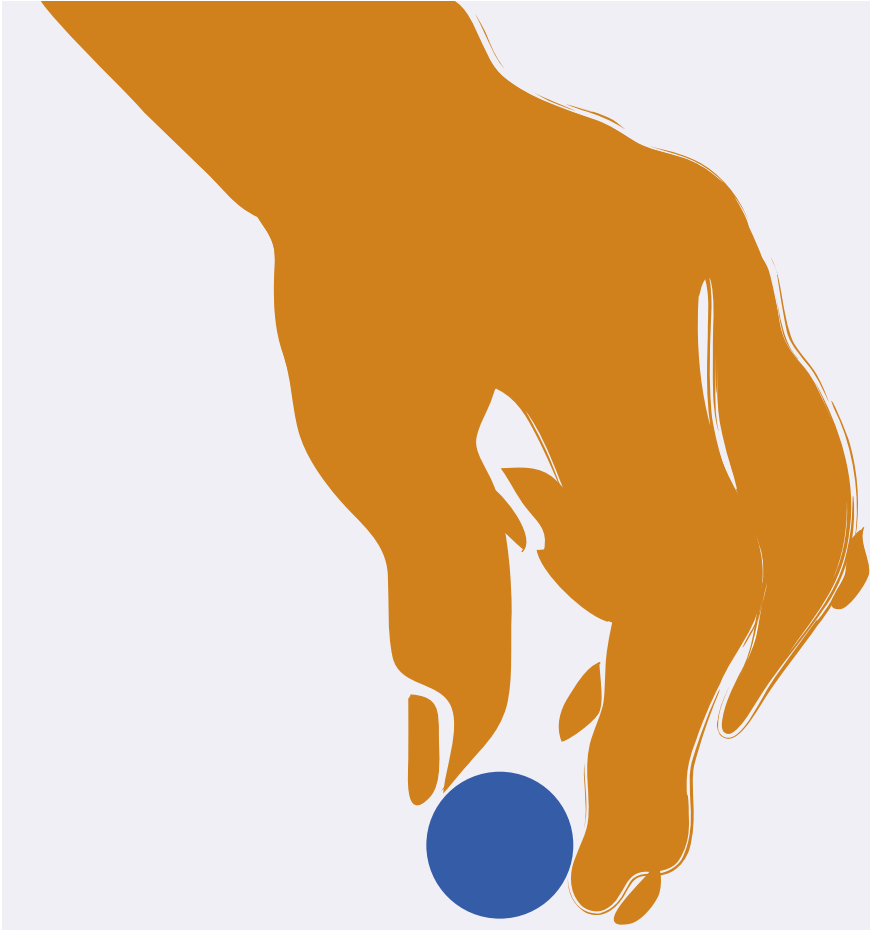


Term of Office	President and the Member body represented	Vice Presidents and the Member-body represented	Secretaries General
1989/1990	Mr. Chandra Karunanayake (The Ceylon National Chamber of Industries)	Mr. Stanley William (Mercantile Chamber of Commerce of Ceylon) Mr. K Jayasuriya (The National Chamber of Commerce of Sri Lanka)	Mr. A F Ludowyke
1990/1991	Mr. W Granville Perera (Sri Lanka National Council of International Chamber of Commerce)	Mr. Macky Hashim (Sri Lanka Gem Traders' Association) Mr. Sugath Kodituwakku (Sri Lanka Chamber of Small Industry)	Mr. A F Ludowyke / Mr. B H Dushyantha Mendis
1991/1992	Mr. W Granville Perera (Sri Lanka National Council of International Chamber of Commerce)	Mr. Macky Hashim (Sri Lanka Gem Traders' Association) Mr. Sugath Kodituwakku (Sri Lanka Chamber of Small Industry)	Mr. A F Ludowyke / Mr. B H Dushyantha Mendis
1992/1993	Mr. Patrick Amarasinghe (National Exporters Association of Sri Lanka)	Mr. Macky Hashim (Sri Lanka Gem Traders' Association) Mr. Lal de Mel (The Ceylon National Chamber of Industries)	Mr. B H Dushyantha Mendis / Ms. Avanti Moonasinghe (Deputy)
1993/1994	Mr. Patrick Amarasinghe (National Exporters Association of Sri Lanka)	Mr. Macky Hashim (Sri Lanka Gem Traders' Association) Mr. Nihal Abeysekera (The Ceylon National Chamber of Industries)	Mr. Anil Cooray
1994/1995	Mr. Patrick Amarasinghe (National Exporters Association of Sri Lanka)	Mr. Macky Hashim (Sri Lanka Gem Traders' Association) Mr. Nihal Abeysekera (The Ceylon National Chamber of Industries)	Mr. Anil Cooray
1995/1996	Mr. Patrick Amarasinghe (National Chamber of Exporters of Sri Lanka)	Mr. Macky Hashim (Serendib Chamber of Commerce and Industry) Mr. Nihal Abeysekera (The Ceylon National Chamber of Industries)	Mr. Anil Cooray
1996/1997	Mr. Patrick Amarasinghe (National Chamber of Exporters of Sri Lanka)	Mr. Macky Hashim (Serendib Chamber of Commerce and Industry) Mr. Nihal Abeysekera (The Ceylon National Chamber of Industries)	Mr. Anil Cooray / Mr. Samantha Abeywickrama

Term of Office	President and the Member body represented	Vice Presidents and the Member-body represented	Secretaries General
1997/1998	Mr. Patrick Amarasinghe (National Chamber of Exporters of Sri Lanka)	Mr. Macky Hashim (Sri Lanka Gem Traders' Association) Mr. Nihal Abeyssekera (The Ceylon National Chamber of Industries)	Mr. Samantha Abeywickrama
1999	Mr. Lal de Mel (Sri Lanka Institute of Marketing)	Mr. Macky Hashim (Sri Lanka Gem Traders' Association) Mr. Nihal Abeyssekera (The Ceylon National Chamber of Industries)	Mr. Samantha Abeywickrama
2000	Mr. Lal de Mel (Sri Lanka Institute of Marketing)	Mr. Macky Hashim (Sri Lanka Gem Traders' Association) Mr. Nihal Abeyssekera (The Ceylon National Chamber of Industries)	Mr. Samantha Abeywickrama
2001	Mr. Macky Hashim (Sri Lanka Gem Traders' Association)	Mr. Nihal Abeyssekera (The Ceylon National Chamber of Industries) Mr. Nawaz Rajabdeen (Serendib Chamber of Commerce & Industry)	Mr. Samantha Abeywickrama
2002	Mr. Macky Hashim (Sri Lanka Gem Traders' Association)	Mr. Nihal Abeyssekera (The Ceylon National Chamber of Industries) Mr. Nawaz Rajabdeen (Serendib Chamber of Commerce & Industry)	Mr. Samantha Abeywickrama
2003	Mr. Nihal Abeyssekera (The Ceylon National Chamber of Industries)	Mr. Nawaz Rajabdeen (Serendib Chamber of Commerce & Industry) Mr. Kosala Wickramanayake (Sri Lanka Chamber of Small Industry)	Mr. Samantha Abeywickrama
2004/2005	Mr. Nihal Abeyssekera (The Ceylon National Chamber of Industries)	Mr. Nawaz Rajabdeen (Serendib Chamber of Commerce & Industry) Mr. Kosala Wickramanayake (Sri Lanka Chamber of Small Industry)	Mr. Samantha Abeywickrama
2005/2006	Mr. Nawaz Rajabdeen (Serendib Chamber of Commerce & Industry)	Mr. Kosala Wickramanayake (Sri Lanka Chamber of Small Industry) Mr. Tissa Jayaweera (International Chamber of Commerce Sri Lanka)	Mr. Samantha Abeywickrama

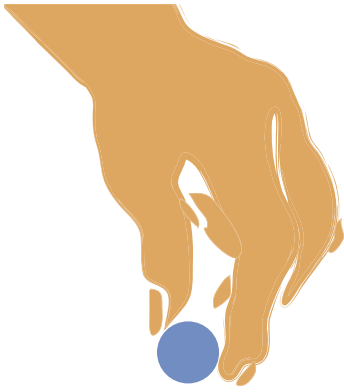


Term of Office	President and the Member body represented	Vice Presidents and the Member-body represented	Secretaries General
2006/2007	Mr. Nawaz Rajabdeen (Serendib Chamber of Commerce & Industry)	Mr. Kosala Wickramanayake (Sri Lanka Chamber of Small Industry) Mr. Tissa Jayaweera (International Chamber of Commerce Sri Lanka)	Mr. Samantha Abeywickrama
2007/2008	Mr. Nawaz Rajabdeen (Serendib Chamber of Commerce & Industry)	Mr. Kosala Wickramanayake (Sri Lanka Chamber of Small Industry) Mr. Tissa Jayaweera (International Chamber of Commerce Sri Lanka)	Mr. Samantha Abeywickrama
2008 /2009	Mr. Kosala Wickramanayake (Sri Lanka Chamber of Small Industry)	Mr. Tissa Jayaweera (International Chamber of Commerce Sri Lanka) Mr. Kumar Mallimaratchi (Tourist Hotels Association of Sri Lanka)	Mr. Samantha Abeywickrama
2009	Mr. Kosala Wickramanayake (Sri Lanka Chamber of Small and Medium Industries)	Mr. Tissa Jayaweera (International Chamber of Commerce Sri Lanka) Mr. Kumar Mallimaratchi (Tourist Hotels Association of Sri Lanka)	Mr. Samantha Abeywickrama / Mr. Sam Stembo (Assistant Secretary General)



OUR MEMBERS





OUR MEMBERS

The institutional membership of the Federation comprises a wide spectrum of bodies covering a multiplicity of economic sectors of the country. Furthermore, they are spread across the length and breadth of Sri Lanka.

50 such bodies are members of the Federation. Out of these, 8 are National Chambers and 29 are Regional Chambers which cover the entirety of districts in the country and serve the interests of several

active areas in trade and commerce such as Kandy, Kurunegala, Ampara, Hambantota, Kalutara and the districts in the North and East of Sri Lanka.

Our membership also has 11 Associations representing a diversity of interests such as employment, construction, private tea factories, vegetable producers, processors and exporters, gems and jewellery, hardware and tourism.

Our membership also consists of 2 Institutions. As a result of this depth and diversity, the Federation of Chambers of Commerce and Industry of Sri Lanka is a truly representative body at the helm of affairs of the private sector in this country.

NATIONAL CHAMBERS (08)

American Chamber of Commerce in Sri Lanka

1st Floor, Office Building
South Wing, Colombo Hilton
Lotus Road, Colombo 1

Tele : 011 2336073 / 4
Fax : 011 2336072
Email : info@amcham.lk
Web : www.amcham.lk

Business Chamber of Commerce

2nd Floor, No. 18/414
CFT Building
K Cyril C. Perera Mawatha
Colombo 13

Tele : 011 2449321
Fax : 011 2448957
Email : bechamber@slt.net.lk

Ceylon National Chamber of Industries

No. 20, First Floor
Galle Face Court
P.O. Box 1775, Colombo 3

Tele : 011 2452181/
2331444 / 2423734
Fax : 011 2331443
Email : cnci@slt.lk
Web : www.cnci.biz

Chamber of Young Lankan Entrepreneurs

No. 24, Beddagana Road
Kotte

Tele : 011 4319996 / 2833560
Fax : 011 4319996
Email : coyle@isplanka.lk,
coyle2009@googlegroups.com
Web : www.coyle.lk

International Chamber of Commerce Sri Lanka

No 53, Vauxhall Lane
Colombo 2

Tele : 011 5333392,
2307841, 2307825
Fax : 011 2307841
Email : iccsl@slt.net.lk
Web : www.iccsrillanka.com

National Chamber of Handicrafts of Sri Lanka

No. 46 C, George E de Silva Mawatha
Kandy

Tele : 081 22 03791
Fax : 081 22 03791
Email : nchsl@fccisl.lk
Web : www.nchsl.com

Sri Lanka Chamber of Small and Medium Industries

YMBA Building, No.126/10 B
Fort, Colombo 01

Tele : 011 2424505, 5644379
Fax : 011 2424505
Email : slcsi@slt.net.lk

Women's Chamber of Industry and Commerce

No. 380/7, Sarana Road
Buddhaloka Mawatha
Colombo 07

Tele : 011 2671762
Fax : 011 2669074
Email : wcicsl@slt.net.lk
Web : www.wcicsl.org



INSTITUTIONS (02)

Institute of Personnel Management Sri Lanka
HR House, No. 43
Vijaya Kumaranathunga Mawatha
Colombo 05

Tele : 011 4511137/8
4511148, 4528866
Fax : 011 4511107
Email : dsks@ipmlk.org
Web : www.ipmlk.org

Sri Lanka Institute of Marketing SLIM Home
No 94, Ananda Rajakaruana Mawatha
Colombo 10

Tele : 011 2675000
Fax : 011 2681660
Web : www.slim.lk

ASSOCIATIONS (11)

Association of Licensed Foreign Employment Agencies
No. 69, Maligawatta Road
Colombo 10

Tele : 011 2336661 / 2 / 64
Fax : 011 2336665
Email : alfea@slt.net.lk
Web : www.alfea.org

Ceylon Hardware Merchants Association
No. 443, Old Moor Street
Colombo 12

Tele : 011 2431511,
2434411, 2431550
Fax : 011 2432377 / 8
Email : greenlandshotel@gmail.com
arjunanet@gmail.com

Lanka Confectionery Manufacturers Association
No. 68, Wijaya Road
Kolonnawa

Tele : 011 5023223/2531515
Fax : 011 2572764
Email : scopex@eureka.lk

National Construction Association of Sri Lanka
No. 350 A, Pannipitiya Road
Pelawatta

Tele : 011 2786325 -26
Fax : 011 2784355
Email : ncasl@slt.net.lk
Web : www.ncasrilanka.com

Private Tea Factory Owners Association
No. 429, 2/1 Nawala Road
Rajagiriya

Tele : 011 2888976
Fax : 011 2888976
Email : ptfoa@slt.net.lk

Protected Agriculture Entrepreneurs' Association
No. 254/ 1, Shodans Building
Muruthalawa Road
Peradeniya

Tele : 081 2387121
Fax : 081 2387121
Email : paea@slt.net.lk
Web : www.paea-lk.org

Software Exporters Association
C/o Ceylon Chamber of Commerce
No. 50, Nawam Mawatha
Colombo 02

Tele : 011 2392840,
2421745 -6
Fax : 011 2449352
Email : irangika@chamber.lk
Web : www.softwaresrilanka.com

Sri Lanka Association of Printers
No. 290, D R Wijewardena Mawatha
Colombo 10

Tele : 011 2472315
Fax : 011 2386716
Email : slap@srilankaprint.com

Sri Lanka Fruit and Vegetable Producers', Processors' and Exporters' Association
No 80 , Reclamation Road
Colombo 11

Tele : 011 2327810
Fax : 011 2332331
Email : zuraishh@hotmail.com
Web : www.srilankafruit.com

Sri Lanka Gem and Jewellery Association
2nd Floor, SUBUD House
No. 38, Frankfort Place
Colombo 4

Tele : 011-2597226, 2597470
Fax : 011-2597250, 2554144
Email : info@slgja.org,
info@facetssrilanka.com
Web : www.slgja.org,
www.facetssrilanka.com

Tourist Hotels Association of Sri Lanka
C/o The Ceylon Chamber of Commerce
No.50, Navam Mawatha
Colombo 2

Tele : 011 2421745/6,
2328880, 4716673
Fax : 011 2449352
Email : alikiei@chamber.lk

REGIONAL CHAMBERS (29)

Ampara District Chamber of Commerce and Industry
2nd Floor, T K S Building
D S Senanayake Street
Ampara

Tele : 063 22 23790
Fax : 063 22 23315
Email : amparachamber@yahoo.com
Web : www.amparachamber.lk

Anuradhapura District Chamber of Commerce, Industry and Agriculture
No. 334/110 E 1, Main Street
Anuradhapura

Tele : 025 4 580770, 2226964
Fax : 025 4580771
Email : adccia@yahoo.com
Web : www.anuradhapurachamber.lk

Batticaloa District Chamber of Commerce and Industry
No. 56, Thamayaikerny Road
Batticaloa

Tele : 065 22 26656
Fax : 065 22 26656
Email : necbp@slt.net.lk
Web : www.batticaloachamber.lk

Central Province Exporters' Chamber
Bank of Ceylon Building
No. 22 B, 2nd Floor
Kotugodella Street
Kandy

Tele : 081 2205176
Fax : 081 2205175
Email : cpec@fccisl.lk
Web : www.exportchamber.lk



Central Province Women's Chamber of Small Industries and Commerce
No. 38, George E De Silva Mawatha Kandy

Tele : 081-2228571
Fax : 081-2228571
Email : cpweic@yahoo.com
Web : www.centralwomenschamber.lk

Chamber of Commerce and Industry of Central Province
No. 04, Dharmaraja Mawatha Kandy

Tele : 081 2205244, 4476685, 5623598
Fax : 081 4476685, 4940685
Email : info@chamberkandy.org
Web : www.centralprovinceschamber.lk

Chamber of Commerce and Industries Trincomalee District
No. 171, Power House Road Trincomalee

Tele : 026 - 2225270, 4920939
Fax : 026 2225270
Email : chambertrinco@gmail.com
Web : www.trincomaleeschamber.lk

Chamber of Commerce and Industry of Uva Province
No. 30, Udayaraja Mawatha Badulla

Tele : 055 22 24195
Fax : 055 2224195
Email : cciup@sltnet.lk
uvachamber@gmail.com
Web : www.uvachamber.lk

Chamber of Commerce and Industries of Yarlpaanam
No. 175, Point Pedro Road Annaipanthi Jaffna

Tele : 021 22 26609
Fax : 021 22 26609
Email : jaffnacciy@sltnet.lk
Web : www.yarlpanamchamber.lk

Galle District Chamber of Commerce and Industries
Chamber Building Sri Gnanobasha Mawatha Oropuwatta Galle

Tele : 091 7396140 - 7, 4380715
Fax : 091 7396143
Email : gallechamber@yahoo.com
Web : www.gallechamber.com

Galle District Women Entrepreneurs Chamber
320, Magalle, Matara Road Galle

Tele : 091- 2227245
Email : gallewomen@yahoo.com
Web : www.gallewomenschamber.lk

Gampaha District Chamber of Commerce Industry and Agriculture
2nd Floor, Gampaha Pradesihya Saba Building Miriswatte Junction Mudungoda

Tele : 033 2234244, 3338486
Fax : 033 2234244
Email : gampahaccia@fccisl.lk
Web : www.gampahachamber.lk

Hambantota District Chamber of Commerce
Tangalle Road Hambantota

Tele : 047 22 20940/1, 22 20448
Fax : 047 22 20448
Email : chamber@hdcc.lk
Web : www.hdcc.lk

Jaffna Women's Chamber of Commerce, Industry and Agri Business
Uduvil Road Manipay

Tele : 021-7429240, 3218639
Fax : 021-7429240
Email : jwccia@ymail.com
Web : www.jaffnawomenschamber.lk

Kalutara District Chamber of Commerce & Industry and Agriculture
112 , Galle Road, Kalutara North Kalutara

Tele : 034 2237396
Fax : 034 2237396
Email : kdchamber@sltnet.lk, kdchamber@gmail.com
Web : www.kalutarachamber.lk

Kilinochchi District Chamber of Commerce, Industry and Agriculture
No.13, 02nd Farm Kanagapuram Kilinochchi

Tele : 021 3028094

Kurunegala District Women's Chamber of Commerce, Industry & Agribusiness
No.04, Sunitech Building 2nd Floor, 1st Lane Baudhaloka Mawatha Kurunegala

Tele : 037 2232108
Fax : 037 2232108
Web : www.kurunegalawomenschamber.lk

Mannar District Chamber of Commerce, Industry and Agriculture
1st Floor MPCS Building Field Street Mannar

Tele : 023 222 3308, 7451430
Fax : 023 222 3308
Email : mdccia@sltnet.lk
Web : www.mannarchamber.lk

Matale District Chamber of Commerce, Industry and Agriculture
No. 10, Vihara Road Matale

Tele : 066 7390700 / 703
Fax : 066 7390702
Email : matalechamber@gmail.com
Web : www.matalechamber.lk

Matara District Chamber of Commerce and Industry
No. 05 A 1/1 C A Ariyathilake Mawatha Matara

Tele : 041 22 29883
Fax : 041 22 29883
Email : matarachamber@gmail.com
Web : www.matarachamber.lk

Matara District Women's Chamber of Commerce and Industry
No. 3/6, Siri Darmarathna Mawatha Pamburana Matara

Tele : 041 5670105
Fax : 041 2227494
Email : mdwc@hotmail.com
Web : www.matarawomenschamber.lk



**Moneragala District Chamber
of Commerce, Industry and
Agriculture**
No. 64, Opposite Tri-Star Garments
Moneragala Road
Buttala

Tele : 055 2273 416
Fax : 055 2273752
Email : ccimd@sltnet.lk
Web : www.moneragalachamber.lk

**Mullaitivu District Chamber
of Commerce, Industry and
Agriculture**
Main Road, Aninchiyankulam
Yogapuram
Mallavi

Tele : 024 - 3248533

**Nuwara Eliya District Chamber
of Commerce, Industry and
Agriculture**
No. 77/1/2 , Kandy Road
Nuwara Eliya

Tele : 052 2224078
Fax : 052 2224078
Email : nedccia@sltnet.lk
Web : www.nuwaraeliyachamber.lk

**Polonnaruwa District Chamber
of Commerce, Industry and
Agriculture**
Crown Auto Mart Building
1st Floor, Air port Road
Hingurakgoda

Tele : 027 2247826
Fax : 027 2247826
Email : pdccia@gmail.com
Web : www.polonnaruwachamber.lk

**Puttalam District Chamber
of Commerce, Industry and
Agribusiness**
2nd Floor, Sky Line Building
No. 48 2/2, Colombo Road
Chilaw

Tele : 032 - 2221487, 2221213
Fax : 032 - 2221213
Email : puttlamchamb@sltnet.lk
Web : www.puttalamchamber.lk

**Sabaragamuwa Province Chamber
of Commerce and Industry**
No. 567, 1/2, Main Street
Ratnapura

Tele : 045 22 23662
Fax : 045 22 22056
Email : sccija@sltnet.lk
Web : www.sabaragamuwachamber.lk

**Vavuniya District Chamber
of Commerce, Industry and
Agriculture**
1st Floor, Sathiya Building
No. 57, 1st Cross Street
Vavuniya

Tele : 024 22 24313
Fax : 024 2224313
Email : vdccia@yahoo.com
Web : www.vavuniyachamber.lk

**Wayamba Chamber of Commerce
and Industry**
1st Floor, LOLC Building
18, Mihindu Mawatha
Kurunegala

Tele : 037 22 24356, 22 24355
Fax : 037 22 24355
Email : wcci@sltnet.lk
Web : www.wayambachamber.lk



OUR MEMBERS NETWORK

- National Chambers (08)
- Institutions (02)
- Associations (11)
- Regional Chambers (29)



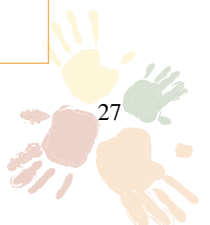
CALENDAR OF EVENTS 2009 HIGHLIGHTS

January

- Meeting with the Maldivian President - 3rd in Colombo
- Signing of MoU with the Institute of Personnel Management Sri Lanka - 12th at FCCISL
- Meeting with Dubai Chamber of Commerce - 14th to 18th in Dubai
- Speech by Ms. Naoko Ishii, Country Director – World Bank, Sri Lanka and Maldives at a Business for Peace Forum – 22nd in Colombo
- Training on Microsoft Project Management – 28th to 30th in Colombo
- Speech by Hon. Mohan Pieris PC, Attorney General at a Key Person's Forum – 29th in Colombo

February

- Opening of Central Province Exporters' Chamber – 2nd in Kandy
- Meeting with High Commissioner of Trinidad & Tobago - 9th at FCCISL
- Entrepreneur Fellowship – Western Province – 12th in Colombo
- Seminar on Supporting the Year of English and IT – 13th in Colombo
- Review of Memorandum of Article and Responsibilities of BODs of Regional Chambers – 13th in Kandy
- Workshop on Responsibilities of BODs of Regional Chambers – 17th in Matara
- Speech by Hon. Vinayagamoorthi Muralitharan, Member of Parliament at a Business for Peace Forum – 19th in Colombo
- Participation at SAARC Trade Information Project – 17th in Katmandu, Nepal
- "Na" Tree Planting Ceremony at the Hon. Speaker's House – 19th in Colombo
- Presentation ceremony of the publication named "Key Person's Forum Collection of Speeches 2008" - 19th in Colombo
- Workshop on Responsibilities of BODs of Regional Chambers – 20th in Colombo
- Speech by Dr. Palitha Kohona, Secretary, Ministry of Foreign Affairs at a Key Person's Forum – 26th in Colombo
- Workshop on Enhance your Public Image through Proper Business Etiquette – 27th in Colombo



March

- Signing of MoU with the Sri Lanka Institute of Marketing – 3rd at FCCISL
- Speech by Ms. Naoko Ishii, Country Director, The World Bank, Colombo Office at a Key Person’s Forum – 13th in Colombo
- Workshop on Women Entrepreneur Development – 14th in Kurunegala
- Workshop on Tapping the World of Nanotechnology - 18th in Colombo
- Seminar on Recent Trends in Chamber Land (European Perspective) – 18th in Colombo
- Speech by Dr. Wickrema Weerasuriya, Insurance Ombudsman, Sri Lanka at a Key Person’s Forum – 25th in Colombo
- Go Green Conference on Plastic and Polythene - 26th in Colombo
- Workshop on Standard Export Development Process – 28th in Kandy

April

- Participation at SAARC Trade Information Project – 2nd – 4th in Bentota
- Brainstorming Session on “Development on North and East of Sri Lanka 3rd - 4th in Colombo
- Seminar on “Shipping, International Trade and Logistics Skills for Non-Shipping Professionals” – 3rd in Colombo
- Workshop on Growing and Exporting of Anthuriums – 4th in Kandy
- Accompanying a business delegation to Libya - 07th – 11th in Libya
- Speech by Hon. Douglas Devananda, Minister of Social Services and Social Welfare at a Business for Peace Forum – 21st in Colombo
- Participation at Re-Sale Fair - 22nd in Karlsruhe, Germany
- Workshop on Event Management & Organizing your own Event - 30th in Kandy

May

- International Training Programme on Standard Export Development Processes – 6th in Bentota
- International Seminar on Benchmarking Sri Lanka’s Trade Facilitation Systems and Processes – 11th – 14th in Colombo
- Training on Technology Transfer Methods in Silver, Gold and Rhodium Plating – 14th at FCCISL
- Presentation Ceremony and Workshop on Chamber Operational Guides – 14th – 15th in Colombo
- Taking a delegation to Auckland Chamber of Commerce – 22nd – 29th in Auckland, New Zealand
- Speech by Mr. Glynn Lowth, Global President, CIMA at a forum – 26th in Colombo
- Speech by Mr. Priyantha Kariyapperuma, Director General, Telecommunication Regulatory Commission at a Key Person’s Forum – 28th in Colombo
- Donor Meeting for Reviving of North and East – 28th in Colombo
- Participation at 23rd CACCI Conference – 31st May – 1st June in Yokohama, Japan

June

- Participation at South Asian Commodity Fair – 4th – 10th in Kungming, China
- Signing of MoU for Establishment of SMED Cells with Regional Chambers – 6th in Colombo
- SAARC Accreditation Workshop – 8th – 10th in Colombo
- Participation at SAARC Trade Information Project – 16th in Katmandu, Nepal
- Workshop towards Recovery Tools in Coping with the Economic Downturn - 18th – 19th in Kandy
- Workshop on Environmental Impact at Service Stations for Lanka IOC Staff - 24th in Colombo
- International Conference on Benchmarking Sri Lanka's Trade Facilitation Systems and Processes – 26th in Colombo
- Sri Lankan Entrepreneur of the Year Awards Launch – 26th in Colombo
- Training Programme for Cluster Coordinators – 29th – 30th in Kandy

July

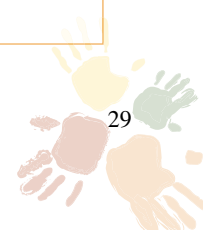
- Workshop on ICT for Business Survival – 22nd in Colombo
- Signing of MoU with Oxfam GB to provide assistance during humanitarian emergencies - 27th in Colombo
- Signing of MoU with Bahrain Chamber of Commerce and Industry – 29th in Colombo
- Speech by Ms. Tine Staermose, Director, International Labour Organization at a Key Person's Forum - 30th in Colombo

August

- Visit of a Maharatta Chamber of Commerce and Industry trade delegation – 2nd at FCCISL
- Hands Lanka Exhibition – 2nd – 5th in Kandy
- Visit of a Myanmar Chamber of Commerce and Industry trade delegation – 3rd at FCCISL
- Asian SME Summit – 6th – 8th in Colombo
- SME Machinery Exhibition – 7th-9th in Colombo
- Workshop on HDCC Experience Sharing and capacity Building – 8th to 10th in Hambantota
- Training programme on SME Promotion Policy - 13th - 23th in Korea
- Visit of a Pakistani Business Delegation -14th at FCCISL
- Second Regional Chamber Presidents' Conference - 15th in Kandy
- SAARC Executive Committee Meeting – 18th in Colombo
- International seminar on trade facilitation – 19th in Colombo
- Signing of MoU with Infoshare (Gte) Ltd – 27th at FCCISL

September

- International Seminar on Benchmarking Sri Lanka's Trade Facilitation Systems and Processes – 01st in Colombo
- SME Development Seminar on Reaching Out SMEs of the SAARC Regional – 23rd in India
- Speech by Hon. Dinesh Gunawardene, Minister of Urban Development and Sacred Areas Development at a Key Person's Forum - 24th in Colombo



October

- Singing of MoU with Maharatta Chamber of Commerce and Industries – 02nd in Colombo
- Signing of Agreement between FCCISL and Oxfam GB for FCCISL CHEER Project – 12th in Colombo
- Signing of MoU with Vietnam Chamber of Commerce, Industry and Agriculture – 24th in Vietnam
- National Workshop on Global and SME Value Chains in Sri Lanka – 30th in Colombo

December

- Two-day workshop on Regional SME Value Chain – 1st – 2nd in Colombo
- Training programme for Regional Chambers on Management Information System and Web Editing – 2nd – 3rd in Colombo
- Seminar on Export Promotions (CBI) – 3rd in Colombo
- Speech by Hon. Mahinda Samarasinghe, Minister of Disaster Management and Human Rights at a Key Person's Forum – 3rd in Colombo
- Tree Planting Ceremony on the SAARC Day Celebrations – 8th in Colombo
- FCCISL Christmas Party – 20th in Colombo
- Visit of a group of officials from the China Council for the Promotion of International Trade (CCPIT) and a delegation from Chinese Tea trade – 30th at FCCISL

November

- Singing of MoU with Bulgaria Chamber of Commerce and Industry. – 01st in Colombo
- Workshop on ISO – 2nd to 5th in Kazakhstan
- Sri Lankan Entrepreneur of the Year, Northern Provincial Awards Ceremony – 9th in Jaffna
- Sri Lankan Entrepreneur of the Year, Central Provincial Awards Ceremony – 13th in Kandy
- ADB FICCI SAARC Regional Conference – 16th – 19th in Colombo
- Sri Lankan Entrepreneur of the Year, North Central & North Western Provincial Awards Ceremony - 17th in Chilaw
- Sri Lankan Entrepreneur of the Year, Uva, Sabaragamuwa and Eastern Provincial Awards Ceremony – 18th in Badulla
- Sri Lankan Entrepreneur of the Year, Southern Provincial Awards Ceremony – 19th in Galle
- Agri, Livestock, Fisheries SMEDEX Exhibition – 20th – 22nd in Colombo
- SAARC Business Leaders' Conclave – 22nd – 23rd in Colombo
- Meeting with a delegation from Royal Netherlands Embassy, New Delhi, India during their visit to Sri Lanka – 23rd – 27th in Colombo
- Sri Lankan Entrepreneur of the Year, Western Provincial Awards Ceremony – 24th in Colombo
- Sri Lankan Entrepreneur of the Year Awards National Event - 27th in Colombo



**PROJECTS
&
SERVICES**





MEMBERSHIP SERVICES AND REGIONAL CHAMBER DEVELOPMENT

Introduction

The trade and industrial community in all districts of the country is represented by a network of national, district and provincial chambers of commerce and industry. This network directly represents a growing membership of over 12,500 business enterprises, including many Small and Medium Enterprises (SMEs) which form the backbone of the Sri Lankan economy. These chambers play a crucial role in economic and business development, working in partnership with the public sector and political authorities at the district, provincial and national levels.

Our membership

We have a broad and diverse membership base that represents almost all segments of business and industry. The main objective of the membership management

is to improve the services offered to FCCISL member chambers and sector associations. Some of the important functions include advising and guiding the chambers and associations, providing local and foreign training opportunities to the staff of members, dealing with management issues and strengthening and improving business development services and policy advocacy powers of the member chambers and associations.

Regional Chambers Sri Lanka Programme

The Regional Chambers Sri Lanka Programme (RCSL), which was launched in the latter part of 2007 by FCCISL with the financial assistance of the Swedish International Development Cooperation Agency (SIDA) and the Norwegian Ministry of Foreign Affairs (NMFA) aims to develop the organizational capacities of 29 regional/district chambers and their service portfolios in a competitive, demand-driven and sustainable basis. Accordingly, development of organizational capacities and professional competencies, lobbying

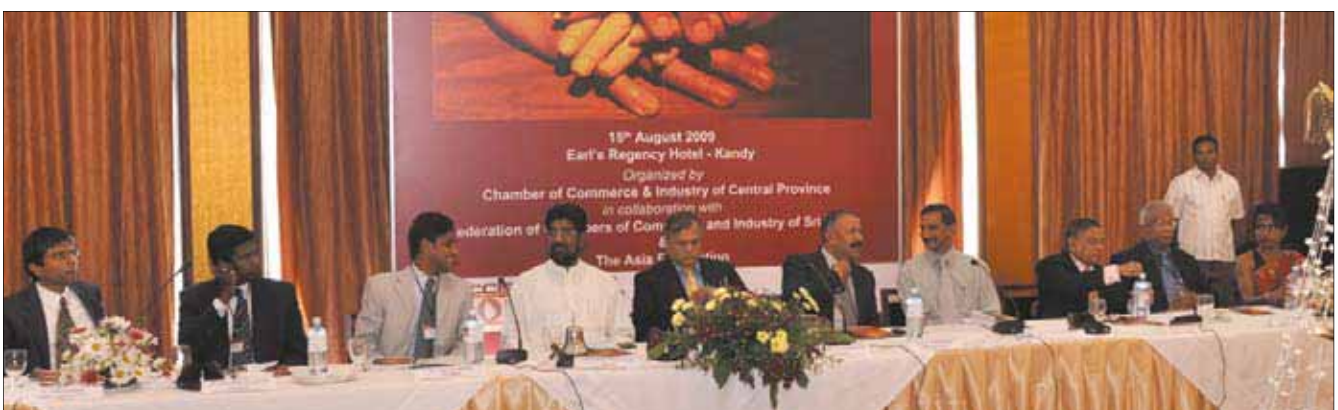
and policy advocacy, service development, income generation and peace building have been identified as key areas of the program. These components are to be delivered using methodologies and instruments that are largely locally owned, locally initiated and taking local needs and priorities into account.

Lobbying and Policy Advocacy

The FCCISL conducted lobbying and policy advocacy activities during 2009 in collaboration with regional chambers by using tools and techniques introduced by the Federation. When compared with the situation that prevailed prior to implementing the RCSL program, the regional chambers have shown more interest, enthusiasm and commitment in performing activities related to public-private partnership.

These activities could be listed under the following categories:

- Regional Chamber Presidents Advocacy Forum



Second Regional Chamber Presidents Conference in Kandy





- District Enterprise Forum (DEF)
- National Level Advocacy

With regard to DEF related activities, a large number of issues at the district level has been resolved and many issues that could not be resolved at that level have been identified and referred to the national level. The Forum also created a friendly atmosphere between public officials and the business community at the district level.

• Regional Chamber Presidents Advocacy Forum

The Regional Chamber Presidents Advocacy Forum, which represents the voice of the Presidents of all district and provincial chambers, plays a vital role in developing and strengthening public-private dialogue at district, provincial and national

level to create a business-friendly environment.

The FCCISL held the second Regional Chamber Presidents Conference on 15th August, 2009 at Earls Regency Hotel, Kandy. At this event, the business-related policy and regulatory issues were identified, prioritized and entrusted to the committees appointed as follows in order to evaluate the progress effectively.

- Infrastructure and utility
- Business development services
- Institutional issues
- Peace and security

• District Enterprise Forum (DEF)

The District Enterprise Forum was set up to promote the Small and Medium Enterprises sector through public-private dialogue, in order to create a conducive business environment at the regional level. The Government Agent chairs it and all the Government institutions

relevant to industrial development, banks and NGOs are represented in it. Representatives of the business community in the area are also part of it. The regional chamber plays an organizing/secretarial role. The Forum can be considered as a problem solving group as well as a medium through which the Government/NGOs could transfer their development packages to the business community. It also performs advocacy and lobbying functions within the district.

The DEF process enables the identification of problems that need to be resolved at the provincial and national level by the country's policymakers. The Forum is presently functioning in 17 districts (Anuradhapura, Polonnaruwa, Kurunegala, Puttalam, Kandy, Matale, Kalutara, Galle, Matara, Moneragala, Ratnapura, Nuwara Eliya, Badulla, Ampara, Vavuniya, Batticaloa and Jaffna).

• National Level Advocacy

Various issues discussed at the DEF and Presidents Advocacy Forums for which solutions could not be found at the regional level were referred to the national level authorities through the FCCISL. To address these issues, the Federation along with the National Enterprise Development Authority (NEDA) formed a national level forum based at NEDA. This forum comprises representatives of FCCISL, NEDA, the Ceylon Chamber of Commerce, Business for Peace Alliance, The Asia Foundation, Treasury, etc.



Presentation ceremony of the Chamber Management Guides. From left: Mr. Kosala Wickramanayake-President FCCISL, Dr. P B Jayasundara-Secretary to the Ministry of Finance and Mr. Kumar Mallimaratchi-Vice President FCCISL





Governance Systems and Procedure Development

All constitutions of the regional chambers (RCs) were reviewed and new constitutions were developed incorporating the specific development needs of each chamber in consultation with them. For this purpose, three workshops on “Review of Memorandum of Articles and Responsibilities of Board of Directors” of RCs were held in Kandy, Matara and Colombo for 107 board members and 28 CEOs. The recommendations of the RCs for the draft constitutions were incorporated. RCs in Nuwara Eliya, Mannar, Kalutara and Jaffna (Women) adopted new constitutions in 2009.

The chamber management lays much emphasis on building the capacities of board members and staff of the RCs on good governance practices. To cover governance as well as management aspects of the chambers, 8 comprehensive Chamber Management Guides were developed using the services of experts and in consultation with the RCs.

They are:

- Management Guide for Chamber of Commerce
- Finance Accounting

- General Administration
- Human Resource Management
- Corporate Governance and Ethics
- Quality Assurance
- Public Relations and Communication
- Advocacy Guide

All chambers have uniform accounting and management systems where activities can be compared easily.

Organizational and Professional Capacities Development

Regional chambers were established at different points of time from 1992 to 2009, and so their levels of development are not at the same level. Hence, it was very important to implement a systematic approach in developing chambers by setting proper objectives and directions. Based on the recommendations of the Baseline Study, and also considering the capacity, needs and the potential

of individual chambers as reflected in the survey in 2008, 10 training workshops were conducted for 132 individuals from 29 RCs. After these workshops, business plans were developed for the RCs in consultation with them.

Capacity development of board members and staff has been identified as one of the crucial factors in overall development of RCs. Using both foreign and local resources, 16 training programs, workshops & experience-sharing programs were conducted in Colombo, Kandy, Matara, Galle and Hambantota for 459 participants to develop the professional capacities and competencies of board members and staff. Such programs were based on the Standard Export Development Process and Export Promotions, Development of North & East of Sri Lanka, Recovery Tools in Coping with Economic Downturn, Event Management and Organizing Own Events and Cluster Approach etc.

Networking

Internal systems and procedures are very important for the FCCISL



Workshop on MIS and Web Editing for Regional Chamber CEOs and Information Officers





and regional/district chambers. The Management Information System (MIS) is a key component for services delivery to FCCISL and the RCs. The Membership Management and Business Advisory Software System was developed and installed in all RCs. This system facilitated the development of the organizational setup and database for delivery of Business Advisory Services (BAS) at the national and district levels and created a micro, small and medium scale entrepreneurs' database at the national and district levels. It is comprehensive and has the facility to share membership information and management and business consultancy service information among all RCs. It enables RCs to respond quickly to members' requirements. Members can request services online while chambers can register, select, dispatch and monitor consultants through the system.

A management information system and web editing training program was conducted for 45 participants including CEOs and information officers of RCs on 2nd and 3rd December 2009 at SLIDA.

Image Building

Brand image and identity are important factors for the chamber movement in Sri Lanka. Effective communication tools developed

within the RCs to benefiting the chamber members, business community and the general public in the regions.

The development of brand image for chambers is a very powerful factor in strengthening the membership and service base of RCs. Websites for 26 chambers have been developed and hosted, with all required information to maintain a special identity. Designing and printing of promotional brochures for 15 RCs have been completed, and promotional brochures for 6 other RCs are being processed.

Information Dissemination

The FCCISL Library established in January 2009 introduced a Windows-based Library Management Information System for all functions. Chamber information centres and libraries have also been established in the Galle, Matale and Sabaragamuwa chambers to promote reading, collect information from the business community and encourage them to share their experiences with budding entrepreneurs, business school students, diplomats and foreign delegations who seek business contacts at the district, provincial and national levels, and to provide up-to-date information by linking with local and international organizations.

Cluster Approach for SME Development

Entrepreneurs in clusters are in a strong position to resolve the more

complex issues that confront them. This is the case not only at the domestic, provincial and national levels but also at the international level. RCs also benefit as they can increase their membership by providing a better service to the entrepreneurs in a cluster. To safeguard the interest of the private sector and to promote the RCs, the FCCISL has introduced the Regional Cluster Development Program. The main objectives of the cluster development activities are:

- Strengthen selected clusters, and maximize the production capacities of cluster members
- Facilitate access to finance for clusters through the chambers
- Enhance revenue of cluster members
- Enhance communication between cluster members and decision makers in the government to improve the business environment for SMEs
- Strengthen the lobbying power of the clusters to create linkages
- Minimize unethical business practices in the cluster
- Improve business management knowledge
- Increase chamber membership

On completion of the initial study, 10 RCs in Kalutara, Nuwara Eliya, Trincomalee, Gampaha, Kurunegala,





Kandy (Central), Anuradhapura, Polonnaruwa, Matale and Badulla were selected to implement the cluster approach for 10 sectors. Clusters formed by SMED include the Tourism Cluster in Matale, the Saw Millers Cluster in Kandy and the Rice Millers Cluster in Anuradhapura. The clusters selected by the chambers are the Jewellery Cluster in Nuwara Eliya, the Coir Cluster in Wayamba (Kurunegala), the Ornamental Fish Cluster in Polonnaruwa and the Furniture Cluster in Kalutara. These sectors have been selected based on their importance, promotability, viability and sustainability to ensure an effective and wide impact. Work plans for the clusters were developed as a road map to develop and foster lasting relationships among the cluster actors whilst delivering viable results.

The knowledge and experience gained during the exposure visit by 15 presidents and CEOs of RCs on good practices adopted in India for cluster groups proved useful when forming the cluster groups in Sri Lanka. The FCCISL and SMED are presently negotiating with large corporates to provide linkages and enter into buy-back arrangements with the clusters. A mechanism is being developed with financial institutions to facilitate access to finance for the clusters developed through this program.



Mr. Ruwan Edirisinghe, Chairman/Managing Director RN Constructions (pvt) Ltd. with the Sri Lankan Entrepreneur of the Year 2008 Award

Impact of RCSL Project on Development of Regional Chambers

The RCSL program is expected to create a sustainable regional chamber movement that can cater to the dynamic and challenging needs of the private sector with a professional approach.

It has already achieved the following results:

- Membership increased by 38% from 2008 to 2009 in 29 Regional Chambers
- An increasing trend of members using chamber services during the project period
- Total investment for organizational and professional capacity development of RCs exceeded Rs.100 million under the RCSL project

SRI LANKAN ENTREPRENEUR OF THE YEAR AWARDS

Sri Lankan Entrepreneur of the Year Awards is Sri Lanka's highest national honour to the business community. This prestigious award is unmatched by any other national award. The annual awards scheme is designed to recognize, reward and motivate the county's entrepreneurs to optimize their entrepreneurial skills to reach the highest echelons of achievement with notable benefits to the economy.

This year, the FCCISL organized the event for the 14th consecutive year to honour Sri Lanka's most outstanding entrepreneurs at the provincial and national levels for their invaluable contribution towards the socio-economic development of the country through good business practices and innovative entrepreneurship. The national awards ceremony was held on 27th November 2009 at the BMICH, where 22 entrepreneurs were presented with gold, silver and bronze awards and certificates of merit.





Programme Launch

The Sri Lankan Entrepreneur of the Year programme was launched on 26th June 2009 at Taj Samudra Hotel Colombo with the participation of all sponsors, the FCCISL Board of Directors and council members, leading entrepreneurs and other corporate heads and representatives.

Application and Judging Process

The application form is designed for a 360° evaluation by capturing

entrepreneurial qualities including vision, mission, innovativeness, strategies, business success in terms of financial success and growth, future plans and response to social, environmental and statutory commitments as an entrepreneur. Evaluation was carried out by an eminent panel of judges comprising 12 members representing diverse disciplines, nominated from prestigious institutions from the government and private sector in Sri Lanka. The evaluation process comprises four stages, namely preliminary screening and elimination, desk review, site inspection and individual interviews.

Regional Award Ceremonies

One of the notable aspects of Sri Lankan Entrepreneur of the Year

awards is the section on regional entrepreneurs and awards at the regional level. This year too, five regional award ceremonies were held covering all nine provinces.

Northern Provincial Awards Ceremony

The Northern Provincial Awards Ceremony was held on 9th November 2009 at the Veerasingham Hall in Jaffna. The Commissioner of the Jaffna Municipal Council Mr. M.S. Saravanabava was the chief guest. High ranking government officials and prominent personalities from the private sector also participated. More than 200 invitees attended the ceremony, where 5 entrepreneurs from the small and medium categories were presented awards.



Sri Lankan Entrepreneur of the Year 2008 meets HE Mahinda Rajapaksa, President of Sri Lanka.



Central Provincial Awards Ceremony

This was the second regional awards ceremony, and was held at the Hotel Suisse Kandy on 13th November 2009. It was organized by the Chamber of Commerce and Industry of the Central Province. The Chief Guest was Hon. Sarath Ekanayake, Chief Minister of the Central Province. Around 150 invitees attended the ceremony, where 6 entrepreneurs (including two silver award winners) were presented awards.

North Central and North Western Provincial Awards Ceremony

The North Central and North Western Provincial Awards Ceremony was held at the Three Queens Reception Hall in Chilaw on 17th November 2009. It was organized by the Puttalam District Chamber of Commerce, Industry and Agribusiness. Hon. Neomal

Perera, Deputy Minister of Fisheries and Aquatic Resources was the chief guest, and leading entrepreneurs and government officials were among the distinguished invitees. Three leading entrepreneurs from the North Central Province were recognized and rewarded. Seven entrepreneurs from the North Western Province (including one Gold Award winner, Richard Trading Co. from Kurunegala) were also recognized for their achievements.

Uva, Sabaragamuwa and Eastern Provincial Awards Ceremony

The regional award ceremony of Uva, Sabaragamuwa and Eastern provinces was held on 18th November 2009 at Hotel River Side Badulla. Hon. Dilan Perera, Minister of Ports Development was the chief guest. Five entrepreneurs from the three provinces were awarded for their entrepreneurial achievements (1 from Uva, 3 from Sabaragamuwa and 1 from Eastern Province).

Southern Provincial Awards Ceremony

The regional awards ceremony of the Southern Province was held on 19th

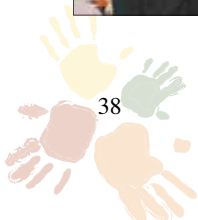
November 2009 at the Koggala Beach Hotel in Galle. The Chief Guest at the event was Mrs. Kumari Balasuriya, the Governor of the Southern Province. More than 150 distinguished invitees representing the private sector, universities and government institutions (including leading entrepreneurs from the Southern Province) witnessed the event, where 6 entrepreneurs received awards for their entrepreneurial achievements.

Western Provincial Awards Ceremony

The regional awards ceremony of the Western Province was held on 24th November 2009 at the Hilton in Colombo. The Chief Guest was the Federal Minister for Science and Technology, Pakistan, Hon. Mohommed Azan Khan Swati. More than 200 distinguished invitees representing the private sector and government institutions (including leading entrepreneurs from the Western Province) were present at the occasion, where 30 entrepreneurs received awards for their achievements.



Sri Lankan Entrepreneur of the Year 2008 - Regional Awards Ceremonies.





Hall of Fame Awards

The Hall of Fame is an endeavour by the FCCISL to honour individuals of noteworthy achievement in their fields of expertise.

The winners of 2008 were rewarded and recognized by their peers and the chambers as creators of true business success stories. They have created a distinct local flavour that has been appreciated, honoured and respected by Sri Lankans for over three generations. In areas ranging from footwear and biscuits to gems and general items, these men have served their country with pride and perseverance whilst passing on their good sense and unblemished integrity to the next generations.

Messrs D Samson Rajapaksa,
Angunugaha Gamage Hinni

Appuhamy, Al Haj N D H
Abdul Caffoor and Deshabandu/
Vishwaprasadini V T V
Deivanayagampillai were honoured for passing on their legacy to a third generation. This is a reflection of the integrity and trust built by them and passed on to their heirs.

Moreover, the brands they have solidly built are synonymous with our country and have brought us international fame. Those brands are loved and cherished by Sri Lankans across the world. Their businesses also have contributed significantly to the GDP of this country.



*Hon. Prof. Tissa Witharana,
Chief Guest delivering his speech at
the Sri Lankan Entrepreneur of the Year
2008 National Awards*



Hall of Fame Award Winners with Hon. Prof. Tissa Witharana, Minister of Science and Technology



FCCISL TRAINING

community, employees and job seekers in different regions of the country.

Main functions of the Unit

- Managing and directing FCCISL Chamber Academies for the skills development of entrepreneurs, employees and job seekers in the regions
- Identifying the gap between the latest management knowledge and the existing knowledge of small and medium level entrepreneurs in the regions and identifying strategies to address it
- Organizing educational exhibitions in the regions to facilitate education and training to promote their products and services among interested parties and simultaneously creating awareness about the latest educational trends among regional youths and their parents
- Deliver/coordinate the education and training programs of state sector organizations in the regions to popularize them and thereby enhance their ability to access quality products
- Develop industry-specific course modules/curricula to cater to the demand by interested parties and the industries
- Train and assist employees and school leavers to obtain gainful employment and contribute towards the reduction of rural poverty

- Retain and invest the untapped expertise of professionals (in the state sector, NGOs and the private sector) in the regions

- Reduce migration of skilled workers from rural areas to the Western Province for better employment and higher studies

- Improve the communication skills of school leavers of rural areas, enabling them to take up professional studies and find gainful employment within the region

FCCISL CHAMBER ACADEMIES (CAs)

Programmes offered by CAs

1. Spoken English for Business

This is a 108 hours (six months) programme designed in collaboration with the Department of Official Languages (DOL) with the introduction of a modern textbook of the FCCISL. A team of instructors have been specially trained with the assistance of the DOL to conduct classes using the FCCISL text book.

Regional entrepreneurs, employees of the private, public and NGO sectors and job seekers are the target groups for this programme.

2. Tamil / Sinhala Language Programmes

This is the first programme organised by the FCCISL in

The FCCISL Training Division was established in the latter part of 1992. Its activities were mostly confined to the Colombo District (except the donor-funded training programmes in the other districts of the country). With the intention of expanding its services to the regions, the regional centre network was established. All the regional centres of the Institute of Business and Industrial Studies (IBIS) were functioned as one of the major units under the Projects and Services Division to upgrade the skills of entrepreneurs and employees of Small and Medium Enterprises (SMEs) while preparing job seekers for employment in the regional commercial sectors.

Non-availability of skilled and professional staff is among the major constraints faced by the regional SMEs. The majority of skilled and professional staff is confined to the Western Province of the country resulting in a slow growth in the SME sector though it contributes to the country's Gross Domestic Product.

Later, all the Institute of Business and Industrial Studies (IBIS) centres were renamed as "FCCISL Chamber Academies" and centralized in the Training Unit, with the core objective of enhancing the familiarity of the academy and its services among the business





collaboration with the DOL.

The Tamil language programmes are conducted in areas with a predominantly Sinhala population and vice versa. The duration of the programme is 108 hours (six months) using the textbook developed by the DOL. Classes are conducted by instructors specially trained by the FCCISL with the technical assistance of the DOL. Implementation of these programmes commenced in 2007 as a peace initiative with a subsidized course fee. It has been decided to continue these programmes on a commercial basis from 2009.

The objectives of these programmes are:

- Improve communication between the Tamil and Sinhala business communities in war-affected districts and border districts
- Improve business communication among entrepreneurs of the North and South
- Prepare youth to sit for Tamil/Sinhala language preliminary level proficiency examinations conducted by the DOL
- Improve the communication skills of employees of private sector organizations.

On completion of these two courses, examinations are conducted by the

DOL and a joint certificate of the DOL and FCCISL is issued to the successful participants.

3. Certificate Course in Computer Application in Business (Cert CAB)

This is an accredited programme implemented by the FCCISL in collaboration with the Institute of Human Resource Advancement - University of Colombo. A memorandum of understanding (MoU) was signed by the FCCISL with the University of Colombo on 11th July 2008 to implement it.

The objective of the programme is to provide facilities for rural underprivileged youth to enter the IT world, through basic computer training in close proximity to their residence, and sit for the examinations conducted by the university.

The computer training institutes are registered at the chambers/IBISs, and existing teaching staff of the private training centres which are registered at the chambers/business schools are trained by the university to enable them to deliver the curriculum developed by the university. At present, basic level programmes are conducted on a pilot basis with the intention of expanding countrywide in 2009.

4. Human Resource Management Programmes

Human Resource Management is a key area to improve the skills

of employees of organizations, and there is a continuous demand for professional programmes in Human Resource Management from supervisory and managerial level employees of private sector companies in the regions. To meet this demand, the FCCISL arranged training programmes in 2008 in collaboration with the Institute of Personnel Management (IPM) and signed a formal MOU on 12th January 2009.

5. Marketing Programmes

Marketing is another key area in private sector development to increase profits and achieve the objectives of private sector organizations. Marketing classes are conducted at the business schools in collaboration with the Sri Lanka Institute of Marketing (SLIM). A formal MOU was signed with SLIM on 3rd March 2009 to conduct SLIM classes in Kurunegala, Kandy, Galle, Gampaha, Chilaw and Vavuniya business schools.

6. Office Management and Secretarial Practice (FCCISL Course)

This course has been designed to familiarize students with the practical inner workings of an office including understanding all aspects of office procedures. Course contents include office organization, specialized management and organization procedures, client relations, team concept, cash handling, stress management, time management, mailing and meeting





procedures and preparation of documents pertaining to a typical office.

7. Practical English (FCCISL Course)

The main aim of this course is to encourage positive attitudes towards learning English via a blended teaching methodology and an extremely learner-friendly environment. The learning experiences provided in this syllabus will assist students to become

competent in English, especially in grammar, reading and writing and to use language techniques effectively in a range of contexts. Familiarity with all mechanics of the language vehicle offers the ability to survive in any situation.

8. Diploma in Applied Organizational Management and Supervisory Skills Development (Dip-in AOMSSD)

This programme is implemented with the funding of the Asian Development Bank through the Ministry of Higher Education to train G.C.E. Advanced Level (A/L) completers from low -income families on career development

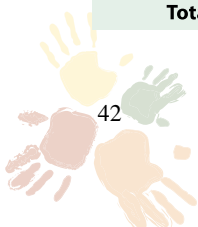
and gainful employment. After successful completion of the training and examinations, trainees are awarded a Diploma in Applied Organizational Management and Supervisory Skills Development. The ultimate objective of the programme is to employ the trainees in private sector companies by the organizations conducting the training.

No of trainees under the programme:

Phase I	250
Phase II	950
Phase III	850
Total	2050

Summary of the Training Programmes

Name of the Programme	Chamber Academies						Total No. of participants
	Kurunegala	Kandy	Galle	Gampaha	Vavuniya	HWC Kalutara	
Spoken English for Business (FCCISL Course)	10	-	-	-	-	-	10
Tamil Language Proficiency (FCCISL Course)	40	-	-	-	-	-	40
Certificate in Office Management (FCCISL Course)	67	-	-	-	-	-	67
Certificate in HRM (FCCISL Course)	47	-	-	-	-	-	47
Certificate in Practical English (FCCISL Course)	27	-	-	-	-	-	27
Back-up English Program	-	-	-	-	-	75	75
IPM – FCHRM	-	-	-	-	16	-	16
IPM – PCHRM	-	-	-	-	12	-	12
IPM- PQHRM	-	156	-	-	-	-	156
IPM – CCHRM	-	-	-	23	-	-	23
SLIM-Certificate in Marketing	16	-	-	12	-	-	28
SLIM- Preliminary Certificate in Marketing	36	-	-	30	-	-	66
Diploma in Applied Organizational Management and Supervisory Skills Development (FCCISL Course)	150	147	150	145	50	40	682
Seminar on Taxation	39	-	-	-	-	-	39
Total	432	303	150	238	125	40	1288





9. Tailor-made Programmes

Special training programmes are designed and conducted at the business schools on the request of chambers, private sector companies and NGOs. Generally, half day to three day seminars and workshops are arranged under this category.

Progress of the Training Activities

The FCCISL Chamber Academies conducted a range of certificate

and diploma courses to groom participants on essential theoretical and practical knowledge required by both the public and private sectors of the country.

Seminars, Workshops and Events organized by the Kurunegala Chamber Academy

Seminars organized by the Kurunegala Chamber Academy

Subject area	No. of participants
• Seminar on Taxation	39
• Seminar on Career Guidance	200
Total	239

Partner Organizations of the Chamber Academies Programme

- National, regional and district chambers and associations
- Institute of Human Resource Advancement (IHRA) - University of Colombo
- Ministry of Higher Education - Distance Education Modernization Project (DEMP)
- Department of Official Languages (DOL)
- Sri Lanka Institute of Marketing (SLIM)

Training Programmes Conducted by the FCCISL in Collaboration with Provincial /District Chambers

Name of the Chamber	Tamil	Sinhala	DAOM & SSD*	Total
Sabaragamuwa Province Chamber of Commerce & Industry	20	-	150	170
Ampara District Chamber of Commerce, Industry & Agriculture	20	-	145	165
Anuradhapura District Chamber of Commerce, Industry & Agriculture	157	-	50	207
Matale District Chamber of Commerce, Industry & Agriculture	20	-	139	159
Moneragala District Chamber of Commerce, Industry & Agriculture	20	-	124	144
Puttalam District Chamber of Commerce, Industry & Agribusiness	18	-	80	98
Batticaloa District Chamber of Commerce, Industry & Agriculture	-	42	-	42
Mannar District Chamber of Commerce, Industry & Agriculture	-	46	-	46
Chamber of Commerce & Industry of Trincomalee District	-	24	44	68
Vavuniya District Chamber of Commerce, Industry & Agriculture	-	18	-	18
Chamber of Commerce & Industry of Uva Province	-	-	83	83
Polonnaruwa District Chamber of Commerce, Industry & Agriculture	-	-	237	237
Hambantota District Chamber of Commerce	-	-	50	50
Matara District Women's Chamber of Commerce & Industry	-	-	50	50
Nuwra Eliya District Chamber of Commerce & Agriculture	-	-	31	31
Sub Total	255	130	1183	1568

* **Diploma in Applied Organizational Management and Supervisory Skills Development**

Another 185 students who got the training were sponsored by the FCCISL to follow the DAOM and SSD





- Institute of Personnel Management (IPM)
- Ministry of Youth Affairs (Youth Corp)

FCCISL Launches Industry - Specific ICT Training

The FCCISL partnered with the Unlimited Potential Partnership (UPP) Programme of Microsoft to offer industry-specific ICT courses through FCCISL Chamber Academics. FCCISL signed an MoU with Infoshare (Gte) Ltd, which is the implementation partner of the UPP Programme.

UPP is a multi-stakeholder initiative committed to workforce development in four specific industries: agriculture, apparel, media and tourism. It brings together leading public and private sector partners. This initiative is a joint collaboration between USAID, Microsoft and the implementing partner, Infoshare.



Mr. Kosala Wickramanayke exchanging the MoU with Ms. Harshi Hewage de Silva, Project Director of UPP Programme for Infoshare

The UPP curriculum aims to enhance the employment prospects of individuals from all over Sri Lanka. The courses will take the students' ICT knowledge above and beyond the basics, from the mere use of computers for word processing and communications to an industry-specific knowledge that will aid them in innovating systems of their own towards greater efficiency and productivity.

HANDWERK CENTRE (HwC)

Handwerk Centres are construction industry-related vocational training institutes. It is a collaborative effort between FCCISL, National Construction Association of Sri Lanka (NCASL) and Handwerkskammer Koblenz, Germany (HwK).

Through this project, two vocational training centres have been set up - in Kalutara for the Western Province and in Thirukkivil for the Eastern Province - with the objective of training construction industry skilled staff in masonry, carpentry, building painting, welding, electrical wiring, air-conditioning and related fields. It also offers opportunities for those

who are already employed in the industry to gain post employment skills upgrading. In addition, the centre provides company-specific training for enhancing capacity and skills development.

All training sessions are designed based on the National Vocational Qualifications of Tertiary and Vocational Education Commission (TVEC) and are in line with the City & Guild requirements. The certificate issued on completion of training is based on performance and competence. It is certified by the apex body in industry and commerce, the FCCISL; the apex body in the construction industry, the NCASL; and the German Handwerkcentre Koblenz as our training is on par with German standards. Further, if they so wish, students can sit for the City & Guilds qualifications as well at the end of the training course.

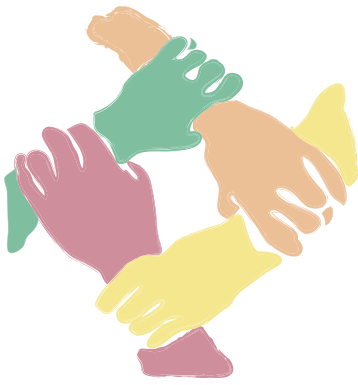
Handwerk Centre Western Province – Kalutara (HwC WP)

Handwerk Centre Western Province (HwC WP) is situated in Dodangoda Road, Malegoda, Payagala, Kalutara.



Welding workshop at HwC-Kalutara





It is the first vocational training centre initiated under this project. It is accredited under TVEC (Reg. No: PO3/0069) and City & Guilds (Reg. No: 844098).

HwC WP has so far trained 350 individuals, including 95 in 2009.

Trade Testing for Welders by the German Welding Society, Handwerkskammer Koblenz and HwC

A trade testing event for welders was organized by the FCCISL in July 2009 with the collaboration of Handwerkskammer Koblenz, Germany (HwK) for the third time. This enabled our welders to get their skills certified by the renowned German Welding Society. Seven trainees successfully completed the test and received certificates from the German Welding Society. Certification facilitates these welders to obtain highly-paid overseas jobs and upgrades their skills and expertise.



A trainee from the Department of Probation and Child Care (inmate of the Halpathota Detention Home) who successfully completed training at the Handwerk Centre in Kalutara and practical training at the construction of the Sports Pavilion at Gemunu Maha Vidyalaya in Netolpitiya in Tangalle is seen receiving his certificate from Dr. Gayangi Heimendahl (Donor of the Project) and FCCISL President, Kosala Wickramanayake.

Corporate Training for Orange Electrical

15 individuals were successfully trained in the 'Industrial Electrician Modular Course for Updating Practicing Electricians', in Kalutara. These trainees are practicing electricians from Orange Electrical "Electricians Club".

Training for Distance Education Modernization Project

The Distance Education Modernization Project (DEMP) funded by the Asian Development Bank (ADB) is an initiative of the Ministry of Higher Education. The DEMP aims to significantly increase access to postsecondary education in Sri Lanka through the development of online distance learning.

Handwerk Centre Kalutara had the opportunity to conduct training for DEMP through the FCCISL. 36 trainees trained under this initiative by HwC Kalutara.

Training for NVQ

The Handwerk Centre is registered under TVEC and conducts training

on par with the National Vocational Qualifications (NVQ). Two individuals were trained at HwC Kalutara and got certified by the TVEC in 2009.

Triple Benefit Project - Involving 14 Inmates of Detention Homes

Dr. Gayangi Heimendahl, fully funded the above project which provided construction industry related training to 14 inmates from the Detention Home in Halpathota and Probation School in Hikkaduwa, selected by the Department of Probation and Child Care of Southern Province.

They successfully completed theoretical training at the HwC Western Province and also actively participated in the construction of the Sports Pavilion of the Gemunu Maha Vidyalaya in Netolpitiya, Tangalle, which provided on-the-job training under the supervision of the technical staff at the pavilion construction site.



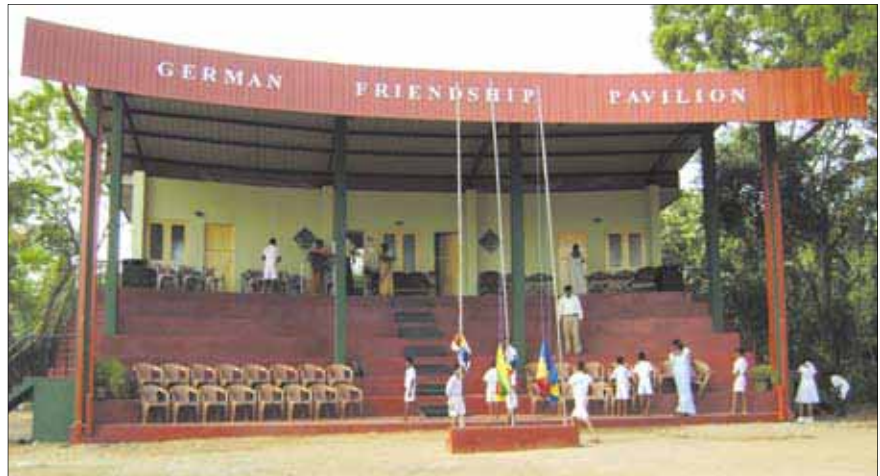


This project facilitated construction industry related training for inmates, provided them with practical orientation for the vocation while increasing employability once they are released and also provided much needed Sports Pavilion for the School.

Handwerk Centre Eastern Province - Thirukkivil (HwC EP)

Handwerk Centre Eastern Province (HwC EP) is situated near Udayasooriyan Ground, Thirukkivil 01. It is the second initiative of the Handwerk Centre project, and is accredited under TVEC (Reg.No: P18/0043) and City & Guilds (Reg. No: 844098).

HwC EP has trained 354 individuals so far, including 135 trainees in 2009.



Netolpitiya Pavilion, which inmates of Probation and Childcare Homes helped to build.

Handwerk Centre Eastern Province works in partnership with the Rhineland Pfalz Project and Handwerkskammer Koblenz, Germany (HwK) to facilitate houses for people in Ampara

The FCCISL carried out a training and housing construction project through “Trainee Driven Methodology” very successfully in the Ampara District in partnership with the Rhineland Pfalz Project and Handwerkskammer Koblenz, Germany (HwK). The Handwerk Centre trained unemployed people from 22 families in Malwatta, who use their abilities and competencies to build their houses by themselves. Ultimately, they get a home to live

in, proper training and skills in the construction field, and a locally and internationally recognized certificate after completing the training, enabling them to pursue a successful livelihood after the project.

The process of the training; institutional training and on-the-job training was provided simultaneously, and at the end the participants achieved the following:

- Skills development in the fields of masonry, carpentry, plumbing and electrical
- A completed house for every participant
- Recognized vocational training certificate after successful completion of training
- Experience in construction of middle-level houses
- Local and foreign employment opportunities in the construction industry



A happy family at Thambinayagapuram village





SPECIAL PROJECTS

Special Projects Division took over responsibilities of the FCCISL CHEER Project.

The Special Projects Division was originally created to handle specialized projects of FCCISL. The Division managed the Business for Peace Initiative (BPI), Handwerk Centres, MetaMart Project and other non routine projects. With the restructuring, the activities came under the purview of the Projects and Services Division, while the

Business for Peace Forum

BPI was the key national endeavour of the FCCISL for fostering peace and harmony through entrepreneurial spirit. BPI which won two international awards in 2008, namely Asian CSR Award and Award for Brand Excellence in Social Marketing, held three Business for Peace Forums in the first quarter of 2009, under the RCSL Project.

Business for Peace Forum (BPI Forum) is a dialog platform for business and peace building issues between the business community and important stakeholders in the peace building efforts of the country. FCCISL selected speakers belonging to different political ideologies representing different political parties, ethnic groups and geographical representations in order to reflect views of all important stakeholders in peace building.



19th BPI Forum
22nd January 2009

Theme
“ Post-Conflict Development in Sri Lanka; role of the World Bank”

Speaker
Dr. (Mrs) Naoko Ishii
Country Director, World Bank, Sri Lanka and Maldives

Chairman / Moderator
Mr. Ranel T Wijesinha
International Management Consultant

Panel
Mr. Mangala Yapa, Managing Director, Colombo Dockyard PLC
Mr. Kushan Kodituwakku, Managing Director, Orange Electric

20th BPI Forum
19th February 2009

Theme
“ Issues and Concerns in Post-Conflict Development of Eastern Province”

Speaker
Hon. Vinayagamoorthi Muralitharan
Member of the Parliament

Moderator
Mr. Gamini Herath
Management Consultant



21st BPI Forum
30th April 2009

Theme
“ Role of the Private Sector in the Post-Conflict Development of the North and East of Sri Lanka”

Speaker
Hon. Douglas Devananda MP
Minister of Social Services and Social Welfare

Chairman / Moderator
Mr. Ranel T Wijesinha
International Management Consultant

Panel
Mr. Hydere A Rehmanjee
Chartered Insurer and former CEO and Director, Union Assurance PLC
Mrs. Crysanthi Thambiah
Deputy General Manager, - Network Management, Hatton National Bank
Mr. N R Gajendran
Partner, Gajma & Co, Chartered Accountants.



Series of BPI 's Business for Peace Forums which commenced on 11th October 2006 ended on a successful note with the completion of the 21st forum.

FCCISL and Oxfam GB join hands to provide assistance during humanitarian emergencies

With the objective of providing a timely and effective response during humanitarian emergencies caused by natural disasters or conflict, the Federation of Chambers of Commerce and Industry of Sri Lanka signed an MoU with Oxfam GB on the 27th of July 2009 in Colombo.

Through this partnership, the organizations agreed to work towards reducing the vulnerability of affected civilians. They will particularly focus on women and children, who are at greater risk

from diseases and discrimination due to unstable situations. To achieve this goal, the partnership would utilize the technical expertise of Oxfam GB and the networks established across the island by FCCISL. The long-term success of this partnership will be ensured by the decades of experience Oxfam GB has in responding to humanitarian emergencies, as well as the large membership of FCCISL (which spans 50 trade and industrial chambers and business associations, collectively representing over 12,500 legitimate business entities).

Under the partnership, Oxfam GB will collaborate with FCCISL and their member organizations to implement activities that reduce the risk of disease and improve the unsanitary conditions in the camps.

Activities agreed upon include FCCISL and member organizations supplying labour and materials for the construction of emergency structures such as toilets, drainage, water supply systems and shelters, and Oxfam GB and their partners providing the necessary technical support. The organizations will also work together to decommission all

emergency structures and clear the area after the emergency response is over.

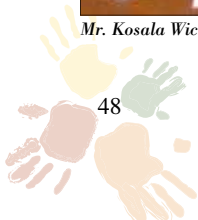
Joint Research and Advocacy Project of FCCISL and Oxfam GB to Promote CSR for Sustainable Development and Poverty Reduction in Sri Lanka

FCCISL entered into a Rs. 5 million grant agreement with Oxfam GB Sri Lanka for the above-mentioned project.

This project seeks to understand how the business community in Sri Lanka views the role of Corporate Social Responsibility (CSR) in wider society; how it is currently engaging in CSR and what the broader impacts of these CSR practices are; and how to galvanise a more strategic uptake of CSR as a poverty reduction tool. Beyond businesses themselves, the project serves a wider, national purpose through its efforts to incorporate Sri Lanka's private sector more strategically in their work, and to promote its potential in supporting sustainable development and poverty reduction.



Mr. Kosala Wickramanayake, President of FCCISL is seen signing the MOU with Ms Joan Summers, Country Director of OXFAM GB Sri Lanka and exchanging the MOU.





The project will explore the role of FCCISL in supporting the private sector to strategize, plan and implement CSR initiatives; and develop the capacity needed by FCCISL to promote CSR practices among the business community.

FCCISL entered into an engagement agreement with KPMG Executive Search (Pvt) Ltd., to conduct the study.

The findings and process recommendations of the research will provide 'business case' and practical (rather than theoretical) guidance for the business community, donor agencies, international and local NGOs and the government to move from discussion to action.

The research findings are to be used as a guide by FCCISL in supporting the private sector to strategize, plan and implement CSR initiatives; and develop the capacity needed

by FCCISL to promote sustainable CSR practices among the business community. The final report from KPMG - Oxford-UK is expected to be released in the latter part of 2010 .

FCCISL extends services to the North and East by partnering with OXFAM in the EU-ACAP Project

FCCISL further extended its services to the North and East when it signed an agreement with Oxfam GB on 12th October 2009 as one of the national implementing partners of OXFAM, in the EU – ACAP 2009/2013 Project (European Union Assistance for Conflict Affected People), fully funded by the European Union.

It would implement the project in association with the district Chambers of Commerce and Industry of Ampara, Batticaloa, Trincomalee, Vavuniya and Mannar with the objective of contributing to the achievement of three key results selected out of the seven overall key results of EU ACAP Project. They are (a) Women and men of IDP families, have capacity to pursue their choice of economic activities to significantly improve their

household income and food security, (b) Producer organisations (especially women managed) have capacity and skills necessary to represent their members effectively and (c) Relationship between different ethnic communities are strengthened.

Named FCCISL CHEER Project (CHAMBER-NETWORK ENGAGEMENT IN ECONOMIC REHABILITATION) , this Rs.266 Million project for 2009/2013 period would work with the national and regional partners of Oxfam.

The National Implementing Partners of OXFAM in the EU-ACAP Project are, Federation of Chambers of Commerce & Industry of Sri Lanka (FCCISL), Centre for Policy Alternatives (CPA), Lanka Jathika Sarvodaya Shramadana Sangamaya (Sarvodaya.)

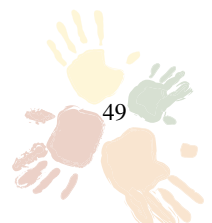
The Regional Implementing Partners of OXFAM in the EU-ACAP Project are Federation of Social Development Organisation (FOSDO), Social Welfare Organisation Ampara District (SWOAD), National Gender and Community Development Organisation (N-GACDO), Eastern Self Reliant Community Awakening Organisation (ESCO), Social Economic Development Organisation of Trincomalee (SEDOT), Sarvodaya (District Offices)

The geographical concentration of the project would be the Districts of Ampara, Batticaloa, Trincomalee, Vavuniya and Mannar with concentration on 90 villages in the East and 60 villages in the North and a total of 35,000 farming households.

The CHEER project would get off the ground in January 2010.



FCCISL President Mr. Kosala Wickramanayake and Oxfam GB Acting Country Director Mr. Rene de Vries at the occasion of signing the agreement.





FCCISL Donor Conference

North and East Back to Business Project concept presented to Donors

With the dawn of peace to Sri Lanka, FCCISL which has a proven track record for resurrecting of enterprises, with specific reference to the Back to Business Project, presented a concept paper on proposed North and East Back to Business Project to the donor community. This is the first such post conflict private sector lead initiative to develop the North and the East.

The event which was held at the Galle Face Hotel on 28th May 2009 attracted key donors including The World Bank, Colombo, UNIDO, USAID, Asia Foundation, Asian Development Bank, Australian High Commission, British High Commission, CIDA,

Embassy of Japan, Embassy of the Republic of Iran, Embassy of the Russian Federation, High Commission of Canada, Embassy of the USA, High Commission of Malaysia were among many donors present,

Addressing the distinguished gathering President Kosala Wickramanayake emphasized the need of the support of the donor community to bring back to business, the North and the East, which have suffered for nearly three decades as result of the conflict.

Presentations were made by Mr. Sam Stembo, Director - Special Projects Division and Mr. Gamini Sarath, Director - RCSL Project

It was agreed to make individual presentations on agreed dates taking into consideration individual donor policies and country strategies.

President and Assistant Secretary General attend SEEP Network Annual Conference in USA

The SEEP Network Annual Conference held in Washington from November 2nd-6th 2009 attracted 617 participants representing 227 organisations from 57 countries. The participants included representatives from Africa, Columbia, Lao, Bangladesh, America and England among others, bringing together a wealth of experience around the globe for a truly global interaction on how micro-enterprise development could strengthen collective global efforts to improve the lives of the world's most vulnerable populations.

Sponsored by CORE Project of USAID and ILO, Mr. Kosala Wickramanayake and Assistant Secretary General Mr. Sam Stembo participated at this event.



(L) Mr. Nimal Karunatilake, Minister (Commercial), Embassy of Sri Lanka in Washington, Ms Brooke Millis, CIPE Program Officer South Asia, FCCISL President Mr. Kosala Wickramanayake and Mr. Sam Stembo Assistant Secretary General FCCISL.





Impressed by the positive work record of FCCISL on MSME development, FCCISL's application for the Membership of SEEP was approved by the Board of SEEP. FCCISL is currently the only member of SEEP in Sri Lanka.

The key lessons from the program in the area of Micro Enterprise Development, were subsequently presented to the representatives of the regional chambers in Colombo.

During the visit Mr. Wickramanayake met with Ms Brooke Millis, Program Officer for South Asia of CIPE (Center for International Private Enterprise) at its Headquarters in Washington on 7th November 2009 and further strengthened ties between FCCISL and CIPE. It was decided that the CIPE officials would

meet up with FCCISL officials in Colombo in early 2010 to decide on the way forward.

Further FCCISL officials extended their discussions with Ms Esperanza Gomez Jelalian, Director, South Asia, Asia Department, International Division of the Chamber of Commerce of the United States of America and discussed matters of mutual interest.

CSR Asia Summit 2009

Running for the 7th time in 2009, the CSR Asia Summit is an annual flagship event of CSR-ASIA, which aims to be the most innovative and challenging conference on CSR in the Asia-Pacific region. Amidst the global economic crisis then, CSR was more important than ever. With the theme "Sustainable Business as the Road to Recovery", the event explored the key CSR issues and strategies to demonstrate leadership in times of turbulence. The topics were focused

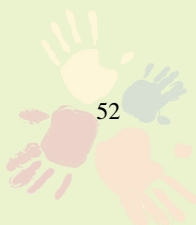
on Asia and brought new insights for businesses, governments, NGOs and other CSR practitioners. Mr. Kosala Wickramanayake, President FCCISL and Mr. K. Nanthakumaran, Head of Finance, Monitoring and Evaluation represented FCCISL in this summit which was held from 27-28 October, 2009 in Kuala Lumpur, Malaysia.

Learning's from this summit, facilitated FCCISL to move with the "Joint Project of Oxfam GB and FCCISL promoting CSR for Sustainable Development and Poverty reduction in Sri Lanka" in a more focused manner.



Mr. Kosala Wickramanayake President FCCISL giving commitment for IT and English Programme to HE Mahinda Rajapaksa, President of Sri Lanka

SMALL AND MEDIUM ENTERPRISE DEVELOPMENT





SMALL AND MEDIUM ENTERPRISE DEVELOPMENT

Introduction

Small and Medium Enterprise Developers (SMED) is a project of the Federation of Chambers of Commerce and Industry of Sri Lanka (FCCISL) in collaboration with the Friedrich-Naumann Foundation (FNF) of Germany. This project was established in 1989 with a view to developing and promoting the Small and Medium Enterprise (SME) sector in the country.

Vision

SMED shall be a 'Centre of Excellence', the leading service provider, facilitator and the voice of Sri Lanka's Small and Medium Enterprise sector.

Mission

To promote and foster business enterprises in Sri Lanka to be professional, ethical, competitive, as well as responsible towards society and the environment, thereby

contributing towards the balanced and sustainable socio-economic development of the nation.

Objectives

SMED was conceived with the objective of developing and promoting a free-market based economy, by improving the efficiency and competitiveness of individual Small and Medium Enterprises, as well as strengthening and empowering organizations which represent the SMEs across all sectors in the country. These objectives are to be achieved through:

- Accelerating industrial/ economic development
- Creating employment and income generating opportunities
- Enhancing export capabilities
- Improving the managerial and marketing capabilities of SMEs.
- Improving safety in the work environment

- Improving quality and productivity
- Protecting the environment

Challenges and Opportunities

In today's globalized economy, the challenges facing businesses are enormous. They cannot remain mere suppliers of goods and services, but should cater to demand by providing suitable solutions developed through the proper blend of product utilities, supporting services and timely delivery at the lowest possible prices. Business competitiveness has shifted from mass production with size and scale based advantages, to 'lean production', where responsiveness, speed and constant re-invention reign supreme.

In this rapidly evolving environment, SMEs are at a competitive disadvantage, in comparison to their larger counterparts. SMED's task is to assist such organizations develop their competitive edge to the highest possible level.



First Lady, Mrs. Shiranthi Rajapaksa at the Hands Lanka Exhibition



1st day Chief Guest of the Hands Lanka Exhibition, Hon. Tikiri Kobbekaduwa, Governor of the Central Province



Functions and Services of SMED since 1989

- Industrial Engineering and Technology Transfer Services
- Energy and Environmental Services
- Enterprise Development Services
- Management and Consultancy Services
- Agribusiness Development Services
- Public-Private Partnership for SME Promotions and Market Linkage Services
- SME Policy, Research and Advocacy Services

PUBLIC - PRIVATE PARTNERSHIP FOR SME PROMOTIONS AND MARKET LINKAGE SERVICES

- **Hands Lanka Exhibition 2009 - Handicraft and Giftware Exhibition**

SMED joined hands with Handwerkskammer Koblenz of Germany, the National Chamber of Handicrafts of Sri Lanka, the Ministry of Industries, Central Province, with the support of the International Finance Corporation

(IFC) and Dialog Telecom, in successfully organizing this Exhibition at the Kandy City Centre from 02nd – 05th August 2009.

The primary focus of this exhibition was to create an open forum where Small and Medium scale handicraft manufacturers could meet expert craftsmen from all over Sri Lanka. The organizing committee comprised the National Design Centre, National Chamber of Handicrafts, Central Province Exporters Chamber, National Crafts Council and the Export Development Board.

‘Soft openings’ were held on all four days of the Exhibition. On the first day (2nd August), Hon Tikiri Kobbekaduwa, Governor of the Central Province, officiated as the Chief Guest. The second day was ‘Tourism Day’, where the Chief Guest was Hon. Faizer Mustapha – Minister of Tourism Promotion. The third day was ‘Gamata Wasanthaya’ where the Chief Guest was Hon. Sarath Ekanayake, Chief Minister - Central Province.

The Chief Guest on the fourth day was Dr. Palitha Kohona, Secretary to the Ministry of Foreign Affairs. On 05th August, the First Lady, Mrs. Shiranthi Rajapaksa, visited the Exhibition.

Partners

- Handwerkskammer Koblenz of Germany
- National Chamber of Handicrafts of Sri Lanka

- Ministry of Industries, Central Province
- International Finance Corporation (IFC)
- Dialog Telecom
- Wijeya Newspapers Ltd

SME Machinery Exhibition 2009

SMED, together with the Ministry of Industrial Development, organized its fourth successful national level exhibition on 07th-09th August 2009 on the theme “Technology for Rural, Micro & SME Development”.

The objective of this Exhibition was to enable the SME sector to enhance its technological capabilities and emerge as an efficient and competitive force in the economy and be ready to face global challenges.

Financial sponsorship for this Exhibition was provided by the Friedrich Naumann Foundation (FNF) and Ministry of Industrial Development.

Associate Partners are;

- Ministry of Rural Industries and Self Employment Promotion
- Ministry of Enterprise Development and Investment Promotion





- Ministry of Science and Technology
- Ministry of Export Development and International Trade

The Associated Newspapers of Ceylon Ltd (ANCL) was the print media sponsor.

SME 2009 Machinery Exhibition, comprising more than 100 stalls from over 75 organizations was a grand success, making an impact among SME developers and policy-makers alike. Hon. Kumara Welgama, Minister of Industrial Development was the Chief Guest at the Inauguration Ceremony on 7th August 2009.

The Exhibition was ceremonially declared open on 8th August 2009 by the Acting Ambassador of the Embassy of the Federal Republic of Germany, Dr. Stefan Weckbach.

Mrs Sagarica Delgoda, Country Representative of the Friedrich

Naumann Foundation – (FNF) also participated.

• Agri, Livestock, Fisheries SMEDEX 2009

Agri, Livestock, Fisheries SMEDEX 2009, one of the most promising and enduring Exhibitions was held from 20th – 22nd November 2009 at the Sirimavo Bandaranaike Exhibition Centre, BMICH.

The Hon. C B Ratnayake, Minister of Livestock Development was the Chief Guest at the inauguration ceremony held on 20th November 2009.

The objective of this Exhibition was to develop human resources and transfer of technology which is suitable for future needs of all the above sectors and to disseminate knowledge and provide advice and guidance on sustainable economic development.

The Exhibition comprised more than 75 stalls and served as a showcase of several agricultural, livestock and fisheries products, new technology, equipment and machinery as well as allied services

while providing investors with a comprehensive outlook of the sector's regional development.

• Asian SME Summit

The Asian SME Summit was held from 6th – 8th August 2009, at the BMICH.

Asian SME Summit was organized as a Public Private Partnership (PPP) initiative of SMED, the Ministry of Enterprise Development and Investment Promotion, Ministry of Foreign Affairs and the National Enterprise Development Authority (NEDA), in association with the Asian Corporation Dialogue (ACD).

Inauguration of the Asian SME Summit 2009 was held on 6th August 2009 at Hotel Ceylon Continental, Colombo. The Chief Guest was Hon. Minister of Foreign Affairs, Rohitha Bogollagama.

The organizers invited four distinguished researchers, namely, Prof. Sunil Mani, India; Ms. Sana Musharraf, Pakistan; Mr. Victor Abainza, Philippines and Ms Raviyim Chaveeksuk from



Dr. Palitha Kohona, Secretary to the Ministry of Foreign Affairs at the Hands Lanka Exhibition



An exhibitor explaining his products to Hon. Kumara Welgama, Minister of Industrial Development



ENTERPRISE DEVELOPMENT SERVICES

• National workshop on Global and SME Value Chains in Sri Lanka

Thailand to present research papers on their findings on SME development. In addition, there were several participants from ACD member countries who presented country papers and success stories on a variety of subjects.

The Summit was a resounding success, with around 25 foreign participants, including those from ACD member countries and 55 local participants.

Friedrich Naumann Foundation (FNF), International Finance Corporation (IFC) and Dialog Telecom PLC rallied around to make this event a success. Rupavahini Corporation and the Associated Newspapers of Ceylon Ltd (ANCL) were the media sponsors of the Summit.

A national workshop was held in Colombo on 30th October 2009 under the framework of the technical assistance of ESCAP on the Business for Development on the theme “Creating an Enabling Environment for South Asian SMEs’ Effective Penetration in Regional and Global Markets”.

The workshop was organized by the national steering committee of Sri Lanka which comprised United Nations Economic and Social Commission for Asia-Pacific (ESCAP), Ministry of Enterprise Development and Investment Promotion, FCCISL and the Faculty of Engineering, University of Moratuwa.

Its main objectives were to:

- Assist in finalizing the country study

- Support in developing realistic and well prioritized national business plans

- Suggest regional measures to promote global and regional value chains

There were approximately 50 participants from various countries representing private, academic and related product sectors.

• Regional SME Value Chains in Sri Lanka

Two-Day Workshop on 1st & 2nd December 2009 at Cinnamon Lakeside, Colombo

SMED organized this event in collaboration with the Ministry of Enterprise Development and Investment Promotion and the University of Moratuwa with the support of ESCAP.

The Workshop consisted of 8 sessions and the presentations were based on the review of the Sri Lankan Industrial Development Strategies, especially on Rubber Products, Electrical/ Electronic Goods, Plastic Products and the cultivation of Coffee and Ginger.



Second day opening of the Machinery Exhibition by Dr. Stefan Weckbach



Mr. Kosala Wickramanayake, President FCCISL lighting the oil lamp at the inauguration of the SMEDEX 2009. Hon. Minister C B Ratnayake, Minister of Livestocks Development looks on





ESCAP's Trade and Investment Division (TID), the implementing agency of this project activity, has appointed the Faculty of Engineering, University of Moratuwa, Sri Lanka, as the consultant for this task with the aim of conducting a national study for Sri Lanka within the perspective of the overall project in developing national action plans for the improvement of its business environment for the facilitation of SME's in reaching regional and global markets through the identification of opportunities in strengthening the SMEs' export potential for a joint action program.

• **Forum on “Strategy under Stress - Managing in a Downturn”**

SMED organized a Forum on 26 May 2009 on the above theme in collaboration with the Chartered Institute of Management Accountants (CIMA) – Sri Lanka, with a view to assisting its members affected by the globe economic crisis. The guest speaker was Mr. Glynn Lowth, the Global President of CIMA.

Synopsis: During times of economic upheaval and low availability of finance, there's a real danger that corporate strategy can take a back seat to survival. But organizations that abandon strategic thinking not only run the risk of undermining



their chances of advancing their business when the economy improves, they also endanger their ability to weather the storm.

Mr. Glynn's speech focused on the importance of having a strategic outlook even during an economic meltdown and how management can address strategy in simple and relevant ways to ensure the future success of their company. Noting that the key to 'strategy under stress is discipline', he drew from his experience in the UK and addressed areas such as strategic positioning, strategic options, strategic implementation and strategic risks.

• **Workshop on Good Governance for Regional Chambers**

Objectives of the Programme

- Build awareness in enhancing Corporate Sector Governance and Business Integrity in Sri Lanka

- Build awareness on Anti-corruption Fundamentals and Business Integrity Concepts at the regional level

- Strengthen networks and build coalitions amongst the corporate sector at the regional level

- Create the foundation in developing a private sector charter of good governance for Federation members

Regional Chambers of Gampaha, Wayamba and Kalutara participated at this workshop.

• **MoU for the Establishment of SMED Cells**

It has been decided to establish SMED Cells in the regional chambers where they will be guided by the SMED in their process through an on-going mentoring service and specific targeted training intervention in business management and marketing,





technical product development and administration.

The SMED cells will offer training programmes to small and medium scale entrepreneurs to improve their skills in accessing market information and business development services.

An MoU was signed on 6th June 2009 for the establishment of SMED Cells at Regional Chambers with FCCISL District Chambers of Commerce, in Galle, Matara and Ratnapura. This was a Project of FCCISL and IFC South Asia Enterprise Development Facility – SAEDF.

• **Regional Industry Cluster Development Programme**

Business clusters were formed at the following Regional Chambers, considering the potential and suitability of the business sectors in their respective areas.

A cluster consisted of entrepreneurs of the same sector in order to find sector-specific solutions for common problems.

Main objectives of this programme are:

- Strengthen selected clusters and maximize the utilization of the production capacity of cluster members

- Enhance communication between cluster members and decision makers in the government to improve the business environment for SMEs
- Strengthening the lobbying power of the cluster to create linkages
- Minimize unethical business practices in the cluster
- Improvement of the knowledge of business management of cluster members

Not only cluster members but regional chambers will also benefit by this programme, as they can increase their membership by providing better services for entrepreneurs.

This is a project under FCCISL Regional Chambers Sri Lanka (RCSL) for the benefit of the Regional Chambers network.

• **Training Programme on SME Promotion Policy**

Training Programme on SME Promotion Policy held on 13th to 28th August 2009 in Korea, organized by the Colombo Plan and Korea International Cooperation Agency (KOICA) and implemented by the Small and Medium Business Training Institute of Korea for 14 participants from 11 member countries. Ms. Renuka Rodrigo, Head of Project SMED represented FCCISL in this programme.

INDUSTRIAL ENGINEERING AND TECHNOLOGY TRANSFER SERVICES

• **Workshop on Technology and Methods used in Silver/Gold/Rhodium Plating**

Project SMED organized a one day workshop on “Technology and Methods used in Silver/Gold/Rhodium Plating of Jewellery for Local and Export Markets”. The workshop provided valuable knowledge on the identification of chemicals used for pre-treatment, preparation of Silver, Gold, Rhodium plating baths and how to solve problems in plating baths.

• **Nanotechnology Workshop Series - Tapping the World of Nanotechnology**

Project SMED in collaboration with the National Science Foundation organized a series of seminars in 2009 to introduce Nanotechnology to Sri Lanka. The first seminar themed on “Tapping the World of Nanotechnology” was held at Galadari Hotel on 18th March 2009.

Prof. Tissa Witharana, Hon. Minister of Science and Technology graced the event as the chief guest.

The second and third seminars of the series were held in the months of May and July.





• Go Green Conference on Plastic and Polythene

Teaming up with Toshiba Corporation, Singapore, John Keells Office Automation (Pvt) Ltd and the Central Environment Authority, Project SMED organized a media conference and seminar on the 'Go Green' Project which was held at the Central Environmental Authority on 26th March 2009.

'Go Green' is an initiative to dispose used original Toshiba toner cartridges in an environmentally friendly manner. The Go Green programme was launched in the year 2004. John Keells Office Automation (Pvt) Ltd was the first company in Sri Lanka to introduce a scientifically proven method for disposing toner cartridges, which would help in preserving the environment. Currently Project SMED has also joined them in educating the general public on the project and its benefits to the environment.

• Technology Transfer Visit to Auckland Chamber of Commerce

SMED joined hands with the Auckland Chamber of Commerce, New Zealand and organized a business delegation on an exposure tour to the Auckland Chamber from 22nd - 29th May with the objective of agribusiness technology transfer and improvements of market linkages.

SME POLICY, RESEARCH AND ADVOCACY SERVICES

• Key Person's Forum

The Key Person's Forum is an event organized monthly by the SMED. The objective of this programme is to provide a dialogue platform for public and private sector entrepreneurs.

Lectures and discussions of each forum are conducted by eminent personalities both in the Public and the Private Sectors in their relevant fields who share experiences and policy perspectives on a face-to-face basis with the Guest Speaker

on topics relevant to those who are interested in SME development. Participation at the Key Person's Forum are of a great advantage for both public and private sector as topics discussed at these monthly fora are timely and relevant to come up with day-to-day business issues.

• Key Persons' Forum Collection of Speeches 2008

All eight speeches of the Key Persons' Forums held during the year 2008 were compiled and presented as a publication on 19th February 2009 at Hotel Galadari. Hon Dr. Sarath Amunugama, Minister of Public Administration and Home Affairs, was the Chief Guest.

The first copy of the book "Key Persons' Forum Collection of Speeches 2008" was presented to Dr Sarath Amunugama by Mrs. Sagarica Delgoda, Country Representative of Friedrich Naumann (FNF), under whose patronage the Key Persons' Forum is held every month.

The first copy of the "Key Persons' Forum Collection of Speeches 2008" being presented to Hon Dr. Sarath Amunugama, Minister of Public Administration and Home Affairs by Mrs. Sagarica Delgoda





January 29
'Corruption: Causes and Impact on Business & Society'
 Hon. Mohan Peiris, PC
 Attorney General



February 26
'How Sri Lanka's Foreign Missions Can Help Develop our Economy'
 Dr. Palitha Kohona
 Secretary, Ministry of Foreign Affairs



March 13
'Training and Supporting Women in Business'
 Ms. Naoko Ishii
 Country Director, The World Bank, SL



March 25
'Role of Ombudsman and How Insurance Holders can be Benefitted and Protected'
 Dr. Wickrema Weerasuriya
 Insurance Ombudsman, Sri Lanka

Key Persons' Forums 2009



May 28
'M-Commerce Policies and Benefits to SMEs'
 Mr. Priyantha Kariyapperuma
 Director General, Telecommunication Regulatory Commission



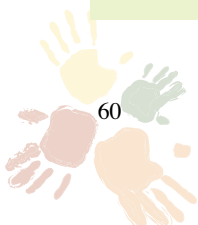
July 30
'Youth & Women Entrepreneurship – Sri Lankan Context'
 Ms. Tine Staermose
 Director, International Labour Organization



September 24
'Making Urban Development Business Friendly'
 Hon. Dinesh Gunawardena
 Minister of Urban Development and Sacred Area Development



December 03
'Post Conflict Challenges of Sri Lanka'
 Hon. Mahinda Samarasinghe
 Minister of Disaster Management and Human Rights





This valuable publication, which is equally important for small and medium developers, as well as those who are engaged in business, is available at SMED.

• **President of the Maldives Meets Sri Lankan SME Sector**

During the visit of HE Mohammed Nasheed, President of the Republic of Maldives and a business delegation from the Maldives to Sri Lanka, small and medium entrepreneurs of the country had a valuable opportunity to meet them. This meeting was organized by Project SMED at the Colombo Hilton on 3rd January 2009. Entrepreneurs of several sectors such as Agribusiness, Fisheries, Packaging, Construction and Travel participated in this event.

Members of the SME sector in Sri Lanka introduced their products to HE the President, and the Business delegation and made arrangements to extend marketing opportunities in the Maldives.

• **Visit of the Members of the Royal Netherlands Embassy**

A group of members of the Royal Netherlands Embassy, New Delhi, India visited Sri Lanka from 23rd to 27th November, 2009. This delegation had a meeting to build up business relationships with local firms operating in fields of agriculture, livestock, horticulture, fisheries, etc., which was open to all sub-sectors in the field of agriculture.

MANAGEMENT AND CONSULTANCY SERVICES

• **Conducting Feasibility Study for GTZ Project Partners in Vavuniya, Batticaloa, Kinniya and Arugam Bay**

The overall objective of the survey was to find the current state of income generating activities of the GTZ partners and prepare a methodology for coaching and training to promote those business activities.

The concept was to improve the economic situation and livelihood in

the selected regions of the conflict and Tsunami affected districts in Ampara, Batticaloa, Trincomalee and Vavuniya.

FCCISL has conducted several capacity building programmes for the partners of GTZ supported projects. Major income generation activities identified by the GTZ project are currently operating in the above districts without proper business coaching.

Therefore, prior to the commencement of appropriate coaching methodology, it was deemed important to know about the current status of the GTZ project partners' potential in developing those businesses such as working according to business plans, achieving targets in businesses, business registration, coordinating with relevant organizations, technology support, access to service providers, present market linkages, etc.

Such information was necessary to streamline coaching programmes for GTZ partners, in order to improve their income generation activities which was to continue as Phase 2 of the earlier program.



HE Mohammed Nasheed, President of the Republic of Maldives (3rd from left) and the business delegation at their meeting with Sri Lankan SMEs in Colombo



• Consultancy on Forming of Omnibus Companies

SMED was assigned by the National Transport Commission (NTC) for consultancies on the following areas;

- Conducting of Awareness Programmes with regard to the formation of Omnibus Companies
- Strategy for the formation of Omnibus Companies, Registration and Implementation as per the requirements of NTC.

- Human Resource Development / Capacity Building of bus company staff and shareholders.

Pilot projects were at Giriulla, Matara, Badulla, Ambalangoda and Kataragama

SMED 20 Year Progress

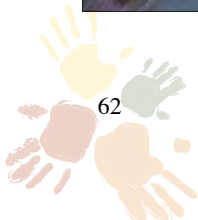
At a briefing presentation on the progress of 2008 activities to SMED Board and Friedrich Naumann Foundation (FNF) during the visit of the Regional Director, Dr. René Klaff in April 2009, a memento was presented to the Regional Director

by Mr. Kosala Wickramanayake, President FCCISL. Mrs. Sagarica Delgoda, Country Representative FNF was also present at this occasion.

As discussed there, a publication named 'SMED 20 Years' Footsteps' will be published in 2010.



Mr. Kosala Wickramanayake, President, FCCISL (4th from right) along with others, offer a helping hand to the Speaker, Hon. W J M Lokubandara to plant the first 'Na' tree at the compound of Speaker's Residence.







INTERNATIONAL AFFAIRS

All international related matters including trade promotion are overlooked by the International Affairs Division.

This division has extensive international connections and is the focal point in Sri Lanka for the:

- SAARC Chamber of Commerce and Industry (SCCI)
- Confederation of Asia Pacific Chambers of Commerce and Industry (CACCI)
- World Association for Small and Medium Enterprises (WASME)
- China Council for the Promotion of International Trade (CCPIT)

Membership of the above international organizations is open to any individual or company from the Sri Lankan business community on the recommendation of FCCISL.

Members are entitled to many privileges. One such benefit is the SAARC visa. On the recommendation of the division, they can obtain permanent multiple SAARC visa on their passports, thus facilitating easy travel to all SAARC nations.

Another important activity is arranging inward and outward trade delegations from numerous countries in order to provide wider interaction for the Sri Lankan business community.

Facilitating foreign trade fair participation is another major activity. In this regard, we arrange Sri Lanka trade delegations to many trade fairs around the world, including the Re-Sale Fair-Karlshru-Germany, Kungming Fair and Canton Fair in China on a regular basis.

The division also performs the signing of MOUs with foreign chambers, thus providing great opportunities for the Sri Lankan business community to derive privileges conducive to smooth transactions.

We also conduct awareness programmes on bilateral and multilateral trade agreements such as SAFTA, ISFTA, PSFTA, GSP+, coupled with lobbying of import and export issues.

The division also intends to embark on the promotion of Foreign Direct Investment (FDI).

Membership Services

- Confederation of Asia Pacific Chamber of Commerce and Industry (CACCI) - Lifetime Membership was introduced
- SAARC CCI membership activities - Lifetime Membership was introduced
- SAARC Forum membership was introduced
- SAARC visa exemption for businessmen was initiated by this division.



Dr. Essam Abdullah Fakhro, Chairman of the Bahrain Chamber of Commerce and Mr. Kosala Wickramanayake, President FCCISL signing the agreement on the Joint Business Council.



Mr. Kosala Wickramanayake, President FCCISL exchanging the MoU with Mr. Mukesh Malhotra President of the Mahratta Chamber of Commerce, Industries and Agriculture, India



Memorandums of Understanding (MoUs) signed between the FCCISL and the International Chambers

- FCCISL with Vietnam Chamber of Commerce, Industry and Agriculture
- FCCISL with Maharatta Chamber of Commerce and Industry
- FCCISL with Bulgaria Chamber of Commerce and Industry
- FCCISL with Baharain Chamber of Commerce and Industry



Meeting with CCPIT Officials at FCCISL

International Workshops and Seminars organized by the FCCISL

No.	Name of Event	Description	Period & Venue	Remarks
01	SAARC Business Leaders Conclave, Colombo	International Conference	22nd & 23rd November 2009 at Hilton Colombo	250 businessmen participated from all SAARC countries
02	SAARC Accreditation Workshop	International Workshop	8th, 9th & 10th June 2009	Jointly organized in collaboration with Sri Lanka Accreditation Board
03	Seminar on Trade Facilitation	International Seminar	19th Aug 2009 at Hilton Colombo.	Jointly organized by SCCI Secretariat Islamabad and FCCISL
04	Seminar on Benchmarking Sri Lanka's Trade Facilitation Systems & Processes	International Seminar	11th – 14th May 2009 at Taj Samudra Hotel, Colombo	Organized in collaboration with Commonwealth Secretariat (COMSEC)
05	International Conference on Benchmarking Trade Facilitation Systems & Processes	International Conference	26th June 2009, at Cinnamon Grand Hotel, Colombo	Organized in collaboration with Commonwealth Secretariat (COMSEC)
06	Training Programme on Standard Export Development Processes	Traning Programme	6th May 2009 at Induruwa Beach Hotel, Bentota	Organized in collaboration with CBI
07	Towards Recovery - Tools in Coping with the Economic Downturn	Workshop	18th -19th June 2009 in Kandy	Organized in collaboration with CBI
08	Seminar on Benchmarking Sri Lanka's Trade Facilitation Systems & Processes	International Seminar	01st September 2009, Taj Samudra, Colombo	Organized in collaboration with Commonwealth Secretariat (COMSEC)



Local Workshops and Seminars Organized by the FCCISL for the Sri Lankan Business Community

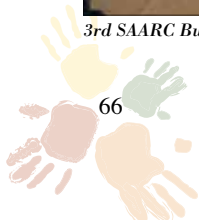
Date	Event	Venue
28th March 2009	Training Programme on Standard Export Development Process	Hotel Hilltop - Kandy
4th April, 2009	Workshop on Growing and Exporting of Anthuriums	Food Life Concepts in Kandy

We Entertained International Trade Delegations from the following Bodies

H. E. High Commissioner of Trinidad and Tobago Trade Promotional Event	9th February 2009
Myanmar Chamber of Commerce and Industry Trade Delegation	3rd August 2009
Pakistani Business Delegation	14th August 2009
Maharatta Chamber of Commerce and Industry Delegation	2nd October 2009
China Council for the Promotion of International Trade (CCPIT) Officials Delegation	14th December 2009
CCPIT Officials and Chinese Tea Trade Delegation	30th December 2009



3rd SAARC Business Leaders Conclave, Colombo





Sri Lankan Trade Missions Overseas organized by the FCCISL

No.	Event	Description	Period
01	Re-Sale Fair, Karlsruhe, Germany	FCCISL has been appointed as the promoter in Sri Lanka for this world famous annual Re-Sale Fair where all kinds of used machinery are sold at low prices.	22nd - 24th April 2009
02	South Asian Commodity Fair, Kungming, China	A Memorandum of Understanding (MOU) was signed between FCCISL and the CCPIT (China Council for Promoting International Trade), organizers of the fair. We led a Sri Lankan business delegation to this fair and they benefited greatly. Accordingly, the FCCISL was appointed as the promoter/agent in Sri Lanka for the next 2 years and also invited to be an organizer of this international trade fair where exhibitors from 36 countries participated.	4th - 10th June 2009
03	HE President Mahinda Rajapakasa's visit of Libya	Eleven - member business delegation was organized by FCCISL .	07th - 11th April 2009



Sri Lankan business delegation with HE Mahinda Rajapaksa, President of Sri Lanka and HE Baghdadi Mahmudi, Prime Minister of Libya at the Prime Minister's Office in Tripoli, Libya



Joint Efforts With COMSEC

The Commonwealth Secretariat (COMSEC) is assisting the Government of Sri Lanka through the Ministry of International Trade and Export Development and the FCCISL to enhance the competitiveness of Sri Lanka's trade facilitation efforts through the provision of technical assistance to assess the country's trade facilitation systems and processes against global best practices and other competitor countries.

FCCISL - CBI Partnership

The FCCISL signed a partnership agreement with the Centre for the Promotion of Imports from Developing Countries (CBI) of the Netherlands to provide exports support services to Sri Lankan businesses involved in exports,

especially for small and medium enterprises.

This agreement is based on the common mission of the two organizations to contribute to trade-led development by strengthening the competitiveness of SMEs and promoting their participation in international trade.

Meeting with Heads of Sri Lankan Missions and Chamber Officials in Dubai

FCCISL participated at the Activity Planning Session with Heads of Sri Lankan Missions in the Middle East, on the invitation by Hon. Rohitha Bogollagama, Minister of Foreign Affairs held in Dubai on 14 & 15 January 2009.

Kosala Wickramanayake, FCCISL President met His Excellency Abdul Rahman Saif Al Ghurair, Chairman, Dubai Chamber of Commerce and Industry, on 18th of January 2009 in Dubai and discussed matters of mutual interest. HE Al Ghurair

assured all help to the Sri Lankan business interests in Dubai as he highlighted the role of Dubai as a major re-export destination for Sri Lankan goods to the region in view of the emirate offering strong infrastructure facilities to all re-exporters while Dubai Chamber facilitated B2B meetings and world-class services to all its stakeholders under its strategic objectives.

FCCISL President highlighted the investment opportunities available in the infrastructure sector as well as the traditional tea market of which Dubai is a substantial re-exporter and the real estate market in Sri Lanka was still holding strong.

The meeting was also attended by HE Hamad Buamim, Director General, Dubai Chamber of Commerce and Industry, HE Nizar Sardast Advisor Dubai Chamber and Sam Stembo, Director, Special Projects of FCCISL and the two sides also exchanged mementoes solidifying their long-term trade ties.



His Excellency Abdul Rahman Saif Al Ghurair, Chairman, Dubai Chamber of Commerce & Industry (Center) Kosala Wickramanayake President FCCISL (L) HE Hamad Buamim, Director General, Dubai Chamber (R)



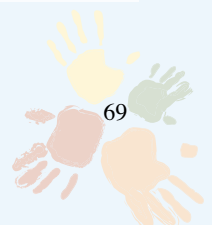


Dissemination of Business Information from Foreign Sources

Disseminating international business information is one of the pivotal functions of this division.

The following information related to business opportunities received from numerous foreign sources connected to this division was disseminated among all affiliated chambers and trade associations of FCCISL, members of SAARC Forum, Sri Lankan members of CACCI and the associates of FCCISL during 2009.

- Business opportunities for Sri Lanka in Colombia
- Global Entrepolis @ Singapore 2009 and the APEC SME Summit 2009
- 4th Session of Bangladesh-Sri Lanka Joint Commission for Economic and Technical Cooperation
- China Apparel Sourcing Tour - 18th - 23rd October 2009
- Visit of Chinese Delegation from CCPIT and the tea sector from Yunnan Province, China
- Invitation CLIKTRONIKA 09 - Lessons from Renewable Energy
- Dhaka International Trade Fair, 1st - 31st January 2010, Dhaka, Bangladesh
- French company searching Sri Lankan suppliers of tea, spices condiments, foodstuff, beverages, jams, coffee and tobacco for niche market (gift packs)
- Intention to import bicycles from Greece
- International Fair in Dhi Qar Province in Iraq from 1st to 5th April 2009
- Netherlands assistance for pipes and process equipment
- PUNE EXPO 2009 - Gateway To Unimaginable Business Opportunities : Theme: Business @ Innovation
- Applications for 1st SAARC CCI Business Excellence Awards - Karachi, Pakistan
- Dhaka International Trade Fair (DITF 2009), Dhaka, Bangladesh, 1st To 31st January 2009
- State Visit of His Excellency the President of Sri Lanka to Sri Lanka Business Forum, Istanbul, Turkey, 4th December 2008
- Furniture business with India
- Information regarding entry visas to Iraq for businessmen and investors
- Entertained proposals/suggestions/comments/inputs on possible/potential areas of business between Sri Lanka and Vietnam.
- Invitation to 23rd CACCI Conference in Yokohama, Japan
- Meeting between the Bulgarian business delegation accompanying the President of Bulgaria to Sri Lanka and Sri Lankan businessmen
- Corrosion & Prevention Management Conference – 2009, Karachi, Pakistan
- A Training Course on Skills for Trade Policy and Negotiations
September 7th – 11th, 2009, Tagaytay City, Philippines
- France – Searching potential suppliers in Sri Lanka
- Trade and investment opportunities from Sri Lanka to Trinidad and Tobago
- WTO notifications issued in January 2009





Participation at International Workshops / Conferences by FCCISL Representatives

- 23rd CACCI Conference in Yokohama, Japan
May 31st- June 1st, 2009
Mr. Kosala Wickramanayake
President of FCCISL
participated at this event
- SAARC Trade Information Project OCM 116 - 17th February 2009
Katmandu, Nepal
- SAARC Trade Information Project OCM 2 - 2nd - 4th April 2009
Bentota, Sri Lanka
- SAARC Trade Information Project OCM 3 - 16th June
Katmandu, Nepal

For the above SAARC events, Mr. Hildon Hamangoda participated in the capacity of SAARC Desk in Charge.

Issuing of Certificates of Origin

FCCISL began issuing certificates of origin from May 2008. From a slow start, the division was able to issue an average of around 1000 certificates per month during the period under review.

We feel confident that our service offers a better value addition. We lay emphasis on providing a quick and efficient service to clients, at very reasonable rates.

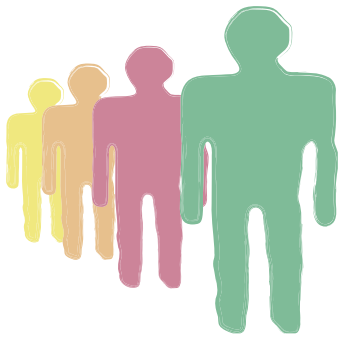
FCCISL together with government officials celebrated the 25th SAARC Charter Day by donating 100 'Na' plants to Viharamahadevi Park. Here Mr. Kosala Wickramanayake President FCCISL, planting a 'Na' plant at the park. Government and FCCISL officials are also seen in the picture.





HUMAN RESOURCE MANAGEMENT AND ADMINISTRATION





HUMAN RESOURCE MANAGEMENT AND ADMINISTRATION

With the implementation of the restructuring programme that came into effect on 1st August 2009, the human resource management and administration functions handled separately by two divisional heads came under the purview of one divisional head.

Areas of responsibility

- Human Resource Management
- Quality Assurance
- General Administration
- Transport
- Building Maintenance and Security
- Training and Development
- Welfare

HUMAN RESOURCE MANAGEMENT

• Structural Changes

At the beginning of 2009, the Federation had 11 divisions, as mentioned below. The heads of divisions were then designated as directors.

- Special Projects
- Regional Chamber Development

- Foreign Trade and Export Promotion
- Project SMED
- Membership Services and CSR
- Finance and Administration
- Human Resource, Training and Study Programmes
- SAARC and International Affairs
- Human Resource Development and Training
- PR and Events
- Information Technology, Media and Communications

Following a decision by the FCCISL Board of Directors, those 11 divisions were strategically reduced to 5 divisions, amalgamating their services with extensive responsibilities to the respective divisional heads, thus avoiding

repetition of divisional activities. The 5 divisions after restructuring are given below.

- Projects and Services
- International Affairs
- HRM and Administration
- Project SMED
- Finance, Monitoring and Evaluation

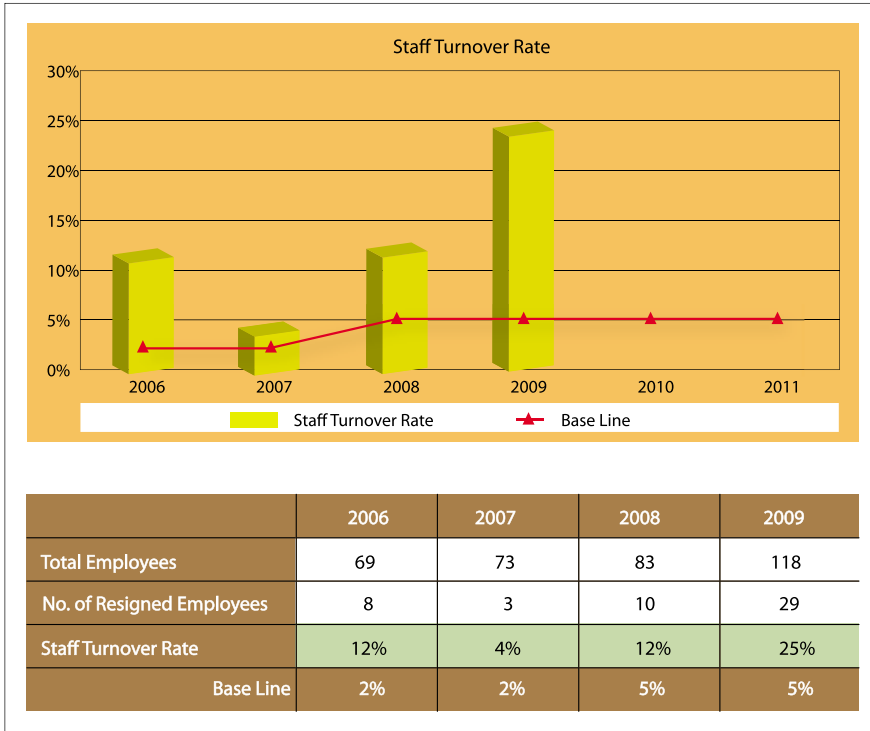
• Staff Satisfaction Survey

A Staff Satisfaction Survey was conducted during September 2009 in accordance with the quality standard requirements. Its prime objective was to identify employee issues such as organizational structure, infrastructure and work environment pertaining to day-to-day operations and provide solutions for those issues.





• **Staff Turnover Rate**



• **Annual Staff Performance Appraisals**

The staff performance appraisal was carried out during the months of October/November 2009.

QUALITY ASSURANCE

The FCCISL has implemented ISO 9001: 2000 and SA 8000: 2001 International Standards since 2008 with the participation of all divisions. Last year, the international organizations authorized to formulate, restructure and coordinate the above standards changed the existing versions to ISO 9001: 2008 and SA 8000:

2008. Hence, the FCCISL had been compelled to shift to the new versions.

• **Conduct of Quality Audit**

During the second surveillance audit carried out on 12th May 2009 by SGS Lanka (Pvt) Ltd., the existing version was transferred to the new version. It is evident that these certifications will strengthen the administrative standards and procedures of the Federation to be in line with international standards and add value to its own commitments.

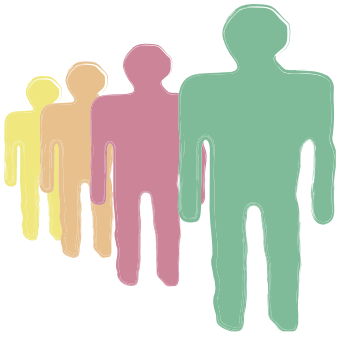
BUILDING MAINTENANCE AND SECURITY

- Through the owners of the premises -“Unity Builders” - water seepage in certain areas of the building were attended to.
- A fairly large new overhead water tank was installed on the rooftop with an automatic cut-off system. The problems caused due to lack of water or overflowing of water were resolved by changing from the manual control system (which has been in place since the inception) to the automatic cut-off system.

TRAINING AND DEVELOPMENT

- As a CSR commitment, two induction training programmes were conducted during the year, initially for 4 new entrants to the Sri Lanka Administrative Service and subsequently for 10 new recruits to the Sri Lanka Planning Service. This was done on a request made by the Sri Lanka Institute of Development Administration (SLIDA).
- Training on the E-sol system was conducted for new employees of FCCISL.
- A “fire drill” was conducted with the assistance of the Sri Lanka Air Force (SLAF) to create awareness on precautionary measures to be taken in case of a fire to safeguard the people and property in the Secretariat Building.





GENERAL ADMINISTRATION

- Working hours

The working hours at FCCISL was reduced by half an hour, establishing the working time from 8.00 am to 5.00 pm.

- Establishment of new divisions

The new divisions created as a result of the restructuring programme were relocated to suit the divisional requirements.

TRANSPORT

- Allocation of responsibilities to the drivers

The drivers were allocated with the responsibility of proper maintenance of all vehicles in the FCCISL fleet.

- Hiring of vehicles from outside

Hiring of vehicles from outside has been gradually reduced to almost a complete halt by September 2009, despite the fact that vehicular movements have peaked due to simultaneous events.

With this move, FCCISL was able to save around Rs.350,000/- during the year after payment of fuel bills to the entire fleet of vehicles.

- Introduction of “Fleet Insurance” system

The fleet insurance system for FCCISL vehicles was introduced, resulting in a saving of around Rs. 200,000/= during the year.

WELFARE

- Staff and family get-together at Excel World in Colombo, with the support of the FCCISL management
- Health insurance scheme
- Employee grievance handling and counselling



*FCCISL Christmas Party 2009
at Excel World, Colombo*



FINANCE, MONITORING AND EVALUATION





FINANCE, MONITORING AND EVALUATION

At the inception, this division of the Federation of Chambers of Commerce and Industry of Sri Lanka had just two members. It has since grown to become one of the most important divisions within the Federation.

The Finance Division assumed responsibility for financial activities, general administration, purchasing systems, introduction of ISO 9001:2008 and SA 8000:2008 and procedure manuals up to May 2009. With the restructuring that took place in July 2009, this Division was made responsible for Monitoring and Evaluation in addition to financial control and purchasing systems.

The inclusion of Monitoring and Evaluation to the Division paved the way to restructure it with a Deputy Head who was in charge of internal audit and control. With this change, the Division was transformed from

a traditional book keeping unit to a management planning and control unit. This change was seen as an important milestone by the Board. It facilitated effective control over implementation of projects and internal control systems.

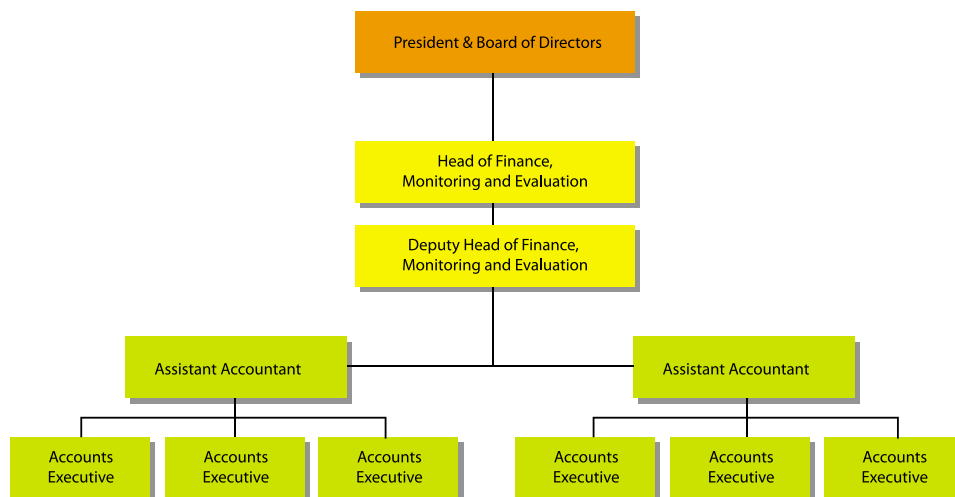
The Division includes four finance professionals who possess the knowledge and competence to offer necessary guidance on matters of finance and internal control. The Division has, from time to time, upgraded the procurement systems, introducing physical assets verification in the FCCISL and regional centres.

It was also responsible for the Federation’s system of internal controls and for reviewing its effectiveness. The system is designed to safeguard assets against unauthorized use or disposal and to ensure that proper records are maintained. It includes all controls covering financial, operational and compliance, as well as risk management.

Other activities that the Division engages in are:

Providing up-to-date management information (which has helped the management in taking timely and effective decisions); controlling overhead costs with the support of the internal control systems; achieving transparency in payments and purchasing procedures; handling inventory control systems and annual assets verification; assisting the biannual and annual external audits; facilitating frequent donor audits; cash flow management; budgetary control; and making timely investments in the money market.

The Structure of the Division





ANNUAL REPORT OF THE BOARD OF DIRECTORS

The Directors of the Federation of Chambers of Commerce and Industry of Sri Lanka, a company limited by guarantee which was incorporated in Sri Lanka under the Companies Ordinance No. 51 of 1938, and thereafter was re-registered under the Companies Act No. 7 of 2007, present their Annual Report of the Board of Directors including the Financial Statements and the Report of the Auditors thereon, for the financial year ended 31st December 2009.

The Financial Statements have been prepared in accordance with the Sri Lanka Accounting Standards as required by the Sri Lanka Accounting and Auditing Standards Act No. 15 of 1995 and the Companies Act No. 7 of 2007.

The Directors wish to inform the members that there has been no change during the accounting period in the nature of the business of the Company. The Company does not have subsidiaries.

FINANCIAL STATEMENTS

Section 168 (1) (b) of the Companies Act requires the Annual Report of the Directors to include Financial Statements of the Company in accordance with Section 151 of the Act.

The requisite Financial Statements of the Company are given on pages 81 to 96 of the Annual Report.

AUDITOR'S REPORT

The Auditor's Report on the Financial Statements is given on page 80 of the Annual Report.

SIGNIFICANT ACCOUNTING POLICIES

The Significant Accounting Policies adopted in the preparation of the Financial Statements are given in Note 1.2.5 of page 85 of the Annual Report. The accounting policies have been applied consistently to all periods presented in these Financial Statements.

INTEREST REGISTER

The Interest Register is maintained by the Company as required by the Companies Act No. 7 of 2007. The relevant information in respect of the financial year under review is set out in Note 25 to the Financial Statements on page 96 of the Annual Report.

DONATIONS

Donations made by the Company during the said financial year amounted to Rs. Nil

DIRECTORS OF THE COMPANY

The Directors of the Company volunteer their time and do not receive any remuneration therefore.

The following were the Directors of the company as at 31st December 2009.

1. Kosala Wickramanayake
(President)
2. Tissa Jayaweera
(Senior Vice President)
3. Anuruddha Kumar Mallimaratchi
(Vice President)
4. Nawaz Rajabdeen
(Immediate Past President)
5. Shangmugam Thambiah
Sinnathurai Arulanathan
6. Ajith Waththuhewa
7. Egallekande Arachchige
Nimal Susiri Perera

The composition of the board changed again on 05th January 2010.





In terms of Article 40 of the Articles of Association of the Company, Egellekande Arachchige Nimal Susiri Perera was retired and Wegapitiya Kattadiyalage Hemachandra Wegapitiya was appointed on 05th January 2010 by the Executive Council of the Federation.

AUDITORS

The Auditors Messrs Kreston MNS & Co. (Chartered Accountants) were paid Sri Lanka Rupees 275, 000.00 for the financial year ended 31st December 2009, as audit fees, by the Company. In addition to the payment of Audit fees, the Auditors were paid Sri Lankan Rupees 55,000.00 for non-audit-related services provided to the Company by them.

- **Particulars of any Relationship (other than that of Auditor) which the Auditor has with or any interests which the Auditor has with the Company**

Based on the declaration made by Messrs Kreston MNS & Co. (Chartered Accountants) and as far as the Directors are aware, the Auditors do not have any relationship or interest in the Company other than what has been disclosed in the preceding paragraph.

By order of the Board

Kosala Wickramanayake
President

Tissa Jayaweera
Senior Vice President

Director
BDO Secretaries (Pvt) Ltd
Secretaries

The Federation of Chambers of Commerce and Industry of Sri Lanka

Dated on this 21st day of October 2010



FINANCIAL REPORTS

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF –

FEDERATION OF CHAMBERS OF COMMERCE AND INDUSTRY OF SRI LANKA

Report on the Financial Statements

We have audited the accompanying Financial Statements of FEDERATION OF CHAMBERS OF COMMERCE AND INDUSTRY OF SRI LANKA which comprise the Balance Sheet as at 31st December 2009, and the Income Statement, Statement of Changes in Equity and Cash Flow Statement for the year then ended, and a Summary of Significant Accounting Policies and other explanatory Notes exhibited on pages 81 to 96.

Board's Responsibility for the Financial Statements

The Board is responsible for the preparation and fair presentation of these Financial Statements in accordance with Sri Lanka Accounting Standards. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of Financial Statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

Scope of Audit and Basis of Opinion

Our responsibility is to express an opinion on these Financial Statements based on our audit. We conducted our audit in accordance with Sri Lanka Auditing Standards. Those Standards require that we plan and perform the audit to obtain reasonable assurance whether the Financial Statements are free from

material misstatement.

An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the Financial Statements. An audit also includes assessing the accounting principles used and significant estimates made by the Board, as well as evaluating the overall Financial Statement presentation.

We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit. We therefore believe that our audit provides a reasonable basis for our opinion.

Opinion

1. Advances - Rs. 9,898,601.38

There were advances given to an individual and the balance outstanding as at 31.12.2009 is Rs. 7,859,791/-.

A complaint had been made with the Criminal Investigation Department (CID) on 11th November 2009 with regard to the recovery of this amount and the CID had filed a case under No. B265/10 at the Magistrate Court, Fort, Colombo citing the individual as respondent. The Case is now in progress.

Hence, there is a doubt as to the recoverability of the amounts given to him as advances. A provision has not been made against possible losses.

2. Sterling Merchant Investments Ltd

Investment - Rs. 629,430.14

Fixed Deposit - Rs. 3,697,902.02

The Chamber has invested a sum of Rs. 4,327,332.16 in Sterling Merchant Investments Ltd (SMIL). SMIL has invested their funds in Pramuka Bank and SMIL is unable to pay the depositors.

Therefore, recoverability of the fixed deposits and share investments in Sterling Merchant Investments Ltd amounting to Rs. 4,327,332.16 is doubtful. A provision has not been made against possible losses.

In our opinion, except for the effect of the matters discussed in the preceding paragraph, so far as appears from our examination, the Chamber maintained proper accounting records for the year ended 31st December 2009 and the Financial Statements give a true and fair view of state of affairs as at 31st December 2009 and its Deficit and Cash Flows for the year then ended in accordance with Sri Lanka Accounting Standards.

Report on Other Legal and Regulatory Requirements

In our opinion, these Financial Statements also comply with the requirements of Section 151 (2) of the Companies Act No. 07 of 2007.

Kreston MNS & Co

Kreston MNS & Co.
CHARTERED ACCOUNTANTS

COLOMBO
26TH AUGUST 2010

Partners:

Ms Y Shrani de Silva, FCA, FCMA
Ms Sivaselvi Balachandran, FCA, FCMA
S Rajanathan, FCA, FCMA (UK)
N K Atukorala, FCA, ACMA
Ms H D S C A Tilakaratne, FCA, ACMA
K I Skandadasan, B Sc (Madras), FCA, ACMA
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Correspondent firm within Grant Thornton International Ltd (Grant Thornton International).
Grant Thornton International and the member and correspondent firms are not a worldwide partnership.

INCOME STATEMENT

FOR THE YEAR ENDED		31.12.2009	31.12.2008
		Rs.	Rs.
	Note		
REVENUE			
Membership Fees	2	1,249,021.47	1,780,203.03
Grant Income		97,826,922.17	218,622,876.82
		99,075,943.64	220,403,079.85
Other Income			
	3	134,646,424.12	134,918,235.82
		233,722,367.76	355,321,315.67
LESS : EXPENSES			
Project & Administrative Expenses		(234,719,724.47)	(364,922,038.68)
Other Expenses		(662,148.26)	(615,141.98)
Finance Cost	4	(236,565.81)	(329,272.99)
Deficit before Taxation	5	(1,896,070.78)	(10,545,137.98)
Income Tax Expense	6	(2,388,008.00)	(3,774,071.00)
Deficit for the year		(4,284,078.78)	(14,319,208.98)

The Notes on pages 85 to 96 form an integral part of these Financial Statements.

Figures in brackets indicate deductions.

BALANCE SHEET

BALANCE SHEET AS AT	Note	31.12.2009 Rs.	31.12.2008 Rs.
ASSETS			
Non-Current Assets			
Property Plant & Equipment	7	74,385,272.65	66,828,193.18
Investments in Shares	8	629,430.14	629,430.14
Fixed Deposits	9	36,547,120.63	96,263,812.99
		111,561,823.42	163,721,436.31
Current Assets			
Inventories	10	72,926.47	71,981.47
Trade & Other Receivables	11	45,278,693.17	29,680,878.27
Investment in Financial Assets	12	17,991,770.71	-
Cash at Bank & in Hand	13	89,189,384.63	18,682,950.94
		152,532,774.98	48,435,810.68
Total Assets		264,094,598.40	212,157,246.99
FUNDS & LIABILITIES			
Funds			
Accumulated Fund			
Unrestricted Funds	14	34,720,512.17	31,369,859.47
Restricted Funds	15	109,705,825.04	93,309,586.17
		144,426,337.21	124,679,445.64
Other Funds	16	47,554,203.02	46,886,125.80
Total Funds		191,980,540.23	171,565,571.44
Non - Current Liabilities			
Deferred Income	17	20,358,877.43	-
Retirement Benefit Obligation	18	4,829,425.00	3,989,375.00
Net Liability to the Lessor	19	-	615,048.63
		25,188,302.43	4,604,423.63
Current Liabilities			
Net Liability to the Lessor	19	615,048.63	701,958.06
Trade & Other Payables	20	27,447,511.31	31,947,937.86
Income Tax Liabilities	21	1,105,503.26	2,133,492.06
Bank Overdrafts	13	17,757,692.54	1,203,863.94
		46,925,755.74	35,987,251.92
Total Funds & Liabilities		264,094,598.40	212,157,246.99

The Notes on pages 85 to 96 form an integral part of these Financial Statements.

I certify that the above Financial Statements are in compliance with the requirements of the Companies Act No. 07 of 2007.



 Head of Finance
 Monitoring & Evaluation

The Board is responsible for the preparation & fair presentation of these Financial Statements.

Approved and Signed for and on behalf of the Board.



 President
 26th August 2010.



 Director

CASH FLOW STATEMENT

FOR THE YEAR ENDED		31.12.2009	31.12.2008
	Note	Rs.	Rs.
CASH FLOW FROM OPERATING ACTIVITIES			
Deficit before Taxation		(1,896,070.78)	(10,545,137.98)
Adjustments :			
Provision for Retiring Gratuity	18	926,675.00	1,250,075.00
Depreciation	7	14,973,513.38	14,781,526.63
Adjustment		113,444.21	-
Finance Cost	4	236,565.81	329,272.95
Profit on Disposal of Property, Plant & Equipment	3	(22,815.00)	
Deferred Income written back		(1,071,519.87)	-
Interest Income	3	(6,293,577.14)	(9,630,135.31)
Operating Income before Changes in Working Capital		6,966,215.61	(3,814,398.71)
(Increase) / Decrease in Inventories	10	(945.00)	(60,925.47)
Trade & Other Receivables	11	(15,904,300.63)	(11,875,332.39)
Increase / (Decrease) in Trade & Other Payables	20	(4,500,426.55)	6,508,971.39
Cash used in Operations		(13,439,456.57)	(9,241,685.18)
Gratuity Paid	18	(86,625.00)	(288,000.00)
Income Tax Paid & W.H.T	21	(3,415,996.80)	(2,993,305.90)
Interest Paid	4	(80,920.95)	(14,446.24)
Net Cash used in Operating Activities		(17,022,999.32)	(12,537,437.32)
CASH FLOW FROM INVESTING ACTIVITIES			
Purchase of Property, Plant & Equipment	7	(22,531,276.85)	(1,845,814.58)
Proceeds from Disposal of Property Plant & Equipment		23,499.00	-
Investment in Fixed Deposits net of Withdrawals	9	59,716,692.36	50,868,629.81
Investment in Financial Assets	12	(17,991,770.71)	-
Interest Received		6,600,062.87	10,625,667.85
Lease Instalments Paid	19	(857,602.92)	(1,365,153.92)
Net Cash from Investing Activities		24,959,603.75	58,283,329.16
CASH FLOW FROM FINANCING ACTIVITIES			
Collection for Funds net of Transfers	17	668,077.22	(30,803.00)
Restricted Funds Received (Net)		23,917,526.14	(57,600,120.70)
Deferred Income Received	17	21,430,397.30	-
Net Cash from / (used in) Financing Activities		46,016,000.66	(57,630,923.70)
Net Increase / (Decrease) in Cash & Cash Equivalents		53,952,605.09	(11,885,031.86)
Cash & Cash Equivalents at the beginning of the period		17,479,087.00	29,364,118.86
Cash & Cash Equivalents at the end of the period	13	71,431,692.09	17,479,087.00

The Notes on pages 85 to 96 form an integral part of these Financial Statements.

STATEMENT OF CHANGES IN EQUITY

FOR THE YEAR ENDED 31.12.2009

	Accumulated Restricted Funds	Unrestricted Funds	Other Funds	Total
	Rs.	Rs.	Rs.	Rs.
Balance as at 31st December 2007	13,578,164.91	45,689,068.45	46,916,928.80	106,184,162.16
Surplus / (Deficit) for the year	-	(14,319,208.98)	-	(14,319,208.98)
Receipts & Adjustments	176,979,682.27	-	274,325.00	177,254,007.27
Transfer to Income Statement	(97,248,261.01)	-	(305,128.00)	(97,553,389.01)
Balance as at 31st December 2008	93,309,586.17	31,369,859.47	46,886,125.80	171,565,571.44
Surplus / (Deficit) for the year	-	(4,284,078.78)	-	(4,284,078.78)
Receipts & Adjustments	100,255,174.70	-	337,600.00	100,592,774.70
Transfer from Payables	-	-	330,477.22	330,477.22
Adjustment	-	113,444.21	-	113,444.21
Transferred from Restricted Fund	(7,521,287.27)	7,521,287.27	-	-
Transfer to Income Statement	(76,337,648.56)	-	-	(76,337,648.56)
Balance as at 31st December 2009	109,705,825.04	34,720,512.17	47,554,203.02	191,980,540.23

NOTES TO FINANCIAL STATEMENTS

1 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

1.1 CORPORATE INFORMATION

Federation of Chambers of Commerce and Industry of Sri Lanka is a Limited Liability Company incorporated on 03.12.1973 under the Companies Ordinance No. 51 of 1938 and re-registered under the Companies Act No. 07 of 2007 and domiciled in Sri Lanka.

The registered office of the Chamber is located at No.53, Vauxhall Lane, Colombo 02.

The Chamber is a Trade Promotion Organisation.

Nature of Operations & Principal Activities :

Creating & maintaining conducive business Environment in the country and assisting individual businesses in their development needs.

- a) Playing proactive role in evolving the Economic Policies of the Nation
- b) Provide solutions to the business community and to suggest pragmatic policies to the Government
- c) Professional approach for evolving quick solutions to economic and industrial issues

1.2. GENERAL

1.2.1 Statement of Compliance

The Financial Statements have been prepared in accordance with Sri Lanka Accounting Standards (SLAS) adopted by the Institute of Chartered Accountants of Sri Lanka (ICASL) and the requirements of the

Companies Act No. 07 of 2007. The Financial Statements for the year ended 31st December 2009 were authorised for issue by the Board on 26th August 2010.

1.2.2 Responsibility for Financial Statements

The Board is responsible for the preparation and fair presentation of the Financial Statements.

1.2.3 Basis of Preparation

The Financial Statements of the Chamber presented in Sri Lanka Rupees have been prepared on accrual basis and under historical cost convention.

1.2.4 Use of Estimates and Judgements

The preparation of Financial Statements in conformity with SLAS requires the Board to make judgements, estimates and assumptions that affect the application of Accounting Policies and the reported amounts of assets, liabilities, income and expenses.

The estimate and underlying assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances the results of which form the basis of making the judgement about carrying amount of Assets and Liabilities that are not readily apparent from other source. Actual results may differ from those estimates and judgemental decisions.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period or in the period of the

revision and future periods if the revision affects both current and future periods.

Judgements made by the Board in application of SLAS have a significant effect on the Financial Statements.

1.2.5 Significant Accounting Policies

The accounting policies set out below have been applied consistently to all periods presented in these Financial Statements.

1.2.6 Comparative Information

Previous year's figures and phrases have been re-arranged, where necessary to, conform to the current year's presentation

1.2.7 Events Occurring after the Balance Sheet Date

All material events occurring after the Balance Sheet date have been considered and where appropriate adjustments to or disclosures have been made in the respective notes to the Financial Statements.

1.2.8 The Board has made an assessment of the Chamber's ability to continue as a going concern in the foreseeable future, and they do not intend either to liquidate or cease operations.

1.3 FOREIGN CURRENCY TRANSACTIONS

The Financial Statements are presented in Sri Lanka rupees, which is the Chamber's functional and presentation currency.

The functional currency is the currency of the primary economic environment in which the Chamber operates.

All foreign exchange transactions are converted to Sri Lanka Rupees, at the rates of exchange prevailing at the time the transactions are effected.

Monetary assets and liabilities denominated in foreign currency are retranslated to Sri Lanka Rupee equivalents at the exchange rate prevailing at the Balance Sheet date. Non-monetary assets and liabilities are translated using exchange rates that existed when the values were determined. The resulting gains and losses are accounted for in the Income Statement.

1.4 TAX

Current Tax

The provision for income tax is based on the elements of the income and expenditure as reported in the Financial Statements and is computed in accordance with the provisions of the Inland Revenue Act No. 10 of 2006 and amendments thereto.

Social Responsibility Levy (SRL)

SRL is payable at the rate of 1.5% on all taxes and levies chargeable as specified in the first schedule of the Finance Act.

Turnover Based Taxes

Turnover based taxes include Value Added Tax (VAT), and Nation Building Tax (NBT) Payable to the Department of Inland Revenue. The Chamber pays such taxes in accordance with the respective Statutes.

1.5 VALUATION OF ASSETS AND THEIR BASES OF MEASUREMENT

Assets classified as current assets on the Balance Sheet are cash and bank balances and those which are expected to be realised in cash during the normal operating cycle or within one year from the Balance Sheet date, whichever is shorter. Non current assets are those which the Chamber intends to hold beyond a period of one year from the Balance Sheet date.

1.5.1 Property, Plant & Equipment

Property, Plant & Equipment are stated at cost less accumulated depreciation and accumulated impairment losses.

The carrying values of Property, Plant and Equipment are reviewed for impairment when events or changes in circumstances indicate that the carrying value may not be recoverable.

All items of Property, Plant & Equipment are initially recorded at cost. The cost of Property, Plant & Equipment includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials and direct labour, any other costs directly attributable to bringing the asset to a working condition for its intended use, and the costs of dismantling and removing the items and restoring the site on which they are located. Where parts of an item of Property, Plant & Equipment have different useful lives, they are accounted for as separate items (major components) of Property, Plant & Equipment.

A revaluation of Property, Plant & Equipment is done when there is a substantial difference between the fair value and the carrying amount of the asset and is undertaken by professionally qualified valuers.

Where items of Property, Plant & Equipment are subsequently revalued, the entire class of such assets are revalued at fair value.

When an asset is revalued, any increase in the carrying amount is credited directly to a revaluation reserve, except to the extent that it reverses a revaluation decrease of the same asset previously recognised in the Income Statement, in which case the increase is recognised in the Income Statement. Any revaluation deficit that offsets a previous surplus in the same asset is directly offset against the surplus in the revaluation reserve and any excess recognised as an expense. Upon disposal, any revaluation reserve relating to the asset sold is transferred to retained earnings.

Items of Property, Plant & Equipment are derecognised upon replacement, disposal or when no future economic benefits are expected from its use. Any gain or loss arising on derecognition of the asset is included in the Income Statement in the year the asset is derecognised.

Depreciation

Provision for depreciation is calculated by using straight-line method on the cost of all Property, Plant & Equipment, other than freehold land, in order to write off such amounts over the estimated useful economic life of such assets.

The estimated useful life of assets are as follows :

Assets	Years
Machinery & Tools	10
Office Equipment	10
Motor Vehicles	4
Furniture, Fixtures & Fittings	5
Computers Equipment	5
Sundry Assets	10
Leased Motor Vehicles	4
Buildings	20

The Chamber's policy upto 31.12.2005 was not to provide depreciation on Property, Plant & Equipment purchased during the year while full year's depreciation was charged in the year of disposal.

Commencing from 1st January 2006, depreciation is provided on all Property, Plant & Equipment from the month the assets are available for use upto the month of disposal.

Commencing from 1st January 2007, depreciation is provided on all Property, Plant & Equipment from the date the assets are available for use upto the date of disposal.

The useful life and residual value of assets are reviewed and adjusted if required, at the end of each financial year.

1.5.2 Subsequent Expenditure

The cost of replacing a part of an item of Property, Plant & Equipment is recognised in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Chamber and its cost can be measured reliably. The carrying amount of those parts that are replaced is derecognised in

accordance with the derecognition policy.

The costs of the day-to-day servicing of Property, Plant & Equipment are recognised in the Income Statement.

1.5.3 Finance Leases

Property, Plant & Equipment on finance leases, which effectively transfer to the Chamber substantially all the risk and benefits incidental to ownership of the leased items, are capitalised and disclosed as finance leases at their cash price and depreciated over the period the Chamber is expected to benefit from the use of the leased assets.

The corresponding principal amount payable to the lessor is shown as a liability. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the outstanding balance of the liability. The interest payable over the period of the lease is transferred to an interest in suspense account. The interest element of the rental obligations pertaining to each financial year is charged to the Income Statement over the period of lease.

1.5.4 Investments

Equity Investments

All quoted and unquoted securities, which are held as Non-Current Investments, are valued at cost. The cost of investment is the cost of acquisition inclusive of brokerage and costs of transaction. The carrying amounts of long term investments are reduced to recognise a decline which is considered other

than temporary, in the value of investments, determined on an individual investment basis.

1.5.5 Impairment of Assets

The Chamber assesses at each reporting date whether there is an indication that an Asset may be impaired. If any such indication exists, or when annual impairment testing for an Asset is required, the Chamber makes an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash generating unit's fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. In assessing value in use, the estimated future Cash Flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Impairment losses recognised in the Income Statement.

An assessment is made at each reporting date as to whether there is any indication that previously recognised impairment losses may no longer exist or may have decreased. Previously recognised impairment losses, are reversed only if there has been an increase in the recoverable amount of the asset. Such increase is recognised to the extent of the carrying amount had no impairment losses been recognised previously.

1.5.6 Inventories

Inventories (Stationery) are stated at cost.

1.5.7 Trade and Other Receivables

Trade and Other Receivables are stated at the amounts estimated to realise.

1.5.8 Cash and Cash Equivalents

Cash and Cash Equivalents comprise cash and bank balances. Bank overdrafts that are repayable on demand and form an integral part of the Chamber's cash management are included as a component of Cash and Cash Equivalents for the purpose of the Statement of Cash Flows.

1.6 LIABILITIES AND PROVISIONS

Liabilities are recognised in the Balance Sheet when there is a present obligation arising from past event, the settlement of which is expected to result in an outflow of resources embodying economic benefits. Obligations payable at the demand of the creditor or within one year of the Balance Sheet date are treated as current liabilities in the Balance Sheet. Liabilities payable after one year from the Balance Sheet date are treated as non-current liabilities in the Balance Sheet.

1.6.1 Defined Benefit Plan - Gratuity

Provision has been made in the Financial Statements for retiring gratuities which may fall due for payment under the Payment of Gratuity Act No. 12 of 1983 in

respect of all employees including those who have less than 5 years continued service.

In order to meet this liability a provision is carried forward in the Balance Sheet, based on a half month's salary as of the last month of the financial year, for all employees for each completed year of service, commencing from the first year of service. The resulting difference between the provision carried forward at the end of a year and the brought forward provision is dealt within the Income Statement.

However, as per the Payment of Gratuity Act No. 12 of 1983 this liability only arises upon completion of 5 years of continued service.

This liability is neither externally funded nor actuarially valued.

1.6.2 Defined Contribution Plans - Employees' Provident Fund and Employees' Trust Fund

All employees are eligible for Employees' Provident Fund Contributions and Employees' Trust Fund Contributions in line with respective Statutes and regulations. The Chamber contributes 12% of gross emoluments of employees to an approved Employees' Provident Fund and 3% of gross emoluments of employees to the Employees' Trust Fund.

1.6.3 Provisions, Contingent Assets and Contingent Liabilities

Provisions are made for all obligations existing as at the Balance Sheet date when it is probable that such an obligation will result in an out flow of resources and

reliable estimate can be made of the quantum of the out flow.

All contingent liabilities are disclosed as a note to the Financial Statements unless the outflow of resources is remote.

All contingent assets are disclosed where inflow of economic benefits is probable.

1.6.4 Trade and Other Payables

Trade and other payables are stated at their cost.

1.6.5 Capital Commitments

Capital commitments of the Chamber are disclosed in the respective Notes to the Financial Statements.

1.7 INCOME STATEMENT

1.7.1 Revenue Recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Chamber and the revenue and associated costs incurred or to be incurred can be reliably measured. Revenue is measured at the fair value of the consideration received or receivable, net of value added taxes. The following specific criteria are used for recognition of revenue.

Grants

The Chamber's policy upto 31.12.2007 was to recognise grants received for specified projects as income on a time basis, based on the expected duration of the projects.

Commencing from 1st January 2008, the Chamber has changed its policy in relation to recognition of grant income as follows :

(a) Unrestricted Funds

Unrestricted funds are those that are available for use by the Chamber at the discretion of the Board, in furtherance of the general objectives of the Chamber and which are not designated for any specific purpose.

Surplus funds are transferred from restricted funds to unrestricted funds in terms of the relevant Donor agreements or with subsequent approval of the Donor.

(b) Restricted Funds

Where grants are received for use in an identified project or activity, such funds are held in a restricted fund account and transferred to the Income Statement to match with expenses incurred in respect of that identified project. Unutilised funds are held in their respective fund accounts and included under accumulated fund in the balance sheet until such time as they are required.

Where approved grant expenditure exceeds the income received and there is certainty that the balance will be received such amount is recognised through debtors in the balance sheet.

Membership Fees

Membership Fees is recognised on an accrual basis.

Interest Income

Interest Income is recognised on an accrual basis.

Rental Income

Rental Income is recognised on an accrual basis over the term of the lease.

Other Gains and Losses

Net gains and losses of a revenue nature arising from the disposal of Property, Plant & Equipment and other Non-Current Assets including investments are accounted for in the Income Statement, after deducting from the proceeds on disposal, the carrying amount of such assets and the related selling expenses.

Gains and losses arising from activities incidental to the main revenue generating activities and those arising from a group of similar transactions which are not material and aggregated, reported and presented on a net basis.

Other Income

Other income is recognised on an accrual basis.

1.7.2 Expenditure

Expenses are recognised in the Income Statement on the basis of a direct association between the cost incurred and the earning of specific items of income.

All expenditure incurred in the running of the Chamber and in maintaining the Property, Plant and Equipment in a state of efficiency has been charged to Income Statement.

Borrowing Costs

Borrowing costs are recognised as an expense in the period in which they are incurred, except to the extent that they are directly attributable to the acquisition, construction or production of a qualifying asset, in which case it is capitalised as part of the cost of the asset.

Finance Cost

Finance cost comprises interest payable on leases and borrowings.

The interest expense component of finance lease payments is recognised in the Income Statement using the effective interest rate method.

1.7.3 For the purpose of presentation of the Income Statement, the “function of expense” method has been adopted on the basis that it represents fairly the elements of Chamber’s performance.

1.8 CASH FLOW STATEMENT

The Cash Flow Statement has been prepared using the “indirect method”.

Interest paid is classified as an operating Cash Flow.

	31.12.2009 Rs.	31.12.2008 Rs.
2 - MEMBERSHIP FEES		
Entrance Fees	10,000.00	5,000.00
Membership Subscription Income	1,239,021.47	1,775,203.03
	1,249,021.47	1,780,203.03
3 - OTHER INCOME		
Reimbursement of Expenses	33,180,383.16	-
Interest Income	6,293,577.14	9,630,135.31
Deferred Income written back	1,071,519.87	-
Advertising income	418,179.62	334,782.62
Foreign Exchange Gain	335.87	81,672.11
Training Programme Income	64,271,538.27	6,147,355.16
Accrued Expenses written back	-	118,640.50
Hiring of Board Room & Multimedia	337,566.57	207,396.70
Application Income	40,312.38	56,173.64
Registration Fees	1,312,853.78	1,060,340.81
Sale of Publications	66,853.92	44,155.00
Stall Reservation Income	-	12,393,904.33
Reimbursement of Expenses by Donors	-	32,284,448.51
Reimbursement for Strengthening internal affairs	-	347,883.52
SAARC Apex Body Income	-	203,181.00
SAARC Trade Fair Income	-	296,419.13
Donations Received	-	21,900.00
Seminar & Workshop Income	171,775.67	2,005,919.62
Shipping Income	-	45,806,940.55
Sponsorship Income	4,378,202.00	7,152,040.87
Exhibition income	-	10,619,384.60
Co-ordination Fees	1,481,453.91	2,746,856.51
Project related Income - MGT	84,185.53	463,086.94
- TECH	1,892,465.81	935,191.32
- EE	98,992.18	4,347.83
Rent Income	-	869.56
Certificate of origin income	1,629,745.16	278,672.46
Consultancy income	89,843.75	577,108.74
Chamber Membership Income	18,000.00	15,000.00
NTC Omnibus Consultancy Income	-	54,539.56
Facilitation Fees	407,677.35	14,434.79
Other Income	417,123.12	670,396.69
Meta Mart	227,189.58	206,209.66
- Trade Link Income	-	-
- E - Banner Income	-	115,217.39
- Job Registration Income	-	23,630.39
Membership Subscription - FORUM	108,795.96	-
Annual Library Membership Fee	2,386.45	-
Share of Business Academy Income	25,000.00	-
Chamber Academy Income	346,942.34	-
SME Exhibition Income - Fisheries Exhibition	2,408,568.93	-
- Machinery Exhibition	1,651,050.02	-
- Handicraft Exhibition	1,442,584.14	-
- Agri Business Exhibition	283,000.00	-
Vehicle Hiring Income	600,000.00	-
SMEDEX Exhibition Income	1,236,597.84	-
Profit on Disposal of Property, Plant & Equipment	22,815.00	-
Asian Summit Income	230,660.50	-
Income - RCSL	508,027.20	-
Subsidiary Income - CAPCCI	749,303.75	-
Project Income	7,140,917.35	-
	134,646,424.12	134,918,235.82

	31.12.2009 Rs.	31.12.2008 Rs.
4 - FINANCE COST		
Lease Interest	155,644.86	314,826.71
Overdraft Interest	80,920.95	14,446.24
	236,565.81	329,272.95

5 - DEFICIT BEFORE TAXATION

is stated after deducting all expenses including :

Auditor's Remuneration -	275,000.00	275,000.00
	55,000.00	55,000.00
Depreciation	14,973,513.38	14,781,526.63
Staff Cost - Salaries, Overtime, etc	45,970,731.51	45,774,904.94
- Defined Contribution Plan Cost - EPF & ETF	4,737,339.34	6,667,034.13
- Defined Benefit Plan Cost - Gratuity	926,675.00	1,250,075.00
Donations	148,370.20	83,625.00
Net Expense from Shipping Services	-	9,602,655.74

6 - TAXATION

Current Income Tax on Ordinary Activities		
On Income for the year	2,388,008.00	3,774,071.00
	2,388,008.00	3,774,071.00

6.1 Corporate Tax

The Chamber is liable for Income Tax under Section 101 (2) of the Inland Revenue Act No. 10 of 2006 on either Investment Income or Trading Income whichever is higher at 20%.

6.2 Reconciliation between Surplus before taxation and current income tax on Ordinary Activities

Trading Income		
Deficit before Tax	(1,896,071.00)	(10,545,138.00)
Expenses Disallowed for Tax	16,898,124.00	17,580,137.00
Capital Allowances	(9,433,535.00)	(9,194,266.00)
Allowable Income	(12,049,478.00)	(10,556,447.00)
Adjusted Loss for the year from Business	(6,480,960.00)	(12,715,714.00)
Interest Income		
Interest Income	11,940,038.00	18,887,771.00
Less : Exempt Interest Income	-	(17,414.00)
Tax Loss Brought Forward	(34,421,293.00)	(21,705,579.00)
Tax Loss for the year	(6,480,960.00)	(12,715,714.00)
Tax Loss Carried Forward	40,902,253.00	34,421,293.00
Taxable Income	11,940,038.00	18,870,357.00
Income Tax on Interest Income	2,388,008.00	3,774,071.00
Provision	2,388,008.00	3,774,071.00

7 - PROPERTY, PLANT & EQUIPMENT

7.1

	Land Rs.	Building Rs.	Office Equipment Rs.	Motor Vehicles Rs.	Furniture & Fittings Rs.	Computer Equipment Rs.	Sundry Assets Rs.	Machinery & Tools Rs.	31.12.2009 Total Rs.	31.12.2008 Total Rs.
Freehold										
Cost										
Gross Book Value as at 1st January	8,560,000.00	23,208,186.78	8,658,044.90	23,117,085.35	13,332,569.60	15,296,135.01	2,615,629.21	15,139,429.69	109,927,080.54	108,081,265.96
Additions 11/1/10	-	21,430,397.30	22,395.50	-	55,000.00	1,006,512.34	16,971.71	-	22,531,276.85	1,845,814.58
Disposals	-	-	(64,770.00)	(43,065.00)	(23,625.00)	-	(6,840.00)	-	(138,300.00)	-
Gross Book Value as at 31st December	8,560,000.00	44,638,584.08	8,615,670.40	23,074,020.35	13,363,944.60	16,302,647.35	2,625,760.92	15,139,429.69	132,320,057.39	109,927,080.54
Depreciation										
As at 1st January	-	1,722,258.01	3,639,650.06	19,328,790.18	8,108,435.85	8,984,167.59	670,459.95	2,829,972.96	45,283,734.60	31,708,679.72
Charge for the year	-	2,231,929.21	704,463.45	3,681,609.00	2,410,869.21	2,970,042.01	253,915.78	1,513,942.97	13,766,771.63	13,575,054.88
Disposals	-	-	(64,770.00)	(43,065.00)	(23,625.00)	-	(6,156.00)	-	(137,616.00)	-
As at 31st December	-	3,954,187.22	4,279,343.51	22,967,334.18	10,495,680.06	11,954,209.60	918,219.73	4,343,915.93	58,912,890.23	45,283,734.60
Net Book Value										
As at 31st December	8,560,000.00	40,684,396.86	4,336,326.89	106,686.17	2,868,264.54	4,348,437.75	1,707,541.19	10,795,513.76	73,407,167.16	64,643,345.94
Leasedhold										
Cost										
Gross Book Value as at 1st January	-	-	-	4,826,967.00	-	-	-	-	4,826,967.00	4,826,967.00
Gross Book Value as at 31st December	-	-	-	4,826,967.00	-	-	-	-	4,826,967.00	4,826,967.00
Depreciation										
As at 1st January	-	-	-	2,642,119.76	-	-	-	-	2,642,119.76	1,435,648.01
Charge for the year	-	-	-	1,206,741.75	-	-	-	-	1,206,741.75	1,206,471.75
As at 31st December	-	-	-	3,848,861.51	-	-	-	-	3,848,861.51	2,642,119.76
Net Book Value										
As at 31st December	-	-	-	978,105.49	-	-	-	-	978,105.49	2,184,847.24
Net Carrying Value										
As at 31st December 2009	8,560,000.00	40,684,396.86	4,336,326.89	1,084,791.66	2,868,264.54	4,348,437.75	1,707,541.19	10,795,513.76	74,385,272.65	-
As at 31st December 2008	8,560,000.00	21,485,928.77	5,018,394.84	5,973,142.41	5,224,133.75	6,311,967.42	1,945,169.26	12,309,456.73	-	66,828,193.18

7.2 The cost of Land & Buildings as at 31.12.2009 is represented as follows :

Land Location	Extent	Value Rs.
Land of Dadalla - Galle	106 perches	3,710,000.00
Land of Dadalla - Galle	100 perches	3,250,000.00
Land of Thirukkivil - Ampara	1 Acre	1,600,000.00
		8,560,000.00
Buildings		
Kalutara Vocational Training Centre constructed on Leasedhold Land in Kalutara		23,208,186.78
Training Centre constructed on land in Thirukkivil *		21,430,397.30
		44,638,584.08

* The building is a donation from Handwerkskammer Koblenz, Germany

8 - INVESTMENTS IN SHARES

	No. of Shares	Cost Rs.	Directors Valuation Rs.
Unquoted Sterling Merchants Investments Ltd.	62,943	629,430.14 629,430.14	629,430.14 629,430.14

Class of shares refers to Ordinary Shares

9 - FIXED DEPOSITS

	31.12.2009 Rs.	31.12.2008 Rs.
Commercial Bank of Ceylon PLC	22,044,218.61	62,875,423.17
DFCC Vardhana Bank	9,805,000.00	9,805,000.00
HNB	-	300,000.00
People's Merchant Bank	-	14,000,000.00
Sampath Bank	1,000,000.00	5,000,000.00
Seylan Bank	-	585,487.80
Sterling Merchants Investments Ltd.	3,697,902.02	3,697,902.02
	36,547,120.63	96,263,812.99

10 - INVENTORIES

Stationery & Others	72,926.47	71,981.47
	72,926.47	71,981.47

11 - TRADE & OTHER RECEIVABLES

Prepayments	1,161,345.19	1,672,980.63
Other Receivables	31,908,939.52	17,176,026.19
Advances & Deposits	12,208,408.46	10,831,871.45
	45,278,693.17	29,680,878.27

12 - INVESTMENT IN FINANCIAL ASSETS

	31.12.2009 Rs.	31.12.2008 Rs.
Treasury Bills		
Commercial Bank - REPO/TSY/2009/190031737	14,000,000.00	-
Sampath Bank - 0209078622	3,991,770.71	-
	17,991,770.71	-

13 - CASH & CASH EQUIVALENTS

Cash at Bank	89,015,329.18	18,622,470.74
Petty Cash	174,055.45	60,480.20
	89,189,384.63	18,682,950.94
Bank Overdrafts	(17,757,692.54)	(1,203,863.94)
	71,431,692.09	17,479,087.00

14 - UNRESTRICTED FUNDS

	31.12.2009 Rs.	31.12.2008 Rs.
Balance on 1st January	31,369,859.47	45,689,068.45
Deficit for the year	(4,284,078.78)	(14,319,208.98)
Adjustment	113,444.21	-
Transferred from Restricted Funds	7,521,287.27	-
Balance on 31st December	34,720,512.17	31,369,859.47

15 - RESTRICTED FUNDS

	Balance on 01.01.2009 Rs.	Funds Received during the year Rs.	Transfer to Income Statement Rs.	Receipts & Adjustments Rs.	Balance on 31.12.2009 Rs.
Regional Chamber of Sri Lanka	88,639,519.03	68,291,000.00	(73,086,514.28)	(7,521,287.27)	76,322,717.48
Corporate Social Responsibility	4,670,067.14	-	(2,865,113.84)	(1,804,953.30)	-
Socio Economic Development for Conflict affected Communities in Sri Lanka	-	33,769,128.00	(386,020.44)	-	33,383,107.56
	93,309,586.17	102,060,128.00	(76,337,648.56)	(9,326,240.57)	109,705,825.04

16 - OTHER FUNDS

	Building Fund Rs.	Corpus Fund Rs.	Research & Consultancy Fund Rs.	IRMP Revolving Fund Rs.	Endowment Fund Rs.	Chamber Development Fund Rs.	Welfare Fund Rs.	Operational Fund Rs.	Chamber Development Fund Rs.	Total Rs.
Balance on 1st January 2009	6,000,000.00	35,264,813.02	539,559.86	283,977.89	2,872,789.08	1,184,518.65	679,250.00	61,217.30	-	46,886,125.80
Receipts	-	-	-	-	-	-	269,600.00	-	68,000.00	337,600.00
Transferred from Payables	-	-	-	-	-	-	-	-	330,477.22	330,477.22
Balance on 31st December 2009	6,000,000.00	35,264,813.02	539,559.86	283,977.89	2,872,789.08	1,184,518.65	948,850.00	61,217.30	398,477.22	47,554,203.02

17 - DEFERRED INCOME

Grant Received during the year	21,430,397.30	-
Less : Deferred Income written back	(1,071,519.87)	-
Balance on 31st December	20,358,877.43	-

The above amount represents the value of the Thirukkivil Training Center, Building which was a donation from Handwerkskammer Koblenz, Germany. The value of the Building amounting to Rs. 21,430,397/30 is based on the value confirmed by the donor. The building was constructed on land purchased by the Federation on 12th September 2007.

The donor has confirmed in his letter of 15th December 2009 that they have “contributed LKR. 21,430,397/30 to the construction of a training center in Thirukkivil, Ampara District, constructed by Kanthy Associates in 2008. Funds were from the German State of Rheinland - Pfalz and channelled through our joint Chamber Development Project”. This is classified under Project & Services.

This amount is being written back to the Income Statement over the useful life of the building. i.e: 20 years from 01.01.2009.

18 - RETIREMENT BENEFIT OBLIGATION	31.12.2009	31.12.2008
	Rs.	Rs.
Gratuity		
Balance on 1st January	3,989,375.00	3,027,300.00
Provision for the year	926,675.00	1,250,075.00
	4,916,050.00	4,277,375.00
Payments made during the year	(86,625.00)	(288,000.00)
Balance on 31st December	4,829,425.00	3,989,375.00
19 - NET LIABILITY TO THE LESSOR	31.12.2009	31.12.2008
	Rs.	Rs.
Lease Liability		
Balance on 1st January	1,514,336.29	2,879,490.21
Amount paid during year	(857,602.92)	(1,365,153.92)
Balance on 31st December	656,733.37	1,514,336.29
Interest In Suspense		
Balance on 1st January	197,329.60	512,156.31
Interest charged to Income Statement	(155,644.86)	(314,826.71)
Balance on 31st December	41,684.74	197,329.60
Net Balance	615,048.63	1,317,006.69
Net lease liability due within one year	(615,048.63)	(701,958.06)
Net lease liability due after one year	-	615,048.63
20 - TRADE & OTHER PAYABLES		
Accrued Expenses	19,020,375.92	19,631,532.06
Other Payables	8,427,135.39	12,316,405.80
	27,447,511.31	31,947,937.86
21 - INCOME TAX LIABILITIES		
Balance on 1st January	2,133,492.06	1,352,726.96
Provision for the year	2,388,008.00	3,774,071.00
	4,521,500.06	5,126,797.96
ESC	(828,764.80)	(287,249.00)
WHT	(952,544.00)	(1,993,056.90)
Notional Tax	(249,976.00)	-
Payments made during the year	(1,384,712.00)	(713,000.00)
Balance on 31st December	1,105,503.26	2,133,492.06

22 - CAPITAL COMMITMENTS

There were no material capital commitments as at 31st December 2009.

23 - CONTINGENT LIABILITIES

There are no contingent liabilities which would require adjustments to or disclosure in the Financial Statements.

24 - EVENTS OCCURRING AFTER THE BALANCE SHEET DATE

No circumstances have arisen since the balance Sheet date which would require adjustments to or disclosure in the Financial Statements.

25 - RELATED PARTY TRANSACTIONS

25.1 - FCCISL received a rent income of Rs. 354, 000.00 during the year 2009 from the International Chamber of Commerce Sri Lanka, on account of sub renting ground floor of the office occupied by the FCCISL. Mr. Tissa Jayaweera is holding the positions of Senior Vice President of FCCISL and Chairman of International Chamber of Commerce Sri Lanka.

25.2 - Transaction with key managerial personnel

Key managerial Personnel include members of the Chamber.

There were no transaction with key managerial Personnel and their close family members during the year, other than what has been disclosed in the Note 25.1.

NOTICE OF MEETING

FEDERATION OF CHAMBERS OF COMMERCE AND INDUSTRY OF SRI LANKA (FCCISL)

Notice is hereby given that the **36th Annual General Meeting** of the Members of The Federation of Chambers of Commerce and Industry of Sri Lanka will be held on **Monday, 15th November, 2010** at **10.30 a.m.** at the Board Room (Level I) FCCISL, Federation House, No. 53, Vauxhall Lane, Colombo 02.

AGENDA

- 36.1 Reading the Notice convening the Meeting.
- 36.2 Confirmation of the Minutes of the 35th Annual General Meeting.
- 36.3 To receive and adopt the Report of the Directors and the Audited Financial Statements of the Company for the Financial Year 01st January, 2009 to 31st December 2009 and the Report of the Auditors thereon.
- 36.4 To appoint Auditors for 2010 and authorize the Directors to fix their remuneration.
- 36.5 Address by the outgoing President.
- 36.6 Confirm the Appointment of the President in terms of the Article 60.
- 36.7 Confirm the Appointment of Senior Vice President in terms of the Article 64.
- 36.8 Address by the Incoming President.
- 36.9 Announcement of Nominations for the Executive Council.
- 36.10 Any other Business of which due notice has been given.

**NOTE : The meeting is being called by a shorter notice in order to comply with the Statutory Regulations.
We trust all the members will agree to the shorter notice.**

By Order of the Board

A member entitled to attend and vote at the meeting is entitled to appoint a proxy (whether a member or not) to attend and vote instead of him. A form of proxy is enclosed with the Report for this purpose and members who are unable to attend are requested to kindly complete and return such form of proxy in due time, in accordance with the instructions noted on the form of proxy.

Sgd.
BDO Secretaries (Pvt) Ltd.
Corporate Secretarial Services.

29th October, 2010.

FORM OF PROXY

The Federation of Chambers of Commerce and Industry of Sri Lanka

We.....

Of

being a member of The Federation of Chambers of Commerce and Industry of Sri Lanka
hereby appoint :

.....

Of.....

as our proxy to vote for us on our behalf at the Annual General Meeting of the Federation to be held on 15th
November, 2010 and at any adjournment thereof.

Signed on this day of.....2010.

.....

Signature of Member

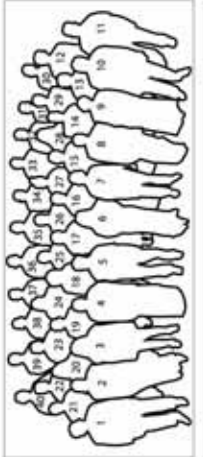
INSTRUCTIONS AS TO COMPLETION

1. Kindly perfect the Form of Proxy, by filling in legibly your full name and address, signing in the space provided, and filling in the date of signature.
2. Please indicate clearly how your proxy is to vote. If no indication is given the proxy in his discretion will vote as he thinks fit.
3. The completed form of Proxy should be deposited at the Registered Office of the Federation, at Level 03, No. 53, Vauxhall Lane, Colombo 02 before 10.30 a.m. on Saturday the 13th November, 2010 being 48 hours before the time appointed for the holding of the meeting.

OUR PEOPLE



1. Chaminda Premaratne 2. Nirosha Amarasekera 3. Upendrieni Senanayake 4. Niranjala Velathanthrige 5. Chandana Wickramarachchi 6. Priyanthi Priyadarshani
7. Chathurika Pindeniya 8. Malka Sudarshani 9. Champika Shyamalee 10. S W B Wijekoon 11. Anura Ediriweera 12. Marky Mahboub 13. Wasana Jayawardena
14. Maureen Liyanage 15. Anusha Ediriweera 16. Ravindi Nawarathna 17. Shyamali Subasinghe 18. Jeewani Kaggoda Arachchi 19. Pavithri Peiris 20. Roshen Weeraratne
21. H A Susantha 22. W J Soosairatnam 23. Carmen Kumaranayake 24. Nandanie Paranamana 25. Rasika Masinghe 26. Roshanara Dias 27. Kasuni Dahanayake
28. M I S Fathima 29. Abeyratne Muthugala 30. Rohan Mendis 31. Emmanuel Tenison 32. N Puwaneswaran 33. Hasitha Jayamaha 34. K Nanthakumaran
35. Daya Bollegala 36. Krishantha Wisenthige 37. S Ilampirainathan 38. Sam Stembo 39. Indika Padukka 40. Rohan Suriyapperuma



CORPORATE INFORMATION

Name of the Company	Federation of Chambers of Commerce and Industry of Sri Lanka
Legal Form	Company Limited by Guarantee
Company Registration No.	GA 446 dated 27/10/2009
Registered Office	Federation House, 53, Vauxhall Lane, Colombo 02, Sri Lanka
Nature of Business	Trade Promotions and Providing Services to the Business Community
Board of Directors	Mr. Kosala Wickramanayake Mr. Tissa Jayaweera Mr. Kumar Mallimaratchi Mr. Nawaz Rajabdeen Mr. S T S Arulanathan Mr. Ajith Wattuhewa Mr. Nimal Perera
Branch Offices	Chamber Academy Kurunegala No. 56, Town Centre Building Mihindu Mawatha, Colombo Road, Kurunegala Chamber Academy Kandy No. 15/A, Siddhi Lebbe Mawatha, Kandy Chamber Academy Vavuniya Sathya Building, 01st Cross Street, Vavuniya Chamber Academy Gampaha 2nd Floor, Gampaha Pradeshiya Saba Building Miriswatte Junction, Mudungoda Handwerk Centre Western Province – Kalutara Dodangoda Road, Malegoda, Payagala, Kalutara Handwerk Centre Eastern Province – Thirukkovil Near Udayasooriyan Ground, Thirukkovil 01 Gampaha District Chamber of Commerce, Industry and Agriculture 2nd Floor, Pradeshiya Saba Complex, Miriswatta Junction, Mudungoda Gampaha
Bankers	Commercial Bank PLC, Seylan Bank PLC, Sampath Bank PLC, People's Bank, Hatton National Bank PLC
Auditors	Kreston MNS & Co – <i>Audit Services</i> 50/2, Sir James Peiris Mawatha, P O Box 210, Colombo 02 P. E. Mathew & Company – <i>Tax Services</i> 94 1/4, York Building, York Street, Colombo 01
Secretaries	Corporate Services (Private) Limited 216, De Saram Place, Colombo 10 BDO Secretaries (Pvt) Ltd – <i>Appointed on 01/10/2010</i> “Charter House”, 65/2, Sir Chittampalam A Gardiner Mawatha Colombo 02
Lawyers	F. J. & G. De Saram Attorneys-at-Law 216, De Saram Place, Colombo 10