



The Right Framework



FCCISL



Federation of Chambers of Commerce
and Industry of Sri Lanka

Annual Report 2010



The Right
Framework



The Right Framework

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 51 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, production, 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 organisation 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 organised private 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 organisations

“The FCCISL has, over the years, earned a reputation as a balanced organisation 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
- Research and Policy Advocacy
- Lobbying and Consultancy
- Industrial Relations and Job Placement
- International Affairs
- Human Resources Development
- Training and Capacity Building
- Membership Services
- Foreign Trade and Investment Promotion
- Networking and Event Management
- Project Management Services
- Global Business Contacts Management/Promotion
- Certificates of Origin (COO) and other Certification

Our Core Competencies

- Wide experience and expertise in diverse fields
- Quality of service
- Continuous government-industry interface for evolving a shared vision on economic matters
- Rallying point for trade diplomacy for promoting regional and global 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
- Institutionalised 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 and industry
- 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



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A Shared Vision



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President's Message

Dear Members,

During the year 2010 the economy of Sri Lanka had a strong and robust growth in all vital sectors as expected in the first full year of post conflict. As expected the Gross Domestic Product (GDP) grew by about 8%, which is significantly higher than the growth rate of 3.5% achieved in 2009. The three vital sectors of economy Agriculture, Industry and Services contributed to this achievement by recording growth rates in excess of 6.5%.

A positive feature of the economy has been the managing of inflation by Central Bank within single digits throughout the year. The point to point inflation rate based on the Colombo Consumer Price Index (CCPI) reached a low of 4.3% in July after which it increased to reach 6.9% by December due to the escalation in international commodity prices and supply shortages in the domestic market. The Annual Average rate

of inflation stood at 5.9% above the 3.4% level recorded for 2009. Sharp increases in the prices of certain essential items at the turn of the year 2011 has caused some anxiety with regard to a possible hike in the inflation rate.

The monetary policy of Central Bank of Sri Lanka has resulted in market interest rates continuing their downward trend throughout the year. This is welcome news to borrowers but it posed a significant challenge to those dependent on interest income. Cushioning the impact of the downward trend of interest rates, the Colombo Stock Exchange grew by a remarkable 96% to emerge as the second best performing market of the world for the second consecutive year.

Federation of Chambers of Commerce and Industry of Sri Lanka as denoted by the financial indicators has not performed as expected for the year under review.

“As expected the Gross Domestic Product GDP grew by about 8%, which is significantly higher than the growth rate of 3.5% achieved in 2009. ”

As members would observe from annual accounts for year 2009 versus 2010 revenue drops are seen as Grant Income has dropped from Rs. 97.82M to Rs. 66.28M. Other Income reducing from Rs. 134.32M to Rs. 58.32M but Membership Fees has increased from Rs. 1.24M to Rs. 4.62M. This is a total reduction of revenue from Rs. 233.33M to Rs. 129.18M or a negative of Rs. 104.15M when compared to 2009. Finance Cost has increased from Rs. 0.23M to Rs. 1.05M. A noteworthy feature is a reduction of Project / Administration / Other Expenses from Rs. 234.84M to Rs. 157.20M. Income versus Expenditure shows a deficit of Rs. 29.06M compared to Rs. 4.67M in 2009.

Since assuming office endeavours were made to re look at the Vision and Mission for FCCISL, make a Corporate Plan, Strategic Plan and a Human Capital Pyramid.

My appreciation to the Board of Directors, the Council and Staff who are endeavouring to steer your Federation back to its glory.

Tissa Jayaweera

President

17th June 2011

Colombo



Immediate Past President's Message



Dear Members,

FCCISL experienced a challenging environment in 2010. Government elections in the first quarter of the year disrupted and overshadowed normal business activities in the country. However, post-election it was business as usual and the peaceful outcome of the elections should provide a long period without political upheavals and surprises, which is a vital requirement for uninterrupted economic growth. The exceptional performance of the economy in the second half of the year offered a tantalizing glimpse into the economic potential of the country.

FCCISL underwent a radical transformation during the year - re-engineering the organisation by putting a new framework in place to overhaul all our systems and processes in a bid to make the organisation more relevant and results-oriented to face fast-evolving economic developments in the country. To

enable this change, we appointed two key individuals who will drive this change across the organization and take the Federation ahead on a new path – the Secretary General/ CEO and the Financial Controller. The new mandate that the Federation has embraced as a thoroughly professional business chamber will have to be spread vertically and horizontally across the organization.

Meanwhile, during the rest of the year we managed to service member chambers and take up issues with relevant authorities leveraging on our close relationship with key policy-makers to achieve our objectives. The financial year proved to be an eventful one, as the Federation was able to conduct almost 90 activities throughout the year despite the changes being implemented in the organization.

“This would perhaps the first-time ever that a business chamber has been involved in the rehabilitation of ex-combatants. We, at FCCISL, feel privileged to have been able to reach out and connect with these youth and offer them a new lease of life by building their livelihood capacity.”

Some of the highlights of business activities in the region were inviting delegations from India, China, Pakistan, Bangladesh and Malaysia down to Sri Lanka for greater business collaboration. We were successful in signing several MoUs with chambers of these countries to enhance mutual business ties and explore emerging business opportunities.

In the capacity of FCCISL President in the first half of 2010, I was able to lead the business delegation accompanying the H.E. the President Mahinda Rajapaksa to Ukraine. The visit was a precursor to the setting up of a Sri Lanka-Ukraine Business Council, which will encourage mutual business ties between entrepreneurs of these two countries.

Further, the Jaffna Trade Fair organized by the Federation in 2010 offered a unique opportunity for people of the north and east to interact directly with investors and policy makers, while the SME forum was able to showcase the country's SME potential to investors. We also participated in making SME policy recommendations for the entire SAARC region, and agreed on some path-breaking policies to encourage growth and interaction of SMEs across the South Asian region.

We were able to negotiate Rs 100 million commitment from India with the assistance from Indian High Commissioner after the Jaffna Trade Fair to rebuild the business premises of traders in Mullaitivu and Kilinochchi districts.

The Federation also accomplished a successful visit to the Kunming Trade Fair in China, for which we took along a delegation of SME entrepreneurs to showcase their potential and assist them in enabling business opportunities with Chinese investors. Moreover, the workshop we conducted to explain new banking policies and regulations was appreciated by participants from leading financial institutions.

Another significant initiative during the year was our involvement in the rehabilitation of ex-LTTE child combatants. We were successful in training 500 of these youth in vocational skills such as welding, masonry, carpentry etc., so that they can form a resource pool for the country's booming construction industry. Specific vocational programmes for female ex-combatants were also held. This would perhaps the first-time ever that a business chamber has been involved in the rehabilitation of ex-combatants. We, at FCCISL, feel privileged to have been able to reach out and connect with these youth and offer them a new lease of life by building their livelihood capacity.

FCCISL leveraged on the International Indian Film Academy Awards (IIFA) held in June 2010 by organizing a business investor forum on the sidelines of the event. Further, our Key Persons Forum too received an overwhelming response and featured keynote speakers such as Secretary to the Treasury, Dr. P. B. Jayasundera; Central Bank Governor, Ajith Nivard Cabraal and Minister of Higher Education, Hon. S. B. Dissanayake with whom participants could interact directly and lobby for policy changes.

In conclusion, I would like to thank everyone at FCCISL for the support and cooperation they extended to me during my tenure as President. It has been a privilege to serve at the helm of this influential organization and make a contribution to economic growth in the country. I am confident that with the right framework that is now in place, the Federation is poised to enter a new chapter in its history.

Kosala Wickramanayake

Immediate Past President

17th June 2011

Colombo

Secretary General's Message



Dear Members,

The year 2010 was a period of transformation for FCCISL. The end of the protracted conflict in Sri Lanka and the country's graduation to Middle Income Country Status (MIDC) altered the patrons' perceptions on donor funded-projects. For FCCISL, largely a donor-fund driven organization, profitability of operations was never a priority, but in the post-war scenario self-sustainability became an imperative.

Responding to this challenge, we took the initiative to put the Right Framework in place in 2010 to drive profitability in each department within the organization. This entailed organisational re-structuring and staff capacity building to bring about enhanced efficiency and increased productivity. A merit-based system has also been introduced. Financial planning, management, monitoring and controls received close attention in the transformation process.

The end of the conflict sent out a clarion call to FCCISL, heralding this to be the right time for us to seize the opportunities that peace had provided to stimulate economic activity in the country. We were quick to note the context of the situation and charted out the Right Framework to drive the economy ahead.

The development of the north and east, which were denied economic growth for decades due to the war situation, was taken on as a priority by FCCISL and we were able to implement many far-reaching initiatives in this newly-liberated region. Our main focus area was the livelihood development of the Internally Displaced Persons (IDPs) in the north and east of the island. FCCISL undertook the CHEER (Chamber-Network Engagement in Economic Rehabilitation) project in the five districts of Ampara, Mannar, Vavuniya,

“The development of the north and east, which were denied economic growth for decades due to the war situation, was taken on as a priority by FCCISL and we were able to implement many far-reaching initiatives in this newly-liberated region.”

Batticaloa and Trincomalee, and was able to put the Right Framework in place to assist IDPs to uplift their livelihood status from farmers and traders, to that of entrepreneurs.

Meanwhile, we continued aggressive efforts to promote the business sector in the north and east with a multi-pronged approach. FCCISL was instrumental in organizing the first-ever Jaffna Trade Fair promoting north-south business cooperation. In a bid to showcase business opportunities in Jaffna to investors from Sri Lanka and abroad, an investor forum was held parallel to the trade fair. This was followed by a similar Fair in Trincomalee. We reopened our Kilinochchi and Mullaitivu regional chambers and these bodies intend to play an active role in the development of the region by supporting the beleaguered business communities in the war-affected regions.

The FCCISL's rejuvenated mandate empowered us to proactively promote cooperation with regional and global chambers of commerce, such as SAARC Chamber of Commerce and Industry (SAARC CCI), Confederation of the Asia Pacific Chamber of Commerce and Industry (CACCI), World Chambers Federation (WCF) and International Chamber of Commerce (ICC). The cooperation with Federations of Chambers of Commerce in South Asian Countries, especially with the Indian counterpart, and the China Council for Promotion of International Trade (CCPIT), was renewed, thus employing the Right Framework to promote international trade and investment.

Overall, the year under review set into place the Right Framework to create a platform for us to achieve our goals in the year 2011 and beyond. This framework will enable us to offer superior value added business development services aimed at creating an enabling business environment in the country, especially for the Small and Medium Enterprises (SMEs). I am confident about our ability to achieve tangible results in the coming days.

I would like to end by expressing my gratitude to each and every staff member for their unstinted support and wish to thank our patrons, the Board of Directors and the Immediate Past President for their guidance and cooperation.

Dr. Thusitha Tennakoon

Secretary General

17th June 2011

Colombo



The Right Framework

Tissa Jayaweera - President **Kumar Mallimaratchi** *MIH* - Senior Vice President **Ajith Wattuhewa** - Vice President
Kosala Wickramanayake - Immediate Past President **Nawaz Rajabdeen** - Past President
ST S Arulananthan J.P. - Director **W K H Wegapitiya** - Director **Shiran Karunaratne** - Director

The Board of Directors



The Board of Directors

Tissa Jayaweera

President

Tissa Jayaweera, a member of the Executive Council since 1996 was inducted the 16th President of the Federation on November 15, 2010. Tissa is currently the Chairman / CEO, Chairman, Director, Vice President, Adviser of many National and Multinational companies. He was the former Chairman / Managing Director, Ceylon Ceramics Corporation, Lanka Ceramic Ltd, Noritake Lanka Porcelain (Pvt) Ltd, Lanka Walltile Ltd, Lanka Tile Ltd, Lanka Refractory Ltd and ITMIN Ltd. He was the Director / alternate Chairman of the Board JAIC Lanka (Pvt) Ltd and represented as alternate Director in many other companies. Tissa is the Present Chairman of the International Chamber of Commerce Sri Lanka, President of the Sri Lanka Bangladesh Business Council, Chairman SMED Advisory Board, Vice President of Sri Lanka Japan Business Council, past President of many Chambers of Commerce and numerous international Organizations represented in Sri Lanka and overseas.

Kumar Mallimaratchi *MIH*

Senior Vice President

Kumar Mallimaratchi, appointed to the FCCISL Board in October 2008 was inducted the Senior Vice President of the Federation of Chambers of Commerce and Industry of Sri Lanka in November 2010. 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 Tourist Hotels Association of Sri Lanka, Chairman of Ceylon Hotels Corporation and several quoted companies. He is the present Chairman and Managing Director of Leisure Solutions Plus and a Director of United Hotels. He is also a Board Member of SMED and member of Statutory Accounting Standards Committee of the Institute of Chartered Accountants of Sri Lanka.

Ajith Wattuhewa

Vice President

Ajith Wattuhewa was appointed to the Federation Board in 2008 and inducted the Vice President in December 2010. 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 specialisation in tyre retreading and fibre glass boat building from the University of Moratuwa. With

over 15 years experience in chamber activities, Ajith initiated the formation of Kalutara and Gampaha district chambers and the provincial chamber in Uva. He was the Founder Chairman of Chamber of Commerce and Industry of Uva Province in 1996 and presently serves on the Chamber Board as the founder Chairman.

Kosala Wickramanayake

Immediate Past President

Kosala Wickramanayake is the Immediate Past President of the FCCISL. He served as the President of the Federation for two years from September 2008 to November 2010 and has served in the Executive Council of FCCISL since 1995. Kosala is a graduate of Economics and Business Administration from the USA. He was a Past President of the American Alumni Association. He has 37 years experience in the chamber movement since he joined the Chamber of Small and Medium Industries in 1974 and became the President in 1996. Kosala is the Vice President of SAARC Chamber of Commerce and Industry and a member of the SMED Board. He is the 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.

Nawaz Rajabdeen

Past President

Nawaz Rajabdeen who served as the President of the Federation for 03 years from 2005 to 2008 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 United Nations Industrial Development Organisation (UNIDO) and Member of the FCCISL and SMED Boards. He is a 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).

(Nawaz Rajabdeen retired from the Board w.e.f. November 15, 2010)

S T S Arulanathan J.P.*Director*

S T S Arulanathan was appointed to the Board in 2008 and has been a senior member of the Executive Council of the Federation for over 17 years since 1993. He started his professional career 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 49 years of management experience in hardware, hotels and the social services sectors. Arulanathan 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.

W K H Wegapitiya*Director*

W K H Wegapitiya was appointed to the FCCISL Board on January 5, 2010 by the Executive Council of the Federation and he is the Founder and Executive Chairman of Laugfs Holdings Ltd and its eighteen subsidiaries. He holds B.Sc. Business Administration – Special Degree from the University of Sri Jayawardenapura and completed his MBA from the Post Graduate Institute of Management (PIM) affiliated to the same University. He holds a certificate in Energy Management from the University of Oxford, England. Wegapitiya is the Immediate Past Chairman of the Chamber of Young Lankan Entrepreneurs, an Executive Committee Member of the Ceylon Chamber of Commerce and a Board Member of Sri Lanka Accounting and Auditing Standards Monitoring Board (SLAASMB). He has been felicitated on a number of occasions for Entrepreneurship both locally and abroad and adjudged as the Sri Lankan Entrepreneur of the year 2006 with the Platinum Award by FCCISL.

Shiran Karunaratne*Director*

Shiran Karunaratne was newly appointed to the Board by the Executive Council of the Federation and represents regional chambers on FCCISL Board. He pioneered the formation of Puttalam District Chamber of Commerce, Industry and Agribusiness in 2006 and was the Founder President of the Chamber. He was appointed as a representative to the advisory committee for giftware, toys and lifestyle products sector of the Sri Lanka Export Development Board. Also he was the Vice President of the International Christian Chambers of Commerce for Sri Lanka (ICCC) from 1993-96. He pioneered the development of "Cert-CAB" computer course for Puttalam District Chamber in partnership with the Colombo University – IHRA bringing University education to the District. It is now being conducted by many regional chambers of the country. Shiran is the Managing Director of Gospel House Handicrafts Ltd, a fully export oriented organisation manufacturing wooden toys and games.

(Shiran Karunaratne was appointed to the Board w.e.f. November 15, 2010)

The Secretary General

Dr. Thusitha Tennakoon *B.Sc., Ph.D.*

Dr. Thusitha Tennakoon completed a distinguished career stint of almost a decade (from July 2000 to Nov. 2009) as the Chief Executive Officer and the Director of Studies/Research of the prestigious Bandaranaike Centre for International Studies (BCIS), Colombo, Sri Lanka. In his official capacity he was the Secretary to the Council of Management of the BCIS, Finance & Management Committee and the Board of Academic Affairs. He also served as a member of the Editorial Board of the BCIS Journal titled 'International Relations in a Globalising World' published by SAGE, New Delhi from 2003 to 2008.

Dr. Tennakoon is the Founder Chairman of the Sri Lanka One-Text Initiative (2004 – 2007) and a member of the Board of Directors (2008 – 2009), Founder member of the Board of Directors of the Info-Share (Guarantee) Ltd (2004-2005) and Founder member of the Board of Directors of the South Asia Peace Institute (2004 – 2006). He was also a member of the Steering Committee of the Regional Network of Strategic Studies Centers (RNSSC) covering North Africa, Middle East and South Asia, sponsored by the Near-East South Asia Center (NESA Center) attached to the National Defense University, Washington D.C. and was a member of the Counter Terrorism Working Group of the RNSSC. He is permanent Co-Chair of the dialogue on 'China – SAARC Relations: Towards a partnership of Common Prosperity' hosted by the China Institute of International Studies (CIIS), Beijing.

Dr. Tennakoon has travelled widely and possesses extensive experience in bi-lateral and multi-lateral negotiations, international relations, conflict resolution and peace building, youth empowerment and academic training/research. Prior to joining the BCIS, he was attached to the Department of Physics of University of Peradeniya as a Senior Lecturer. Graduated in B.Sc. (Special) Science Degree in 1991, Dr. Tennakoon completed his Ph.D. in Physics, jointly offered by the Royal Institute of Technology, Stockholm, Sweden and University of Peradeniya, in 1998. Hailing from Hulangamuwa, Matale he completed his secondary education at St. Thomas College, Matale. He is married to Dr. Yassasri Hewamallika with two children, Sithira and Thinula.

Governance: Board of Directors, Executive Council and the 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, Trade Associations and Institutions. The Board is responsible for the planning and management of the Federation.

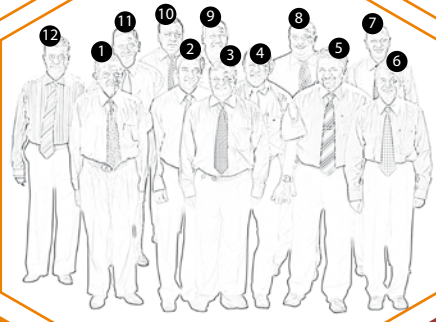
The second or the representative tier is the Executive Council which constitutionally provides for one representative and one alternate from each Institutional member of the Federation to be represented on it. The Executive Council is tasked with deciding policy.

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 direction 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.

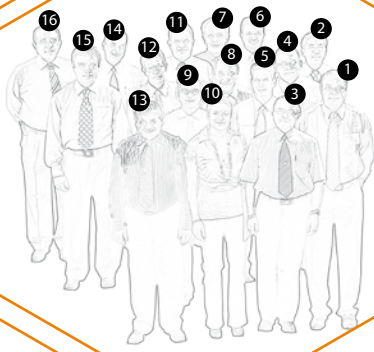
It is needless to stress that these structural changes have strengthened and added greater accountability to the Federation.

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 the economic ideals enshrined in its Articles of Association, but also from a macro perspective, a promoter of the concepts of the freedom of enterprise.



The Right Framework





Our Council

Left Page

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 Arulanathan

Right Page

1. Kumar Mallimaratchi
2. Suriyakumara Wijyaratne
3. D N J Chandrakumara
4. Srilal Mittapala
5. Shiran Karunaratne
6. W K H Wegapitiya
7. P Wijesekera
8. Sarath Hapuarachchi
9. Laxman Walpitagamage
10. Vidyani Hettigoda
11. Wasantha Mallikarachchi
12. Sarath Kahapalaarachchi
13. Thilak Seneviratne
14. Darshaka Rupasinghe
15. Shantha de Silva
16. Nimal Weerasekera



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 Sunthareasan
Mr. M H M Naleem *

Business Chamber of Commerce

Mr. Shabir A Gulamhusein
Mr. Asoka G Dharmawardane*

Central Province Exporters' Chamber

Mr. Jeewake Swarnasinghe
Mr. Jagath Dissanayake*

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*

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. W K H 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. Tissa Jayaweera
Mr. Granwille Perera*

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 Ignatious
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

Mr. T Sothylingam
Mr. S Balasubramaniam*

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*

Sri Lanka 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 Wickramanayake
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*

Sri Lanka Philippine Business Council

Mr. Mineka Wickramasingha
Mr. Gamini Wickramasinghe*

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. Vidyani Hettigoda
Ms. Ramya Weerakoon*

* Alternate Member

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.

51 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 and a Council. 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 : bcchamber@sltnet.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 4319996/2883560
Fax : 011 4319996
Email : coyle@isplanka.lk
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@sltnet.lk
Web : www.iccsrilanka.com

National Chamber of Handicrafts of Sri Lanka

No. 155, 2nd Floor, William Gopallawa Mawatha,
Kandy
Tele : 081 22 20235
Fax : 081 22 20235
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@sltnet.lk

Women's Chamber of Industry and Commerce

No. 380/7, Sarana Road, Bauddhaloka Mawatha
Colombo 07
Tele : 011 2671762
Fax : 011 2669074
Email : wcicsl1@sltnet.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
011 2809902
Fax : 011 4511107
Email : dsk@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

COUNCIL (1)

Sri Lanka Philippine Business Council

C/O Federation of Chambers of Commerce and Industry of
Sri Lanka, 53, Vauxhall Lane, Colombo 2
Tele : 011 2304253/4
Fax : 011 2304255
Email : lankaphilbusinesscouncil@gmail.com

ASSOCIATIONS (11)

Association of Licensed Foreign Employment Agencies

No. 69, Maligawatta Road, Colombo 10
Tele : 011 2336661 / 2 / 64
Fax : 011 2336665
Email : alfea@sltnet.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@sltnet.lk
Web : www.ncasilanka.com

Sri Lanka Tea Factory Owners' Association

No. 64-12A, Nawala Road, Nugegoda
Tele : 011 2827358
Fax : 011 2827358
Email : ptfoa@sltnet.lk

Protected Agriculture Entrepreneurs' Association

No. 254/ 1, Shodans Building
Muruthalawa Road, Peradeniya
Tele : 081 2387121
Fax : 081 2387121
Email : paea@sltnet.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

Our Members

Batticaloa District Chamber of Commerce and Industry

No. 56, Thamayaikerny Road, Batticaloa
Tele : 065 22 26656
Fax : 065 22 26656
Email : necbp@sltnet.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 : cpwcc@yahoocom.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.centralprovincechamber.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.trincomaleechamber.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 Yarlpanam

No. 175, Point Pedro Road, Annaipanthy, 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,
Oroppuwatta, 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 Pradesiyya 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, 2nd Farm, Kanagapuram, Kilinochchi
Tele : 021 3028094

Kurunegala District Women's Chamber of Commerce, Industry & Agribusiness

No.04, Sunitech Building, 2nd Floor, 1st Lane
Bauddhaloka 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@slt.net.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**

"AGCO", Black Poll, Nuwara Eliya
Tele : 052 2224078
Fax : 052 2224078
Email : nedccia@slt.net.lk
Web : www.nuwaraeliyachamber.lk

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

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**

No. 66, 2nd Floor, Kurunegala Road,
Chilaw
Tele : 032 - 2221487, 2221213
Fax : 032 - 2221213
Email : puttalamchamb@slt.net.lk
Web : www.puttalamchamber.lk

**Sabaragamuwa Province Chamber of
Commerce and Industry**

No. 2/8, Bandaranaika Mawatha, Ratnapura
Tele : 045 22 23662
Fax : 045 22 22056
Email : sccija@slt.net.lk
Web : www.sabaragamuwachamber.lk

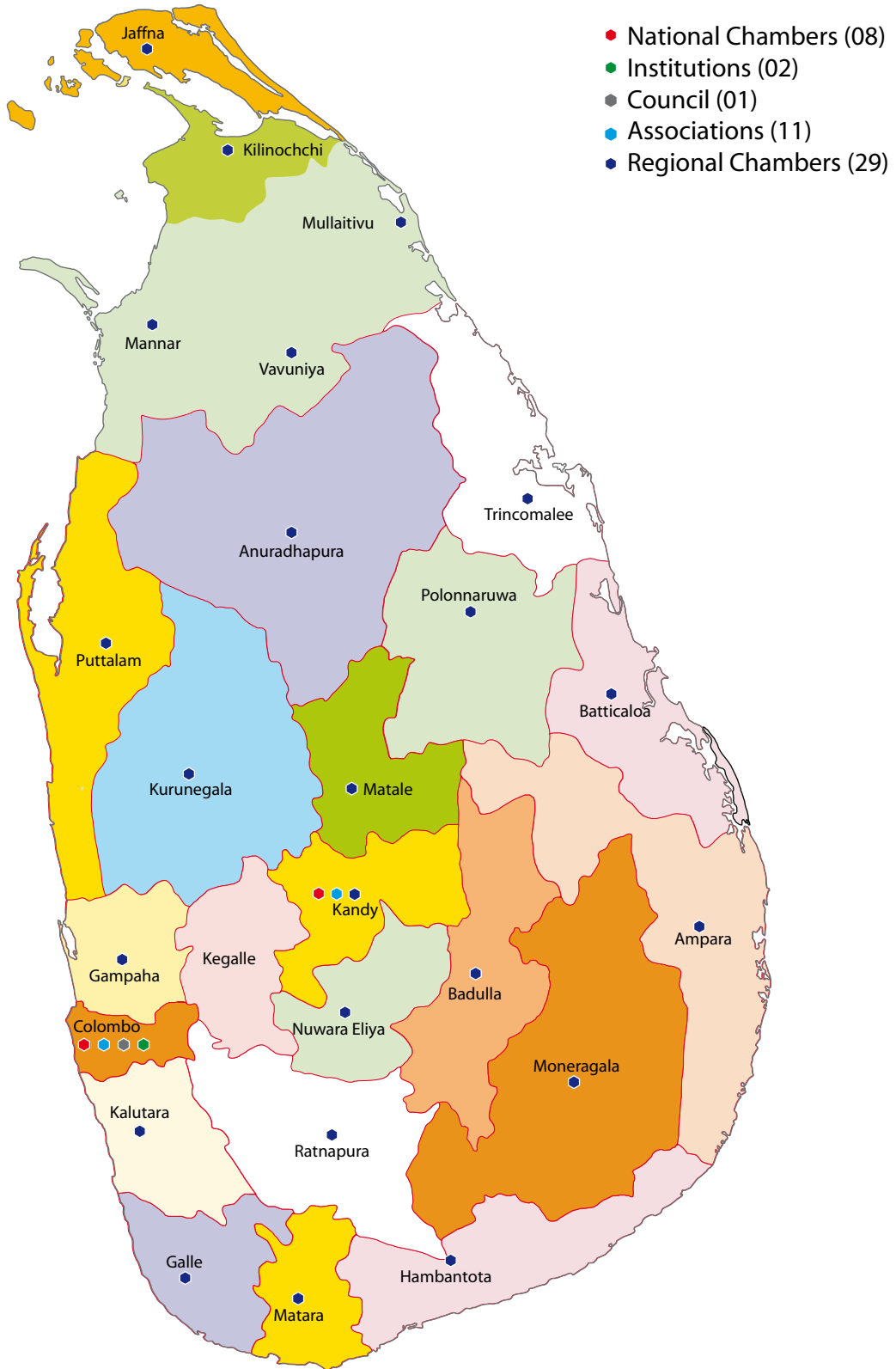
**Vavuniya District Chamber of Commerce,
Industry and Agriculture**

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@slt.net.lk
Web : www.wayambachamber.lk

Our Members Network



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
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

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
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 Industry)	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 Industry)	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
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 Granwille 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 Granwille 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

Term of Office	President and the Member body represented	Vice Presidents and the Member body represented	Secretaries General
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
1997/1998	Mr. Patrick Amarasinghe (National Chamber of Exporters of Sri Lanka)	Mr. Macky Hashim (Sri Lanka Gem Traders' Association) Mr. Nihal Abeysekera (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 Abeysekera (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 Abeysekera (The Ceylon National Chamber of Industries)	Mr. Samantha Abeywickrama
2001	Mr. Macky Hashim (Sri Lanka Gem Traders' Association)	Mr. Nihal Abeysekera (The Ceylon National Chamber of Industries) Mr. Nawaz Rajabdeen (Serendib Chamber of Commerce & Industry)	Mr. Samantha Abeywickrama

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
2002	Mr. Macky Hashim (Sri Lanka Gem Traders' Association)	Mr. Nihal Abeysekera (The Ceylon National Chamber of Industries) Mr. Nawaz Rajabdeen (Serendib Chamber of Commerce & Industry)	Mr. Samantha Abeywickrama
2003	Mr. Nihal Abeysekera (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 Abeysekera (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
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)
2010 (Jan – Nov)	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)	Dr. Thusitha Tennakoon
2010 / 2011	Mr. Tissa Jayaweera (International Chamber of Commerce Sri Lanka)	Mr. Kumar Mallimaratchi (Tourist Hotels Association of Sri Lanka) Mr. Ajith Wattuhewa (Chamber of Commerce and Industry of Uva Province)	Dr. Thusitha Tennakoon

Calendar of Events 2010 Highlights

January

- Trade Delegation from Tamilnadu Chamber of Commerce and Industry (TNCCI) – 8th at Cinnamon Grand, Colombo
- Confederation of Asia Pacific Chamber of Commerce and Industry (CACCI) Conference Preparatory Meeting – 11th at Cinnamon Grand, Colombo
- SAARC Chamber of Commerce and Industry (SCCI) 47th EC and 14th GA Meeting – 17th – 18th in Dhaka, Bangladesh
- Vocational Training for Children of War, First Batch – 20th at HWC Kalutara
- Speech by Dr. P B Jayasundara, Secretary to the Treasury at a Key Person's Forum – 22nd in Colombo

February

- Trade Delegation from Federation of Andra Pradesh Chamber of Commerce and Industry (FAPCCI) – 8th at FCCISL
- Workshop for technology and methods used in silver / gold / rhodium plating of jewellery for export and local market – 16th at FCCISL

March

- Trade Delegation from Tamilnadu Small & Medium Industries Mutual Association (TASMIA) – 2nd at FCCISL
- Regional Chamber Presidents Workshop – 3rd at Cinnamon Grand Hotel, Colombo
- Meeting on Market Access to Bangladesh, Nepal and Maldives under SAFTA – 3rd at Department of Commerce, Colombo
- Buyer – Seller meeting for Sri Lankan business delegation toured in India organised by FCCISL – 10th -12th in Chennai and Kolkata in India
- Tour of a Sri Lankan business delegation organised by FCCISL to Global India Textile Show 2010 - 26th – 27th in Coimbatore, India
- Speech by Mr. Ajith Nivard Cabral, Governor, Central Bank of Sri Lanka at a Key Person's Forum – 23rd in Colombo

April

- Ayurvedic trade delegation from the Indian Institute of Foreign Trade (IIFT) – 7th at FCCISL
- Canton Fair delegation organised by FCCISL – 15th -19th in Guangzhou, China
- Jaffna International Trade Fair – 18th -20th at Central College, Jaffna
- Delegation from China Council for the Promotion of International Trade (CCPIT) – 20th at FCCISL

May

- MoU signing with All India Association of Industries (AIAI) – 7th at FCCISL
- Vocational Training for Children of War, Second Batch 17th at HWC Kalutara
- Speech by H E Jens Uwe Plotner, High Commissioner of Federal Republic of Germany at a Key Person's Forum – 25th at Colombo

Calendar of Events 2010 Highlights

June

- FICCI & IIFA Global Business Forum – 04th at Hilton, Colombo
- Renewal of Agreement on FCCISL being the promoter / agent for Kunming Import and Export Fair and South Asian Countries Commodity Fair – 04th – 06th in China
- Discussion with CCPIT on obtaining free display space for promotion of products from South Asian countries and a liaison office for FCCISL at Luosiwan International Trade City in Kunming – 04th - 06th in China
- Kunming Import & Export Fair and South Asian Countries Commodity Fair delegation organized by FCCISL – 04th – 10th in China
- MoU signing with China Council for the Promotion of International Trade (CCPIT), Yunnan Sub Council – China Kunming Import and Export Commodities Fair – 7th at FCCISL
- Orientation on the CHEER Project for the Presidents of the CHEER implementing Chambers and the new recruits to the project- 8th -9th at Hotel Global Towers, Colombo
- EU ACAP Regional Planning Workshop- East – 15th – 16th at Bridge View Hotel, Batticaloa
- EU ACAP Regional Planning Workshop – 17th – 18th at North Sewalanka Centre, Vavuniya
- Agri Livestock Fisheries SMEDEX 2010 exhibition – 18th -20th at BMICH, Colombo
- Speech by Mr. Gotabaya Rajapaksa, Secretary to the Ministry of Defence at a Key Person's Forum – 22nd in Colombo
- 4th SAARC PTB Workshop on Cooperation on Accreditation – 28th – 29th in Katmandu, Nepal
- Delegation to Ukraine to coincide with H E Mahinda Rajapaksa's tour of Ukraine – 28th June – 02nd July in Ukraine
- Vocational Training for Children of War, Third Batch – 30th at HWC Kalutara
- MoU signing with Ukraine Chamber of Commerce and Industry – 30th in Ukraine

July

- MoU signing with Chinese International Economic Cooperation Association (CIECA) – 05th in Colombo
- 24th CACCI Conference and Sri Lanka Economic Summit – 05th – 07th at Cinnamon Grand, Colombo
- MoU signing with Union of Chambers and Commodity Exchanges of Turkey (TOBB) – 06th in Colombo
- Regional Consultation on Tourism Potential in South Asia Workshop– 08th at Cinnamon Grand, Colombo
- Singapore Business Federation Delegation Networking Session – 13th at FCCISL
- CACCI Workshop on UCP 600 & URDG 758 Workshop – 20th – 21st at Cinnamon Grand, Colombo
- Speech by Hon. Prof. G L Pieris, Minister of External Affairs at a Key Person's Forum – 23rd in Colombo

August

- Mannar District Enterprise Forum –Inaugural Programme – 5th at Mannar
- Vocational Training for Children of War, Fourth Batch – 10th at HWC Kalutara
- Vocational Training for Children of War, First Female Batch – 12th at Vavuniya
- Trade and Investment Forum – 13th at SLECC, Colombo
- Speech by Hon. Patali Champika Ranawaka, Minister of Power and Energy at a Key Person's Forum – 17th in Colombo
- Sri Lanka – Philippine Business Council, the event on receiving the FCCISL membership -19th in Colombo.
- Vocational Training for Conflict Affected People – Females, Innovative Skills in Building Painting Training Course - 24th at HWC Thirukkivil
- Vocational Training for Children of War, Fifth Batch – 25th at HWC Kalutara
- Entertaining a Vibrant Gujarat Delegation to Sri Lanka – 25th – 27th in Colombo
- Consultative Session on Market Linkages – 31st at JAIC Hilton, Colombo

September

- Consultative Session with NDTF and Insurance Service Providers – 7th at FCCISL
- District Enterprise Forum –Session on formation – 12th at Ampara
- Participation in 09th Session of Joint Commission for Economic Cooperation between Sri Lanka and Iran – 13th – 15th in Colombo
- Regional Consultative Sessions on Market Linkages – 14th at Sarvodaya Conference Hall Trincomalee
- Regional Consultative Sessions on Market Linkages – 15th Coop Inn, Batticaloa
- Meeting with Sustainable Agriculture Resource Centre (SARC) – 15th at Ampara
- Regional Consultative Sessions on Market Linkages – 16th at Monty Hotel, Ampara
- Vocational Training for Children of War, Second Batch of females- 19th at Vavuniya
- Vocational Training for Children of War, Sixth Batch – 20th at HWC Kalutara
- Delegation to TECHMART –SS-GATE Business Forum – 22nd – 26th in Vietnam
- Vocational Training for Conflict Affected People - Males – 24th at HWC Thirukkivil
- DAFT Technology Disseminating Workshop – 25th Sept to 18th Oct at Ampara
- Speech by Hon. Faizer Musthapha, Deputy Minister of Environment at a Key Person's Forum – 28th in Colombo
- Workshop on Heat Treatment of Steel – 30th at FCCISL
- Batticaloa District Enterprise Forum –Inaugural Programme – 30th at Batticaloa
- Roundup on 16th SAARC Summit – 30th at Cinnamon Grand, Colombo

October

- MoU signing with Tie-Kerala – 01st in Colombo
- Ampara District Enterprise Forum –Inaugural Programme, 5th in Ampara
- Sri Lanka – Ukraine Business Council Inauguration – 11th at Galle Face Hotel, Colombo
- Delegation to International Greentech and Eco Products Exhibition and Conference – 14th – 17th in Malaysia
- Vavuniya District Enterprise Forum –Inaugural Programme – 15th in Vavuniya
- Certification Ceremony, Vocational Training for Children of War – 15th in Vavuniya
- Delegation to 108th Canton Fair – 15th – 19th in China
- Delegation to 11th Western China International Fair – 17th – 21st in China
- Participation in 07th Session of the Joint Committee for Economic & Technical Cooperation between Sri Lanka and Iraq – 20th – 23rd in Colombo
- Opening of a Discount Agro Chemical Outlet – with collaboration of Lankem, Kiran Pookalady – 21st in Batticaloa
- Speech by Hon. S B Dissanayake, Minister of Higher Education at a Key Person's Forum – 27th in Colombo
- Trincomalee Trade Fair and Investor Forum –28th – 30th in Trincomalee
- Participation at SME Conference on Evolving a SME Policy for SAARC Region - 29th - 30th in Chennai, India

Calendar of Events 2010 Highlights

November

- Seminar on ETF payments and benefits – 2nd at Park Premier, Colombo
- Institutional Capacity Building Programme for Strengthening SCCI – Exploring new areas of cooperation – 10th in Katmandu, Nepal
- Delegation of young entrepreneurs to SAARC Young Entrepreneurs Forum – 11th in Katmandu, Nepal
- Workshop on injection blow molding operations and production for plastic industries – 12th at FCCISL
- Workshop on how will personal branding improve you and your business – 22nd at FCCISL
- Eastern Province Partner Review Meeting, hosted by CHEER Trincomalee Office – 24th – 25th at Trincomalee Chamber
- Taking a delegation to METALEX exhibition– 24 – 29 in Bangkok, Thailand
- Speech by Dr. P B Jayasundara, Secretary to the Treasury at a Key Person's Forum – 25th in Colombo
- MoU signing with Federation of Pakistan Chambers of Commerce and Industry – 29th in Colombo
- Sri Lanka – Pakistan Business Forum – 29th at Hilton, Colombo

December

- Sri Lankan Entrepreneur of the Year, Northern & Eastern Provincial Awards Ceremony – 3rd at UC Hall, Vavuniya
- 25th CACCI Conference Planning Committee Meeting – 03rd in Istanbul, Turkey
- Delegation to Iran to coincide with CACCI President's tour of Iran – 05th – 07th in Iran
- Sri Lankan Entrepreneur of the Year, Uva & Sabaragamuwa Provincial Awards Ceremony – 09th at Centauria Hill Resort, Ratnapura
- National Activity Planning Session for 2011 for CHEER Project - On 9th – 10th at Hotel Sapphire, Wellawatte
- Sri Lankan Entrepreneur of the Year, Southern Provincial Awards Ceremony – 11th at Singapore Conference Hall, Hambantota
- Speech by Mr. Ashok K Kantha, High Commissioner for India in Sri Lanka at a Key Person's Forum – 14th in Colombo
- Organizing a business meeting with a Malaysian Marketing Mission on Malaysia – Sri Lanka Business Opportunities in the professional & construction sector – 15th at Hilton, Colombo
- Seminar on EPF Payments and benefits – 16th Park Premier, Colombo
- Sri Lankan Entrepreneur of the Year, North Central, North Western & Central Provincial Awards Ceremony – 17th at Hotel Seasons, Kurunegala
- Opening of a Discount Agro Chemical Outlet – with collaboration of Lankem – 21st at Pavatkulam, Vavuniya
- Sri Lankan Entrepreneur of the Year, National Awards Ceremony – 21st at BMICH, Colombo
- Continuation of 2011 National Activity Planning Session for CHEER Project - 28th at FCCISL
- Delegation from China Council for the Promotion of International Trade (CCPIT), Yunnan Province – 31st at FCCISL



Empowering Sri Lankan Business



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Membership Services and Regional Chamber Development

Introduction

Projects and Services Division of the FCCISL is entrusted with the responsibility of developing and managing membership and service base of the organization. Present membership is consisted of 50 chambers and associations comprising of 12,500 business entities most of that are Small and Medium Enterprises (SMEs) which form the backbone of the economy of Sri Lanka. FCCISL has a network of 29 Regional Chambers and these Chambers are playing a crucial and pioneering role in regional economic and business development process, working in partnership with public sector and political authorities at the district, provincial and national levels. The main focus of Projects and Services (P & S) Division of FCCISL is to support and facilitate development of the FCCISL member chambers and associations as well as provide services to the member chambers. Policy Advocacy, specially in addressing policy and regulatory barriers is one of the key areas where Projects and Services Division has been very active in its interventions.

Our Membership

FCCISL has one of the most broad based and diverse membership bases that represents almost all segments of business and industry. All member chambers and associations are key players in their respective areas having a diverse member base of leading entrepreneurs and companies. The main objective of the membership management unit is to improve the services given to the FCCISL member chambers and sector associations. Main functions are advising and guiding the chambers and associations, providing local and foreign training opportunities to the staff of the members, dealing with

the management issues and strengthening and improving business development services and policy advocacy power of the member chambers and associations.

Chamber Development

During the year 2010, the Projects and Services Division had successfully achieved several significant milestones in its journey of developing the Sri Lankan Regional Chamber Movement. During the year, major activity that has been implemented was regional chamber development programme titled, "Regional Chambers Sri Lanka (RCSL)" in which 29 provincial and district chambers participated. Regional Chambers Sri Lanka programme was focused on developing the organisational capacities of regional / district chambers and the national apex body, Federation of Chambers of Commerce and Industry of Sri Lanka by developing its service portfolios on a competitive, demand driven and sustainable basis. Accordingly, lobbying and policy advocacy, development of chamber services, development of organisational capacities and professional competencies, income generation and peace building were identified as major areas of interventions.

The programme placed a major emphasis on developing the lobbying and policy advocacy capacities of regional chambers to be the voice of business in the regions. A different approach has been taken in service development, rather than trying to provide services through the programme, capacities of the chambers and demand side of the services will be developed by establishing clusters and sector groups of entrepreneurs and business advisory services that will enable chambers to respond any type of request coming from members as well as to increase the



FCCISL Board of Directors opening the Mullaitivu Chamber.



FCCISL Board of Directors along with the Kilinochchi Government Agent & the Sri Lanka Army Area Commander of Kilinochchi after opening the Kilinochchi District Chamber.

financial sustainability of the chambers. This programme had a strong focus on organisational development of regional chambers by developing governance, professional management, internal systems and procedures, human resources and strengthening the income generation capacity through business schools and business centres. Programme has also catered to individual, more specific development needs of the chamber through a need based development approach.

Inauguration of Kilinochchi and Mullaitivu Chambers

FCCISL facilitated setting up of the Kilinochchi District Chamber of Commerce, Industry and Agriculture and Mullaitivu District Chamber of Commerce, Industry and Agriculture as its contribution to the economic revival process after the war in two districts. All office equipment, furniture and other required facilities as well as rent for buildings and salaries of the staff have been provided by FCCISL through Regional Chambers Sri Lanka Programme.

New Membership

FCCISL continued to expand its membership base by adding new members. During the year 2010, one new member association, Sri Lanka Philippine Business Council has been offered FCCISL membership. This is a very important move taken by FCCISL in developing the trade and commerce between Sri Lanka and Philippines.

Regional Lobbying and Policy Advocacy

A strong chamber movement with active participation in terms of policy and regulatory decision making, promotion of rural investments, local resource utilization

and value addition and implementation of local economic development efforts through partnership with the public sector will be the ideal strategy that could result in overall economic development. It will also facilitate the development and growth of local SMEs and create rural employment opportunities contributing towards reducing the regional disparities. The chamber movement, if the correct interventions are made to develop their capacities has the ability to fuel up the regional economic development.

District Enterprise Forums

Strengthening business organizations can create an effective mechanism to address and convey major business development issues with relevant public sector stakeholders. The chambers have a greater role in this context. The role of Chambers is to represent an enlightened business leadership which recognizes the best interest of the business community for a prosperous and better quality future for the area. Unfortunately, many chambers operating at local level do not have such capacity and mechanisms in place.

District Enterprise Forum (DEF) is the mechanism/model set up to promote 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 the Forum and all Government institutions relevant to industrial development, banks and NGOs are represented therein. Representatives of the business community of the area are also a part of it. The regional chamber plays an organizing/secretarial role the Forum. On the one hand it is a problem solving platform. On the other hand, it is a forum through which the Government/



Regional Chamber Presidents Workshop in progress.



H E Ashok K Kantha, Indian High Commissioner visiting stalls at JITF with FCCISL Board of Directors.

Membership Services and Regional Chamber Development

NGOs can transfer their development packages to the business community. Within the district, it performs advocacy and lobbying functions. The DEF process also creates an opportunity to identify the problems that have to be sorted out at the provincial and national level policy makers of the country. Now the mechanism is functioning in 18 districts successfully with the new addition of DEFs in Mannar, Vavuniya, Batticaloa and Jaffna.

Services for Chambers and Programmes

Regional Chamber Presidents Workshop

One-day workshop was held with the participation of all Regional Chamber Presidents to plan and finalize the activities for the year 2010 on 03rd March 2010 at Cinnamon Grand Hotel, Colombo. This was the first time where all regional chambers had an opportunity to collectively decide the direction and its development activities.

Jaffna International Trade Fair and Investor Forum

FCCISL partnered with Lanka Exhibitions and Conference Services (Pvt) Ltd and Chamber of Commerce and Industry of Yarlpanam in successfully organising Jaffna International Trade Fair 2010 in Jaffna Central College from 18 – 20th April 2010.

A three-day investor forum cum a session series which covered 04 useful and important programmes for running and development of business was organised by the FCCISL in parallel to the Jaffna International Trade Fair from 18-20th April at the Main Hall, Central College, Jaffna. The session series was targeted at Jaffna SMEs and stallholders. Session themes were Regulatory Concerns in Your Business,

Investment Opportunities in Jaffna, Banking Services for SMEs and Develop Market Linkages for Your Business.

Experts from related industries and organizations such as BOI, University of Jaffna, Central Environment Authority – Jaffna, Hatton National Bank, Commercial Bank, People's Bank, Bank of Ceylon conducted the sessions whilst CIC Agribusiness, Export Development Board, Lanka Canneries, Wijaya Products and Country Style Products participated to provide market linkage support for SMEs in the related sectors.

Gamata Marketing with SLIM

The main objective of "Gamata Marketing" Programme is to make regional SMEs aware of marketing principles and their application using relevant strategies and tools for effective targeting of customer segments focused on delivering more specific products and services which satisfy customers effectively and efficiently than its competitors. FCCISL and Sri Lanka Institute of Marketing believe that this knowledge based initiative will help uplift their business performance to next levels from where it stands now through streamlining their focus, attitudes and orientation towards market based product offerings. The first programme was held in November 2010 in Kandy with the participation of 45 entrepreneurs. FCCISL and SLIM will continue with this monthly programme series.

Taxation for Regional Entrepreneurs

FCCISL initiated a programme with the support of the Department of Inland Revenue to create awareness and resolve tax issues faced by the regional business community. Most of the regional entrepreneurs are not fully aware of the tax system applicable to them and systems and procedures



Session series on SME development held in parallel to Jaffna International Trade Fair at the Central College, Jaffna.

of paying taxes. The first programme of the series was held in Polonnaruwa with good participation. This was the first time where most of the regional entrepreneurs got an opportunity for direct interaction with officials of the Department.

Stock Market Awareness Workshops

FCCISL facilitated a series of awareness workshops in Matale and Chilaw, conducted by Securities and Exchange Commission of Sri Lanka together with Matale District Chamber and Puttalam District Chamber to create awareness among chamber members about the stock market and how to invest in it.

Labour Law Awareness Programmes

In order to create better knowledge and understanding about labour laws applicable for SME sector, FCCISL organized a series of training programmes and workshops in Matale and Puttalam districts with the participation of regional entrepreneurs. The programme was conducted by the Deputy Commissioner of Labour and District Commissioners.

Central Province Chamber Information Centre

In its effort to strengthen on chamber services, FCCISL facilitated setting up of information centre at the Chamber of Commerce and Industry of Central Province. Two computers and other required infrastructure facilities including a computerized library management system was provided by FCCISL.

Business Revival of Kilinochchi and Mullaitivu

All businesses in the two districts, Kilinochchi and Mullaitivu were totally paralyzed during the final phase of the conflict.

Majority of entrepreneurs who had to find refuge in IDP camps after the conflict left with almost no valuables with them. There were several initial issues for the business community in re-starting their business activities. Finding initial capital to start business activities, re-establishing business linkages and getting insurance claims for the businesses for those who had insurance covers from the respective insurance companies were some of the major issues faced by them. FCCISL initiated following activities in helping the entrepreneurs;

- Organizing a meeting with the Ministry of Finance with participation of entrepreneurs of Kilinochchi and Mullaitivu, respective Government Agents, officials of state financial institutions and other top rank officers from the government and private sectors.
- Organizing B2B linkage development programme with agents, prospective agencies in Kilinochchi and Mullaitivu and principal Colombo based corporates.
- Lobbying with National Insurance Trust Fund to get insurance claims paid.
- Submitting a proposal to the Treasury with all information of damaged businesses to the value of 62 million rupees duly certified by Government Agents .

Sri Lankan Entrepreneur of the Year Awards

Sri Lankan Entrepreneur of the Year is Sri Lanka's highest national honour to the business community, a grand and prestigious award unparalleled to any other national award. This annual awards scheme is designed to recognise, reward and motivate Sri Lanka's very own entrepreneurs to optimize



At the occasion of FCCISL signing the MOU with SLIM. FCCISL President, Mr. Tissa Jayaweera (3rd from left) exchanging the MoU with SLIM President Mr. Rohan Somawansa. Senior officials from both organizations are also in the picture.



Mr. Edward Lal de Silva, silver award winner in the extra large category of Southern Province, receiving the award from Mrs. Kumari Balasuriya

Membership Services and Regional Chamber Development

their entrepreneurial skills to reach the highest echelons of achievements with reverberating benefits to the national economy.

This year, Federation of Chambers of Commerce and Industry of Sri Lanka (FCCISL) organized this event for the 15th consecutive year to honour the Sri Lanka's most outstanding entrepreneurs at provincial level and the national level for their invaluable contribution towards the socio-economic development of the country. Entrepreneur of the Year 2010 programme was commenced with applications called from 20th September 2010 and the event concluded with the Western Provincial and National Awards ceremony held on 21st December 2010 at BMICH, Colombo.

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 and growth, future plans and response to social, environmental and statutory commitments as an entrepreneur. Evaluation will be done by an eminent panel

of judges comprising 13 members representing diverse disciplines, nominated from prestigious institutions from public and private sectors in Sri Lanka. The evaluation process comprises four stages: preliminary screening and elimination, desk review, site inspection and individual interviews.

Regional Award Ceremonies

One of the specific features of Sri Lankan Entrepreneur of the Year is the selection of regional entrepreneurs and awarding them at the regional level. This year too, 05 regional award ceremonies were held covering all nine provinces.

Northern and Eastern Provincial Awards Ceremony

The Northern and Eastern Provincial awards ceremony was held on 03rd December 2010 at the UC Hall in Vavuniya. District Secretary of Vavuniya, Mrs. P S M Charles was the Chief Guest. Three entrepreneurs from Northern Province and one entrepreneur from Eastern Province were awarded, covering small and medium categories.



Mr. Harry Jayawardena (3rd from left) & Deshamanya H K Dharmadasa (4th from right) with Entrepreneur Hall of Fame awards received from Hon. Prime Minister DM Jayaratne (4th from left).

Uva and Sabaragamuwa Provincial Awards

Regional awards ceremony of Uva and Sabaragamuwa provinces was held on 09th December 2010 at Centauria Hill Resort Ratnapura. Mr. Athula Kumara Rahubada, Provincial Council Minister of Tourism and Rural Road Development was the Chief Guest. The Guest of Honour was Mr. D M Karunapala, Provincial Council Minister of Rural Industrial Development. Total 05 entrepreneurs were awarded for their entrepreneurial achievements from the two provinces.

Southern Provincial Awards Ceremony

The regional awards ceremony of Southern Province was held in Hambantota on 11th December 2010 at the Singapore Conference Hall, where Mrs. Kumari Balasuriya, Governor of the Southern Province was the Chief Guest. More than 150 distinguished invitees representing private sector, universities and other government institutions and leading entrepreneurs from Southern Province witnessed the occasion. Total of 09 entrepreneurs received awards for their entrepreneurial achievements.

North Central, North Western and Central Provincial Awards

North Central, North Western and Central Provincial Awards Ceremony was held in Kurunegala at the Hotel Seasons organized by Wayamba Chamber of Commerce & Industry on the 17th December 2010. Hon. Johnston Fernando, Minister of Co-operatives and Internal Trade was the chief guest and there were leading entrepreneurs and government sector personalities among the distinguished invitees. Six leading entrepreneurs were recognized and rewarded from North Central province, nine entrepreneurs from North Western province including one Gold Award winner, Richard Trading Co. from Kurunegala and five entrepreneurs from the Central Province inclusive of one Gold winner, Oak-Ray Wood Carving (Pvt) Ltd from Gatambe, Kandy were also recognized for their entrepreneurial achievements.

Western Provincial and National Awards Ceremony

This year the Western Provincial Awards Ceremony was held together with the National Awards Ceremony on the 21st December 2010 at the BMICH (New Hall), Colombo. The event



Mr. Richard Jayatissa, (2nd from right), Sri Lankan Entrepreneur of the Year 2010 National Platinum Award Winner receiving the award from Mr. Ruwan Edirisinghe, winner of the previous year. Mr. Tissa Jayaweera, President FCCISL is also in the picture.

Membership Services and Regional Chamber Development

commenced at 4.30 pm. Hon Prime Minister D.M. Jayaratne was the Chief Guest. Twenty six (26) entrepreneurs from the Western Province were awarded for their entrepreneurial achievements, inclusive of one Gold award winner, Vision Care Optical Services (Pvt) Ltd. Next the Entrepreneur Hall of Fame awards were presented. The Hall of Fame is an endeavor by FCCISL to honour individuals of noteworthy achievements in their fields of expertise in the field of business. Deshamanya H K Dharmadasa and Mr. Harry Jayawardena were honoured for their achievements and historical role they have played significantly contributing to the GDP of our country.

Finally the National Awards Ceremony took place; eighteen (18) leading entrepreneurs were recognized and rewarded. The prestigious National Platinum Award which was taken away for six long years by the Western Province, was taken away by the North Western Province. It was none other than, Mr. Richard Jayatissa, Managing Director of Richard Trading Co. (Pvt) Ltd Kurunegala. The overall Gold award was rewarded to Mr. G D Rohan Fonseka – Managing Director Vision Care Optical Services (Pvt) Ltd Colombo. More than 900 invitees attended this glamorous evening.



Mr. C B Ekanayake, Gold award winner in the extra large category of North Central receiving the award from Hon. Minister Johnston Fernando.



Mr. Rohan Fonseka, (2nd from right), Managing Director, Vision Care Optical Services (Pvt) Ltd, National level large category award winner receiving the award from Mr. Sivagnanasothy, Secretary to Ministry of Traditional Industries.



National level extra large category award winners on stage



Hon. D M Jayaratne, Prime Minister of Democratic Socialist Republic of Sri Lanka, Chief Guest at the Sri Lankan Entrepreneur of the Year 2010 Awards addressing the gathering.

Small and Medium Enterprise Development

SMED - Small and Medium Enterprise Developers 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 will 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 to be professional, ethical, competitive as well as responsible towards society and the environment, thereby contributing towards balanced and sustainable socio economic development of the nation.

Objectives

SMED was conceived with the objective of developing and promoting a free market 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:

- Acceleration of industrial and economic development
- Creating employment and income generating opportunities
- Enhancing export capabilities

- Improving managerial and marketing capabilities of SMEs
- Improving employee work safety
- Improving quality and productivity
- Protecting the environment

Challenge and Opportunity

In today's globalized economy, the challenges faced by businesses are enormous. SMEs are unable to stay as mere suppliers but have to come out of the cocoon and explore opportunities in the global scenario. They should be empowered to deliver appropriate solutions to the needs of the dynamic markets. 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 such a competitive environment SMEs are not on a comfortable footing when compared to large-scale enterprises. Task of the SMED is to assist SME industrialists to rise competitively through technical, managerial and marketing efficiency.

Functions and Services of SMED since 1989

- Industrial engineering and technology transfer services
- Energy and environmental services
- Enterprise development services
- Agribusiness development services
- Public private partnership for SME promotions and market linkage services
- SME policy, research and advocacy services



A section of METALEX Exhibition and the Sri Lanka's delegation organized by SMED

Small and Medium Enterprise Development

Industrial Engineering and Technology Transfer Services

METALEX Exhibition on 24th – 29th November in Bangkok, Thailand

METALEX 2010 is one of the largest technology exhibitions in the region which is an ideal platform for new technologies that helps to upgrade the productivity and high tech know-how. More than 2700 top brand owners exhibited their high tech machinery in 11 national pavilions at this exhibition which was held during 24-29 November 2010 in Bangkok, Thailand. Project SMED organized a delegation of 14 members from various industrial sectors to visit this exhibition.

The delegation consisted of entrepreneurs in diversified sectors such as sales agents for electrical and automobile accessories, manufacturers of parts for industries such as agriculture, automobile, rubber, garment, injection molding, dies and manufacturers of plastic goods, gem industrialists, foundry and lathe milling industrialists.

Delegates were able to expand their horizons while learning, networking and matchmaking in concurrent knowledge-based “METALEX Conference” and a high-profile “ASEAN Economic Congress” and also it helped to improve working competency through METALEX’s concurrent activity, “Welding Competition.”

During this visit Project SMED organized an exposure visit to Toyota Company for the members of the delegation to have technical exposure in the area of manufacturing.



METALEX delegation's visit to Toyota Company

Specialized Malaysian Marketing Mission to Sri Lanka

The Malaysia External Trade Development Corporation (MATRADE), in cooperation with the High Commission of Malaysia in Sri Lanka, organized a seminar on ‘Malaysia – Sri Lanka Business Opportunities in the Professional and Construction Sector’ and individual business meetings session between Malaysian and Sri Lankan companies on 15 December 2010 at Colombo Hilton. Project SMED played the role of facilitator for the delegation and organized business representatives from construction sector specialized in construction of buildings, highways, bridges and other infrastructure, water supply and sewerage treatment, facilities management, developers, architectural firms and building material suppliers together with the strong support of Malaysian government agencies and industry associations.

Workshop on Silver, Gold, Rhodium plating for Jewellery Manufacturers

A one-day workshop was organized by SMED on 16 February 2010 in Sinhala medium on “Workshop for Technology and Methods used in Silver/Gold/Rhodium Plating of Jewellery for Export and Local Market”. The workshop covered and provided valuable knowledge on identification of chemicals used for pretreatment, silver, gold, rhodium plating baths preparation and problem solving. The resource person for this seminar was a professional with extensive knowledge and experience in the industry.

The workshop targeted Plating Bath Operators and those involved in production of high quality Jewelry products. Providing training and technology has been identified as



Workshop on heat treatment on steel in progress at FCCISL training centre.

the most important vehicle to take the entrepreneurs to the climax by being globally competitive.

Workshop on Heat Treatment on Steel

This seminar, which was held on 30 September 2010 at the FCCISL – Training Academy targeted the private and public sector technicians and engineers and emphasized on the technology for heat treatment. The basics in heat treatment and scientific background, new technology for heat treatment and selection of proper metal were discussed in this workshop. The resource persons for this workshop were Dr. Ruminda Wimalasiri of Faculty of Engineering, Open University and Mr. S W B Wijekoon of Project SMED.

Workshop on Injection Blow Molding Operations and Production of Plastic Industries

A Sinhala medium seminar was organized on Blow Molding Operation and Production of Plastic Items by the project SMED targeting machine operators and technicians involved in production of high quality plastic products. This was held on 12, November 2010 at FCCISL Chamber Academy. The workshop covered and provided valuable knowledge on identification of material and products that could be manufactured using different material, correct operation and maintenance of Blow/Injection Molding machines. The importance of energy and environment management in plastic industry was emphasized. The resource persons for the workshop were Mr. S W B Wijekoon of Technical Division, Project SMED and Mr. Sarath De Silva, Consultant. The audience represented technicians from many of the leading SMEs in the plastic sector.

Enterprise Development Services

Regional Cluster Development Programme

Under Regional Cluster Development Programme, business clusters were formed at several regional chambers considering the potential and suitability of the sector of the business. These clusters consist of entrepreneurs of the same sector in order to find sector specific solutions for common problems. Main objectives of this programme were,

- Strengthen selected clusters and maximize the utilization of production capacity of cluster members.
- Facilitates access to finance for cluster through chambers.
- Enhance revenue of cluster members.
- Enhance communication between cluster members and decision makers in the government to improve the business environment for SMEs.
- Strengthening lobbying power of the cluster to create linkages.
- Minimize unethical business practices in the cluster.
- Improvement of business management knowledge of cluster members.

Due to the limitation of the programme funding, cluster development programmes were reduced to five at a latter stage. Names of the district chambers and clusters associated were as follows:

1. Kalutara District Chamber of Commerce, Industry and Agriculture - Bakery Cluster
2. Chamber of Commerce & Industry of Central Province – Saw Millers' Cluster



Hon. Minister Rishad Bathiudeen at the Day 1 of the SME Machinery Exhibition (Centre) with FCCISL Board of Directors, Secretary General and other distinguished invitees.



Hon. Minister Douglas Devananda lighting the oil lamp at the Day 2 of the SME Machinery Exhibition.

Small and Medium Enterprise Development

3. Nuwara Eliya District Chamber of Commerce, Industry & Agriculture – Jewellery Cluster
4. Matale District Chamber of Commerce, Industry & Agriculture – Tourism Cluster
5. Wayamba Chamber of Commerce & Industry - Roof and Floor Tile Cluster

Seminar on ETF Payments and Benefits

A seminar was organized by Project SMED to educate business community regarding the ETF payments and benefits which was held at Park Premier, Colombo, on 2 November 2010. This was under the Public Awareness Initiative of the Project SMED. Resource persons for this seminar were senior officials from the Employment Trust Fund Board.

The main objective of this seminar was to educate public sector officials/employees on procedures on registration, payments, claims and other non-contributory welfare benefits to its members which are granted irrespective of the 3% ETF contribution made by the employer. Officials from financial institutions, banks, auditors, accountants, company secretaries, employees and employers participated at this seminar.

Seminar on EPF Payments and Benefits

A seminar was organized by Project SMED to educate business community on EPF payments and benefits which was held at Park Premier, Colombo, on 16 December 2010. This was another Public Awareness Initiative of the Project

SMED. Resource persons for this seminar were senior officials of Employment Provident Fund Department of Central Bank.

The audience which included public sector officials/ employees was exposed to the procedures on registration, payments, claims and other non-contributory welfare benefits to its members which are granted irrespective of the 20% total contribution made towards EPF with the 8% contribution from the employee and 12% contribution from the employer. Officials from financial institutions, banks, auditors, accountants, company secretaries, employees and employers participated at this seminar.

Consultancy on Forming of Omnibus Companies

In 2009 SMED was assigned by the National Transport Commission (NTC) for consultancies on conducting awareness programmes with regard to the formation of Omnibus Companies. As per the requirements of NTC, Project SMED assisted in the formation, registration and implementation of these companies. Programmes on human resource development and capacity building for bus company staff and shareholders were carried out. During 2010, two bus companies in Ambilipitiya and Rathnapura were formed and registered under this project.

Public Private Partnership for SME Promotions and Market Linkage Services

Agri Livestock Fisheries SMEDEX 2010

Agri Livestock Fisheries and Handicraft Exhibition 2010 was held on 18th – 20th June 2010 at Sirimavo Bandaranaike Exhibition Centre, BMICH, Colombo.



Hon. Prof. Tissa Witharana at the Day 3 of the SME Machinery Exhibition.



Hon. Douglas Devananda, Minister of Traditional Industries and Small Enterprise Development inaugurating the SMEDEX 2010.

We were greatly privileged to organize a mega exhibition showcasing products and new developments of the country's three prime biological areas, namely agriculture, livestock and fisheries combining with handicrafts which is one of Sri Lanka's ancient industries.

This event was organized with the collaboration of Ministry of Traditional Industries and Small Enterprise Development, Ministry of Agriculture and Ministry of Livestock. The Chief Guest of the event at the inauguration was Hon. Douglas Devananda, Minister of Traditional Industries and Small Enterprise Development.

The main objective of the event was to support the agriculture, livestock, and fisheries Industries to enhance its technological skills with new technological concepts. The exhibitors displayed a variety of machinery, food items, plants, services, fishing accessories, ornamental fish etc. In parallel to the main event, a series of seminars / workshops were held which were beneficial to representatives of Agribusiness, Livestock and Fisheries sectors.

SME Machinery Exhibition 2010

Project SMED in collaboration with the Ministry of Industry and Commerce organized a national level exhibition for the fifth successful year on 27- 29 August 2010 with the theme of the "Technology for Rural, Micro and SME Development". The event was held at Sirimavo Bandaranaike Exhibition Centre, Colombo. Ministry of Science and Technology, Ministry of Traditional Industries and Small Enterprise Development and Export Development Board were the other associates of this event.

The main objective of this Exhibition was to support the SME sector to enhance its technological capabilities to emerge itself as an efficient and competitive sector in the economy, and to prepare them to be competitive in the global markets.

Merchant Bank of Sri Lanka was the main sponsor of the event whilst SLT Rainbow Pages partnered as the information provider. The Associated Newspapers of Ceylon Ltd (ANCL) was the print media sponsor and Sri Lanka Rupavahini Corporation played the role of electronic media sponsor of the exhibition.

SME 2010 Machinery Exhibition which comprised more than 90 stalls from over 75 enterprises/agencies was a successful event and made a good impact among the SME developers and policy makers. The inauguration ceremony of the day one was graced by Hon. Rishad Bathiudeen, Minister of Industry and Commerce being the chief guest. Day two was inaugurated by Hon. Douglas Devananda, Minister of Traditional Industries and Small Enterprise Development. Hon. Prof. Tissa Vitharana, Minister of Science and Technology, inaugurated the day three of the event.

SME Exhibition has always been an assistance to identify cost effective and appropriate technology for SMEs to be nationally/globally competitive. This opened up opportunities for local and overseas machinery manufacturers, technology providers in agriculture, livestock and fisheries sectors and SME support service providers to exhibit new machinery, accessories, technology and innovations, demonstrate processes and methods of production of goods and services, SME support services, buyer-seller meetings and JV opportunities, investment opportunities in the above mentioned sectors.



Handicraft stall at SMEDEX attracted by large crowds

Small and Medium Enterprise Development

Participants of the exhibition were entrepreneurs, potential entrepreneurs, students from universities and vocational training institutions and also school children. Project SMED promoted this event among the members of the regional chamber network and facilitated them to visit the exhibition by providing transport and refreshments. This Exhibition in every attempt contributed to take technology to rural SMEs and to enhance their competitiveness.

A series of seminars / workshops useful for SME representatives and entrepreneurs was conducted in parallel to the Exhibition. "How to access finance facilities," "export packaging" and "maintaining the quality standards" were among the topics discussed.

SME Policy, Research and Advocacy Services **SME Conference on Evolving a SME policy for SAARC Region**

On an invitation by Tamil Nadu Small and Tiny Industries Association (TANSTIA), two senior officials with the Chairman of Project SMED Mr. Kosala Wickramanayake represented FCCISL at a conference held in Chennai regarding "Evolving a SME Policy for SAARC Region" from 29-30 October 2010. Representatives from many of the SAARC countries participated at this two-day conference and FCCISL presented a country paper for Sri Lanka. At the end of the summit, it was concluded to formulate a common strategy for SME development for the SAARC Region.

Key Persons Forum 2010

Key Persons Forum is an exclusive event organized monthly by the SMED. The objective of this programme is to provide a dialogue platform for public and private sector entrepreneurs to had discussions with the country's key policy makers.

A contemporary topic is selected and accordingly the speech at each forum is conducted by an eminent personality, usually a policy maker Keynote chosen from the public sector or overseas mission. He shares his experiences and policy perspectives at this dialogue platform. These topics are business oriented and those who usually attend includes those from various organizations such as enterprise development fields of government organizations and other corporate sector officials, policy makers, non governmental organizations and foreign missions. Participation at the Key Persons Forum is of a great advantage for Chairmen, MDs and senior management officials to discuss policy perspectives of contemporary situations and new developments in the economy and society. The monthly Forum is timely, relevant and up-to-date with day-to-day business issues.

During the year 2010, Project SMED organized nine such Forums with the participation of ministers, policy makers and diplomats.

Key Persons Forums in 2010

January 22

'Challenges of Sri Lanka as an Emerging Economy in Asia'

By Dr. P. B. Jayasundera

Secretary to the Ministry of Finance and Planning, Secretary to the Treasury and Secretary to the Ministry of Economic Development



March 23

'Central Bank Road Map for Sri Lanka'

By Mr. Ajith Nivard Cabraal

Governor, Central Bank of Sri Lanka



May 25

'Small and Medium Enterprises in Germany'

By His Excellency Jens Uwe Plötner,

High Commissioner of Federal Republic of Germany



Small and Medium Enterprise Development

Key Persons Forums in 2010

June 22

‘Creating Favourable Business Environment by Maintaining Law and Order’

By Mr. Gotabaya Rajapakse
Secretary, Ministry of Defence



July 23

‘Making Sri Lankan Business Globally Competitive – Role of the Government’

By Hon. Prof. G L Peiris
Minister of External Affairs



August 17

‘Enhancing the quality of Energy Services for Enterprises – Way Forward’

By Hon. Patali Champika Ranawaka
Minister of Power and Energy



September 28

'Facing Environmental Challenges for the Betterment of Industries in Sri Lanka'

By Hon. Faizer Mustapha

Deputy Minister of Environment



October 27

'Sri Lanka to Become Global Centre of Knowledge through Liberalization of Educational Policies'

By Hon. S B Dissanayake

Minister of Higher Education



November 25

'Budget 2011 – Broadening the Horizons of Economic Development'

By Dr. P B Jayasundera

Secretary to the Ministry of Finance and Planning, Secretary to the Treasury and Secretary to the Ministry of Economic Development



Small and Medium Enterprise Development

Key Persons Forums in 2010

December 14

'Economic Development thro' India-Sri Lanka Partnership'
By His Excellency Ashok K. Kantha
High Commissioner for India in Sri Lanka



Key Persons Forum Collection of Speeches 2010

All nine speeches of the Key Persons' Forums held in the year 2010 have been compiled into one publication and will be published in 2011. This will be a valuable publication for SMEs, SME policy makers and stakeholders.

CHEER Project

The Federation of Chambers of Commerce and Industry of Sri Lanka, (FCCISL) is one of the national implementing partners of OXFAM, in the EU – ACAP 2009/2013 Project (European Union Assistance for Conflict Affected People). It works in association with the District Chambers of Commerce and Industry of Ampara, Batticaloa, Trincomalee, Vavuniya and Mannar with a view of contributing to the achievement of three key results selected out of the seven overall key results of EU ACAP Project. They are (a) to ensure that women and men of IDP / resettled families, have the capacity to pursue their choice of economic activities to significantly improve their household income and food security, (b) producer organizations (especially women managed) have the capacity and skills necessary to represent their members effectively and (c) the relationship between different ethnic communities is strengthened.

The FCCISL is the main private sector implementing partner of Oxfam GB and works with Oxfam GB's National and Regional offices and Oxfam's Local partner (Local NGO's) of the District. The FCCISL implementation component of the project is named FCCISL-CHEER Project (CHAMBER-NETWORK ENGAGEMENT IN ECONOMIC REHABILITATION). The entire project is funded by the European Union.

CHEER Provides a New Lease of Life to 500 Children of War, opening doors for them to be entrepreneurs of the future.

CHEER project gave five hundred children of war a new lease of life by providing them with a vocational training of their choice in a construction industry related field. Out of 500 trained, 350 male rehabilitees followed programmes on Welding, Carpentry, Electrical Wiring and Masonry while

150 female beneficiaries followed training on CAD and 3D drafting.

Providing training for 100% Tamil youth surrendered or captured by the Government Forces during the conflict, at a centre located in a Buddhist temple in a Sinhala village, surrounded by security personnel from Army and Police throughout the training period, was an unique experience for CHEER and FCCISL. However the end result, re-orienting this group of youth to be competent in a vocation of their choice, brimming with hope and enthusiasm to be re-instated to civilian life and be entrepreneurs in their given field, is a lifetime achievement for FCCISL. This initiative, most probably the first of its nature for any Chamber in the world, poses a new challenge to the World Chamber Movement to not only to think but act out of the box.

Each training course carried 100 hour training and comprised of theory and practice of the respective fields of training. In addition, the beneficiaries are also provided with a session of counselling, basics of establishing their own enterprise and also on positive thinking. Training sessions were residential and conducted at the Handwerk Centre in Malegoda, Payagala situated on the premises of the Malegoda Pushparama Maha Viharaya and also the centre in Vavuniya.

The Chief Incumbent of the Maha Viharaya, Venerable Malegoda Nanda Nayaka Thero was a guiding light to all the trainees from the very first day of the training encouraging them to participate at various functions and religious ceremonies at the Viharaya, strengthening their bonds with the Sinhalese communities. For many trainees it was the first such experience.



Children of war at a practical session of welding course at HWC - Kalutara



Certification ceremony for first 2 batches of children of war held at SLITHM auditorium in Colombo

CHEER Project

The certificates which carry international recognition were jointly awarded by the Handwerkskammer Koblenz Germany, National Construction Association of Sri Lanka and FCCISL. These beneficiaries will further receive on the job training under Army Engineers. On completion of their rehabilitation period, they will be re-integrated to the society under the direction and supervision of the Bureau of the Commissioner General of Rehabilitation (BCGR). The trainees would eventually hold an internationally valid certificate of vocational education, experience certification and certification of clearance from the Sri Lanka Army and are in a position to commence their vocation as entrepreneurs as all of them were provided with basic tool kits to operate on their own. Once re-integrated to society, the details of the trainees would be available with BCGR, FCCISL and NCASL networks, and they would support these beneficiaries to explore employment opportunities.

Participating at the first certification ceremony and commenting on the rehabilitation process, Major General Daya Rathnayake, Chief of Staff of Sri Lanka Army said "They were artificially crafted, forcefully recruited but through support, understanding and kindness they are back to normal selves". Kosala Wickramanayake, Immediate Past President of FCCISL commenting on this achievement said that FCCISL is so pleased to be involved in this important national endeavor and to formally build capacity of these young beneficiaries to pursue their choice of economic activity.

FCCISL CHEER also received a Certificate of Appreciation for this accomplishment from the Secretary to the Ministry

of Rehabilitation and Prisons Reforms Mr. A Dissanayake and Brig. Sudantha Ranasinghe, Commissioner General of Rehabilitation.

Orientation on CHEER Project for New Project Recruits and Presidents of the Implementing Partner Chambers

Newly recruited regional staff of the Project and Presidents of relevant Chambers were the main participants at this session held at Global Towers Hotels on 7th & 8th of June 2010. Secretary General, Head of HRM & Admin, Financial Controller and Senior Vice President were the invitees from FCCISL for first day inauguration. Programme Development Manager and Funding Coordinator of OXFAM were the guest invitees as well as guest speakers at the programme. During first 1 ½ days background of the project, aspects and responsibilities of each chamber and their benefits and the draft MOU between FCCISL and regional chambers were discussed and finalized. In the 8th afternoon onwards, the session took over by National Project Director-CHEER and explained the duties, tasks to be completed by the project staff for coming three months time period.

District Enterprise Forums (DEF)

District Enterprise Forum is a public - private dialogue between District's government officials, livelihood sector and NGOs of the district to address policy, regulatory and administrative issues which hinder livelihood development in the district. It is a locally owned participatory initiative that aims to empower local actors in order to shape the future of the locality they live in. This forum will address issues related to land, irrigation, security, paddy purchase, agriculture inputs,



Mr. Kosala Wickramanayake receiving a Certificate of Appreciation from BCGR for conducting of vocational training



Group photograph taken at the orientation held on 7th & 8th June 2010.

credit facilitation, health etc. Five permanent committees are appointed under the chairmanship of Government Agent (GA) to address specific issues. Each committee will have maximum of 06 members who have the decision making authority in their respective department / unit.

Following are the 5 permanent committees:

- i. Infrastructure related issues – such as land, irrigation, sanitation etc.
- ii. Markets and market related issues- purchase of paddy by the government
- iii. Human resources related issues
- iv. Financial and investment related issues – credit facilitation including Central Banks repurchase guarantee schemes etc.
- v. Administrative and legal related issues- law and order etc.

This forum is an ideal dialogue platform to address issues of main livelihoods of these regions ie: Agriculture and Dairy related sectors, as it is chaired by the highest administrative authority of the district. District Enterprise Forums were formed in Mannar, Vavuniya, Ampara and Batticaloa.

Innovative Skills training for Females affected by the conflict

The first batch of females of villagers under the EU ACAP project who are willing to pursue their careers in building painting were also provided training leading to Certificate in Building Painting. The batch comprised of 30 females underwent training at Handwerk Centre at Thirukkivil – Ampara. The duration was two weeks from 10th August to

24th August 2010. After the training they also were provided with a tool kit encouraging them to pursue their choice of employment.

Consultative Sessions on Market Linkages, JAIC Hilton Colombo

This activity was to promote market driven agriculture practices with the involvement of private sector and Department of Agriculture along with financial facilitation of formal financial sector, minimizing risk in the operation by involving Agriculture Insurance Board and other insurance companies involved in crop and loan insurance. This is to ensure secured market and price to farmer leading to sustainable enhanced income with minimum risk. Processes in this operation are:

- i. National consultation with corporate sector involved in buy back arrangements/ forward contracts, senior officials of financial institution attached to head office (including micro-finance organizations)- who has the capacity to make decisions, companies involved in crop insurance to agree on way forward and policy related issues.
- ii. District level consultation with financial institutions, insurance company representatives, Department of Agriculture representatives, corporate sector district representatives along with district partners, farmer organization representatives.
- iii. Credit facilitation meeting at District Secretariat/Village level.
- iv. Technical training with the involvement of corporate sector and supply of planting material.



DEF meeting in progress in Batticaloa



DEF meeting in progress in Mannar

CHEER Project

This activity was started this Maha season with facilitation to cultivate subsidiary crops mainly maize and paddy.

National Level Forum was held on 31st August 2010 at Hilton Residency in Colombo, with the participation of senior level officials of leading banks, private sector companies who have buy systems and who are willing to establish buy back system, micro finance companies including National Development Trust Fund and officials from leading super markets. This was followed up with a consultative session with National Development Trust Fund, Agriculture Insurance Board and several private sector insurance service providers, held in Colombo.

In response to the national meetings, district level consultative sessions on market linkages were held in Trincomalee and Batticaloa where both meetings were chaired by the Presidents of the Chambers. The Ampara meeting was chaired by the Chamber Secretary. The sessions brought in positive results with several buy back arrangements. Cultivation loans were facilitated to 386 families for cultivating 1741 acres of paddy and Maize and all the loans were covered by the insurance.

Meeting with Sustainable Agriculture Resource Centre (SARC) – Ampara

A discussion was held on the 15th September 2010, at SARC Confederation office at Ampara to explore the possibilities of empowering it as a micro finance institution. Meeting was attended by NPD- CHEER Mr. Sam Stembo and DPC- Ampara along with Oxfam Ampara-PO and Eastern PC and SARC Confederation council members. NDTF representative present at the discussion agreed to work with SARC confederation. NDTF was willing to provide Rs. 1.5m as initial

revolving loan to commence the operation and build from that. SARC Confederation is in the process of collecting information from 9 member SARC bodies as requested by NDTF to support the initiative. In Association with NDTF, CHEER will facilitate the credit management training/ capacity building to SARC confederation.

Opening of Discount Agro Chemical Outlets

With the support of Lankem discount outlets owned by the farmer societies were opened in Kiran Pookalady, a remote area in Batticaloa and also as part of promoting market oriented maize cultivation, 6 lead farmers were trained and supported with demonstration in Kiran and Vavunatheevu Divisions with the technical support of Lankem. Another discount outlet of similar nature was opened in Pavatkulam, Vavuniya. This was also supported by Lankem and handed over to Seed Paddy Association of Pavatkulam.

Trincomalee Trade Fair and Investor Forum – Trincomalee

FCCISL CHEER sponsored an Investor Forum at the Trincomalee Trade Fair. 7 Investors travelled from Colombo. 87 entrepreneurs / farmer community representatives participated in sessions.

DAFT Technology Disseminating Workshop - Ampara

District workshops on Diversified Agriculture Farming Technology was held for Agriculture Instructors, and partner beneficiaries including lead farmers in Ampara and Batticaloa districts on the request of OXFAM and partners SWOAD & Sarvodaya – Kalmunai) supported by FCCISL-CHEER. These workshops were conducted by TOFAM- India. The participants are expected to disseminate the learning to their villages.



A member of the first female batch on building painting receives a T-shirt from CHEER project at the inauguration held in Thirukkivil.



First female batch at practical sessions on building painting course at HWC- Thirukkivil

TOFAM has been providing consultancy service in promotion of sustainable and alternative diversified agriculture technology in the Oxfam GB support programmes in Ampara district from 2007 May onwards. They have been engaged in conducting a number of skills development programmes for the farmers, partner staff and the government agriculture instructors. The team was working with the self-help groups in paddy and market gardening in assisting them in preparing the demonstration plots, designing the farms based on the principles of diversified farming techniques, building their capacities in bio inputs preparations and application to improve the farm economics, large scale manufacturing and marketing of the microbial solutions.

The sustainable farming technology (also called DAFT) has been promoted by TOFAM among the small and marginal farmers of Sri Lanka through the Oxfam GB supported skill development programs are based on the following principles and practices:

The new farming approaches shall maintain and enhance soil fertility, prevent and combat soil erosion and minimize pollution.

- The new technology aims at producing products of high quality and safety
- The use of non-renewable resources and off-farm inputs shall be minimized.
- Wastes and by-products of plant and animal origin shall be recycled as input in plant and livestock production and for energy production.
- Production designs shall take account of the local or regional soil, agro climatic and ecological balance.

- Sustaining the farm yield and make the farming activities economically viable and feasible.
- Addressing the nutritional requirements of the farming families by the introduction of poly cropping systems.

Asian Microfinance Forum

CHEER sponsored four participants for the programme. DPC Ampara, President FCCISL, Deputy Head of Micro Finance of North Cooperative and Director Planning, Ministry of Agriculture North participated at this international forum. Participants are expected to support the project in empowering farmer federations to operate as Microfinance Organisations.

National Activity Planning Session for 2011- Hotel Sapphire Wellawatte

In order to prepare the work plan for FCCISL CHEER project national and regional activities for year 2011 a workshop was conducted in two sessions during the month of December 2010. First session was a residential planning session held on 9th and 10th of December 2010 at Hotel Sapphire, Wellawatta. All national partners, member chamber presidents, Oxfam GB's EU-ACAP- Project Coordinator and other regional coordinators participated at the session making the plan, a collective effort. At the end of this first session all DPCs and DPOs were requested to go back to their regions, discuss with their partners and finalize the plan along with dates and approved budgets to resubmit the plan.

Subsequently the second session was held with the entire CHEER team participating and finalizing on the activities and budgets for the first quarter.



Discount outlet opening at Kiran



Discount outlet opening at Vavuniya

International Affairs

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

The 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 organisations 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 recommendation of the FCCISL, they can obtain renewable 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 with the Sri Lankan business community.

Facilitation of 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 Re-Sale Fair-Karlsruhe-Germany, Kunming Fair and Canton fair in China on a regular basis.

The Division also performs signing of MOUs and Cooperation Agreements with foreign chambers and similar organizations, thus providing great opportunities for Sri Lankan business community to derive privileges conducive to smooth transactions.

We also conduct awareness programmes on bi-lateral and multi lateral trade agreements such as SAFTA, ISFTA, PSFTA, GSP+ coupled with lobbying of import and export issues. The Division is also involved in the promotion of Foreign Direct Investment (FDI).

Membership Services

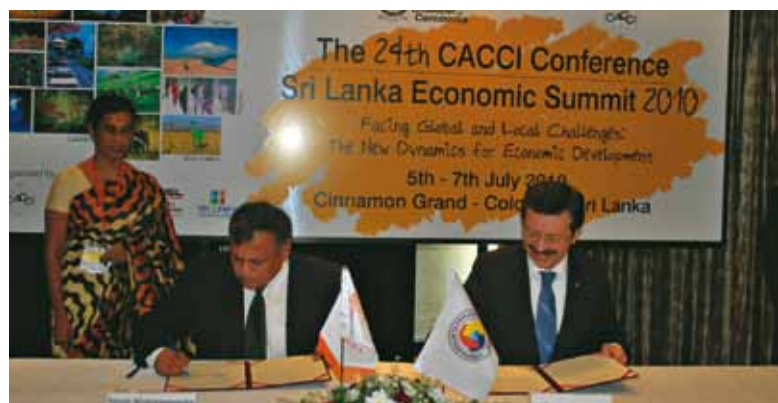
- Confederation of Asia Pacific Chamber of Commerce and Industry (CACCI) - Lifetime Membership was introduced
- SAARC Chamber of Commerce & Industry - lifetime membership was introduced.
- SAARC Forum - long-term and annual membership was introduced and enrolled.
- SAARC Visa exemption scheme for businessmen was initiated by the Division.

Memorandum of Understanding (MOUs) and Cooperation Agreements Signed:

- FCCISL with All India Association of Industries (AIAI) - 07.05.2010 at FCCISL
- FCCISL with China Council for the Promotion of International Trade (CCPIT), Yunnan Sub Council - China Kunming Import & Export Commodities Fair - 07.06.2010 at FCCISL



Mr. Kosala Wickramanayake on behalf of FCCISL signing the MoU with Chinese International Economic Cooperation Association



Mr. Kosala Wickramanayake on behalf of FCCISL signing the MoU with Union of Chambers and Commodity Exchanges of Turkey

- FCCISL with Ukraine Chamber of Commerce and Industry – 30.06.2010 in Ukraine
- FCCISL with Chinese International Economic Cooperation Association (CIECA) – 05.07.2010 in Colombo
- FCCISL with Union of Chambers and Commodity Exchanges of Turkey (TOBB) – 06.07.2010 in Colombo
- FCCISL with Tie Kerala 01.10.2010 in Colombo
- FCCISL with the Federation of Pakistan Chambers of Commerce and Industry – 29.11.2010 in Colombo

Business Councils Organized by FCCISL

- Sri Lanka – Ukraine Business Council was established. The inaugural meeting was held with Hon. Sajin Vas Gunawardena, Member of Parliament as the Chief Guest at Galle Face Hotel, Colombo on 11 October 2010. Mr. Samantha Kumarasinghe, Chairman Nature's Beauty Creations was appointed as the President. Facilitated a meeting with the Hon. Prof. G L Peiris, Minister of External Affairs.
- Sri Lanka – Philippine Business Council became a member of FCCISL effective from 19th August 2010.

FCCISL Organized Business Forums

- Trade and Investment Forum, in conjunction with the Indian Trade Fair on 13th August 2010, at Sri Lanka Exhibitions and Conventions Centre, Colombo.
- Organized participants for Sri Lanka - Pakistan Business Forum held in conjunction with the State visit of His

Excellency the President of Pakistan on 29th November 2010 at Hilton, Colombo.

We entertained International Trade and Investment Promotion Delegations from the following Bodies in 2010

- TamilNadu Chamber of Commerce and Industry (TNCCI) – January 08
- Andrapradesh Chamber of Commerce and Industry – February 08
- Tamilnadu Small and Medium Industries Mutual Association (TASMIA) – March 02
- Ayurvedic Delegation from the Indian Institute of Foreign Trade – April 07
- China Council for the Promotion of International Trade (CCPIT) – April 20
- Singapore Business Federation Delegation Networking Session at FCCISL- July 13
- Vibrant Gujarat Delegation to Sri Lanka - August 25-27
- TiE Kerala Business Delegation led by Mr. Murali Gopalan. President, from India – October 01
- CCPIT Business Delegation led by Mr. Yao Yunxiang, Vice President, Secretary General from Yunnan Province, China – December 31



Mr. Tissa Jayaweera, President FCCISL addressing Sri Lanka – Pakistan Business Forum



His Excellency Asif Ali Zardari, President of the Islamic Republic of Pakistan addressing the Sri Lanka – Pakistan Business Forum

International Affairs

International Conferences, Workshops and Seminars organized by the FCCISL in 2010

No.	Name of the Event	Description	Period & Venue	Remarks
01	FICCI & IIFA Global Business Forum	International Business Forum	June 04 Hilton, Colombo	Organized by IIFA, FICCI, SLTPB and SLCB with the support of FCCISL to promote bilateral trade between India and Sri Lanka and to promote tourism in Sri Lanka. H.E. Mahinda Rajapaksa, President of Sri Lanka was the Chief Guest.
02	24 th CACCI Conference and Sri Lanka Economic Summit	International Conference	July 05 to 07 Cinnamon Grand, Colombo	Organized by FCCISL and CCC in collaboration with Confederation of Asia-Pacific Chambers of Commerce & Industry (CACCI). The Conference focused on challenges faced by the economies in the region, identifying priorities countries and companies in order to be competitive and also recommend some policy responses.
03	Regional Consultation on Tourism Potential in South Asia	International Workshop	July 08 Cinnamon Grand, Colombo.	Jointly organized by FCCISL and SAARC Chamber of Commerce & Industry (SCCI) with the support of Friedrich Naumann Stiftung. Main objective of this workshop was to promote tourism in South Asia.
04	CACCI Workshop on UCP 600 & URDG 758	International Workshop	July 20 to 21 Cinnamon Grand, Colombo	Organized by FCCISL in collaboration with CACCI and ICC Banking Commission to provide participants with solid knowledge on how to apply UCP 600 & URDG 758 in day to day operational work.
05	Roundup on 16 th SAARC Summit	International Roundup	September 30 Cinnamon Grand, Colombo	Jointly organized by FCCISL & SCCI and supported by Friedrich Naumann Stiftung. The main objective was to analytically review the economic decisions of the Heads of States at the 16 th SAARC Summit held in Bhutan.
06	How will personal branding help improve you and your business	International Workshop	November 22 FCCISL	Guest speaker Prof. Dr. Hubert Rampersad B.Sc., M.Sc., Ph.D.-USA.



Mr. Anisul Huq, President SAARC CCI presents a memento to Hon. Rishad Bathiudeen, Minister of Industry and Commerce at Round Up on 16th SAARC Summit, Colombo.



Mr. Kosala Wickramanayake (left) at a friendly chat with Mr. Ajith Nivard Cabraal, Governor of the Central Bank of Sri Lanka during the IIFA Business Forum.

Participation at International Workshops/Conferences by FCCISL Representatives in 2010

- Mr. Kosala Wickramanayake as then President of FCCISL participated at the 05th China-South Asia Business Forum in Kunming, China and made a speech. Also renewed the agreement of FCCISL as the promoter/agent for Kunming Import and Export Fair, and South Asian Countries Commodity Fair, China for another period of 3 years. The event was held from June 04–06.
- Dr. Thusitha Tennakoon, Secretary General participated at the 4th SAARC PTB Workshop on Cooperation on Accreditation, Katmandu, Nepal, from June 28-29.
- Ms. Ranjani Tudugala, Head International Affairs of FCCISL participated at the Institutional Capacity Building Programme for Strengthening SCCI – Exploring New Areas of Cooperation held in Katmandu, Nepal, from 10th November 2010.
- Mr. Tissa Jayaweera, President participated at the Planning Committee of 25th CACCI Conference, Istanbul, Turkey on December 03.

Work in Cooperation with Public Sector Organizations

1. Actively participated in the 09th Session of Joint Commission for Economic Cooperation between Sri Lanka and Iran – September 13 to 15, 2010 and a proposal was made for organization of a delegation to Iran.

2. Actively participated in the 07th Session of the Joint Committee for Economic and Technical Cooperation between Sri Lanka and Iraq held from October 20– 23, 2010.
3. Meeting was arranged for SMEs and large scale companies at FCCISL with Sri Lankan Commercial Officers assuming duties in Belgium, Malaysia and India.
4. Commercial Officers assigned to several other countries were briefed on the functions of the FCCISL and possible areas of cooperation for promotion of business of private sector.
5. Circulated information widely and the catalogues collected were submitted to the Sri Lankan Embassy in Netherlands to display at the trade show to be held in April 2011.
6. Circulated information widely and collected exportable products and sent to Deputy High Commission in Chennai for display and promotion.
7. Attended meeting at the Department of Commerce and contributed representing trade and investment interest of the private sector.
8. Designed a questionnaire and carried out a survey to find-out the difficulties faced by exporters under ISFTA and the issues of exporters presented to the Department of Commerce during a meeting.



Section of participants at 16th SAARC Round Up



Mr. Kosala Wickramanayake (left) and Secretary General Dr. Thusitha Tennakoon (right) of FCCISL with other experts at the inauguration of the UCP 600 Workshop.

International Affairs

Overseas Trade and Investment Promotion Missions Organized by the FCCISL in 2010

No	Event	Description	Period
01	Buyer– Seller meeting in India (Chennai & Kolkata)	Organized a business delegation to this meeting which was sponsored by the Engineering Export Promotion Council India (EEPC).	March 10 -12
02	Buyer – Seller meeting at Global India Textile Show, Coimbatore, India	Organized a business delegation to this show which was sponsored by Power Loom Development & Export Council India (PDEXCIL).	March 26 - 27
03	107 th China Export and Import Fair (Canton Fair), Guangzhou, China	Organized a business delegation to this fair.	April 14 – 19
04	Kunming Import & Export Fair and South Asian Countries Commodity Fair, China	FCCISL organized a business delegation to this fair. FCCISL was appointed as an Organizer from Sri Lanka for this international trade fair for which exhibitors from 36 countries participated.	June 04 -10
05	Business delegation to Ukraine	To coincide with the state visit of HE President of Sri Lanka, FCCISL organized a business delegation to Ukraine which was led by the President, FCCISL.	June 28 – July 02
06	TECHMART-SS-GATE Business Forum, Hanoi, Vietnam	Organized a business delegation to this forum led by President FCCISL. The objective of this forum was to provide opportunities for SMEs to exhibit their technologies for buyers and investors from both home and foreign countries.	September 22 – 26
07	International Greentech and ECO Products Exhibition and Conference, Malaysia	Organized a business delegation to this Exhibition and Conference which was aiming at promotion of eco products and green technologies.	October 14 - 17
08	108 th China Export and Import Fair (Canton Fair) Guangzhou	Organized a business delegation to this largest international trade fair. Results achieved by the participants were very satisfactory.	October 15-19



UCP 600 Workshop in progress



Tamilnadu Chamber of Commerce and Industry (TNCCI) delegation at a trade discussion with FCCISL officials.

No	Event	Description	Period
09	11 th Western China International Fair 2010, Chengdu, China	Organized a business delegation consisted of Board members, Council members and entrepreneurs for this fair. Also organized a stall for FCCISL.	October 17-21
10	SAARC Young Entrepreneurs Forum, Katmandu	Organized Sri Lankan young entrepreneurs' participation at this forum to bring together and groom them to be the next generation of business leaders of South Asian Region.	November 11
11	CACCI President's Visit to Iran	To coincide with the delegation led by President of CACCI, Ambassador Benedicto Yujuico, FCCISL organized a business delegation to Iran.	December 05-07



His Excellency Mahinda Rajapaksa, President of Sri Lanka and other distinguished participants at IIFA Business Forum

International Affairs

Trade and Investment Forum, in conjunction with the Indian Trade Fair

Focusing on investment opportunities in Sri Lanka following the end of the North and East conflict.

The Trade and Investment Forum organized in concurrence to the Indian Trade Fair was inaugurated on 13 August 2010 at the Sri Lanka Exhibition and Convention Centre, Colombo amidst the presence of Chief Guest H.E Ashok Khanta, High Commissioner of India, Guest of Honor Hon. Rishad Bathiudeen, Minister of Industries and Commerce, distinguished invitees and a large number of local and Indian investors. The Federation of Chambers of Commerce and Industry of Sri Lanka (FCCISL) together with the assistance of the BOI, EDB, Department of Commerce, Sri Lanka Convention Bureau and Pico Events organized the forum to focus on investment opportunities in Sri Lanka consequent to the end of the North and East conflict and in order to create a gateway to re-establish and pursue novel trade links whilst creating a platform to discuss future business opportunities. An array of eminent speakers from the BOI, EDB and Department of Commerce made presentations highlighting key areas of economic collaboration between the two countries, aiming at striking new partnerships.

The forum sessions were well attended with over 50 local businessmen and Indian businessmen/investors. The sessions highlighted export opportunities under ISFTA and beyond, emerging business opportunities for investments and developing market linkages for products. Mr. Gomi Senadheera, Director General, Department of Commerce, Mr. C Ignatius, Director promotions, Board of Investments

of Sri Lanka and Mrs. Jeewani Siriwardene, Director, Export Development Board were the resource persons for the above mentioned sessions.

Product Display and Liaison Office in Luosiwan International Trade City in Kunming, China

China Council for the Promotion of International Trade (CCPIT) has provided FCCISL free space in Luosiwan International Trade City in Kunming, the 2nd biggest market in China to display products from South Asian countries and mainly to facilitate businessmen from South Asian countries in their efforts to explore the Chinese market.

FCCISL – CBI Partnership

The Federation of Chambers of Commerce and Industry of Sri Lanka (FCCISL) has entered into a partnership agreement with the Centre for the Promotion of Imports from Developing Countries (CBI) of Netherlands and this agreement is built on the common mission of the two organizations to contribute to trade-led development by strengthening the competitiveness of SMEs .

Following this partnership agreement several programmes were conducted at FCCISL this year including strategic planning workshops for FCCISL staff and preparation of a plan of activities for 2011 and 2012 to develop the Service Portfolio of Regional Chambers including capacity building of Small to Medium Enterprise (SMES) for exports particularly to the European Union (EU).

The FCCISL with the assistant of CBI, Netherlands and in collaboration with Sri Lanka Export Development Board



His Excellency Mahinda Rajapaksa, President of the Democratic Socialist Republic of Sri Lanka during his visit to Ukraine, Mr. Kosala Wickramanayake who led the business delegation is also in the picture



is planning to conduct four programmes for exporters and potential exporters in the Southern Region (Galle) in March, in the Central Region (Kandy) in June, Eastern Region (Trincomalee) in September and Northern Region (Jaffna) in December 2011.

Issuance of Certificate of Origin

FCCISL began issuing certificates of origin from May 2008. From a slow beginning, the division was able to issue an average of around 1100 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. Also initiated issuance of certificate of origin on semi electronic basis.

Dissemination of Information and Servicing of Trade and Investment Inquiries

Information

The FCCISL disseminated information relating to trade fairs and exhibitions such as Consumer Electronics India Expo 2010, 2nd International Summit on Processed Food, Agribusiness and Beverages, 12th Gem, Watches and Jewellery Exhibition, 79th Izmir International Fair – Turkey, International Floriculture Trade Fair- Netherlands, US Buyer Events, German Trade /Investment Delegation, Israel Defence Exhibition, International Fair on Housing Projects, International Franchise Expo, IEPC 2010, SCWEC Trade Fair, 10th SAARC Trade Fair, Global Economic Summit in Mumbai, MAHA International 2010 in Malaysia, Rice Summit, Gujarat Summit, Asia Pharma Expo 2011, JITF 2011, International Fair

of Jute Products 2011, India International Jewellery Show Signature Jan. 2011, Pakistan Halal Products Development Board, Offshore Technology Conference Texas USA , study tour in UK and International Exhibition of Agriculture - Paris.

Further, circulated information relating to AMCHAM luncheon Meetings, APBITM Conference in Bali- Indonesia, Business Opportunities from Turkey and Israel, CBI Intelligence Survey, buyer seller meet in India for ceramic and glass products, Survey Questionnaire for entrepreneurship and other information received from the High Commission of Sri Lanka in Chennai.

Also disseminated CACCI and SAARC CCI circulars and information among the members and the allied business community connected to the FCCISL.

Enquiries

The FCCISL facilitated trade and investment inquiries received from many organizations including Israeli Chamber, Embassy of Sri Lanka in Paris, Embassy of Sri Lanka in Russia and Shah Enterprises – Gujarat relating to garment manufacturers, natural product exporters, porcelain tableware manufacturers, palm oil exporters and cast iron scrap dealers in Sri Lanka.

Further assisted AKLO Information Technologies, Bathiya Trading Co. Pvt Ltd, SAARC CCI, Sri Lanka High Commission in Malaysia and TIE Kerala Members by providing information and clarifications required by them.



Office Bearers of Sri Lanka Ukraine Business Council



His Excellency Mahinda Rajapaksa, President of Sri Lanka met with Mr. Nayana Dehigama. He is the recent winner of Young Lanka Entrepreneur of the Year award from CACCI.

Research and Policy Advocacy

With the view to fulfilling a long-felt need of the Federation, a new core unit designated as “Research and Policy Advocacy Unit” was established in August of the year under review. The Former Ambassador/ Permanent Representative of Sri Lanka to the World Trade Organization (WTO) has been assigned to head the Unit with the assistance of a Research Coordinator who has specialized in law and research.

The objective of the establishment of this Unit is to conduct need-based, demand-driven and objective research on all aspects on national economy and on government’s macro-economic policy and its impact on the business community, particularly on SMEs. The Unit is also expected to engage in public policy advocacy on important issues to the business community and also to act as an in-house policy advocacy arm of the Federation.

In the sphere of macro economic policy analysis and public policy advocacy, the Unit has embarked on a public policy dialogue through print and electronic media by publishing of a series of research papers, under the title of “Trade Watch.” These research papers attempted to analyze important macro-economic policy framework of the Government and its impact on the business community, while making proposals to improve the policy environments conducive for the business community particularly, for Sri Lankan exporters and SMEs. The following research papers have been published in the print media and subsequently compiled as a blog on FCCISL website.

1. “Review of Reforms on Rules of Origin of European Union GSP Scheme” (This article reviews the main features of the reforms of EU-ROO and its implications on Sri Lankan industrial sector and exports.)
2. “Important Notice to the Exporters under the US-GSP Scheme” (This notice elaborates the effect on temporary suspension of US GSP Scheme to beneficiary countries.)
3. “Review on Revisions Proposed by the Budget 2011 on Nation Building Tax (NBT)” (An analysis of NBT tax and its implications to the Sri Lankan Trade and Industry with particular emphasis on Wholesale and Retail Trade.)
4. “FCCISL Welcome Development Oriented Budget 2011” (A comprehensive analysis and guide to the budget 2011)

5. “Round up on 16th SAARC Summit: Is SAARC a “half empty train journey?” (A research paper compiled on the basis of seminar organized by the FCCISL on Regional Trade Integration and proposals to strengthen the SAARC Corporation.)
6. “European Union Grants Exclusive Trade Concession to Pakistan” (An analysis of the implications of EU granting exclusive tariff concession to Pakistan and its ramifications on Sri Lankan Trade and Industry.)
7. “Visit of Iranian Trade Delegation to Sri Lanka” (A research paper describing as to how we could expand trade and economic relations with Iran)
8. “A Review on recent trend of world trade and Sri Lanka’s international trade” (A statistical analysis of the current trends and future prospects of world trade and its implications on Sri Lanka.)

These articles are available on www.blog.fccisl.lk for further discussion.

As a part of in-house policy support, the Research Unit prepared the following two presentations and delivered at Seminars organized by the FCCISL for Sri Lankan business community.

1. Budget 2011 and its implications on Sri Lankan Business Community.
2. Multilateral and regional trade rules on Accreditation, Conformity Assessment and Mutual Recognition Agreement.

The Unit also actively participated as resource persons at the Seminar jointly organized by the International Trade Centre and Institute of Policy Studies on Non-Tariff measures and its effects on Sri Lankan Export Trade held in Colombo.

With a view to obtaining inputs from the business community, an electronic survey has been organized to gather information on offers and requests in respect of the negotiations of Proposed SAARC Services Agreement.

The Unit represented the FCCISL at a number of Government and semi-government organizations by providing inputs on various trade issues to obtain best policy formulation for

the SME Sector. These representations included inter-alia, selection of Presidential Exports Awards being organized by the EDB, number of joint commission meetings held in Sri Lanka with Sri Lankan trading partners and consultation on electricity tariff, proposed reforms on higher education, aid for trade, proposed SAARC services agreement and revision of EU GSP ROO.

Two policy papers on the following subjects have been prepared and submitted to policy makers for further consideration.

1. "Multilateral trade rules on exports subsidy and its application on Sri Lanka."
2. "Application of WTO trade remedies/measures to address the problems of injury to domestic industry."

Proposals have also been made to improve the business environment to the policy makers prior to the budget proposals 2011.

Some of the proposals contained in those policy papers and the submissions made prior to budget 2011 have been taken into consideration by the government in the preparation of the budget in 2011.

The long-term objective of this Unit is to achieve the status of fully fledged Research and Policy Advocacy Unit in order to undertake and conduct research studies on behalf of the international institutions, organizations, regional institutions, national governments and for private sector business on trade and economies issues.

Training and Capacity Building

All the departments of FCCISL who have been involved in a wide variety of education and training activities were amalgamated in January 2010 to form the Training Division with a scope of supporting the entrepreneurs, employees and unemployed youth of the country in the acquisition of knowledge, sharpening of skills, concepts, rules, or changing of their attitudes and behaviours to enhance the performance of their jobs or the future involvements. As the apex organisation in the Sri Lankan private sector, FCCISL has understood its role in supporting country's entrepreneurship to ensure the quality and the development of their employees to run their businesses profitably for a long period of time while supporting the younger generation of the country to be more employable.

The training programmes ranging from seminars and workshops to advanced certificate and diploma courses organised and conducted by FCCISL helps participants to adjust themselves to the rapidly changing organisational and job requirements. We focus on issues that impact business operators from high level business planning to daily operational issues such as customer care, basic labour law essentials and taxation etc. Majority of the entrepreneurs want to succeed but do not engage in training that promise to improve their chances of success. This is where FCCISL Training Division attends to their requirements by designing and delivering a number of need based training programmes to support them and their staff to achieve organizational, career and personal goals and make the participants to reach their maximum potential.

Helping up the government to minimize the rate of unemployment by enabling the un-employed youth to be more employable by moulding them for different careers through well recognized education and training programmes and empower them with essential knowledge on information communication technology and English language is one of the major objectives of the division. Our effort becomes more important to meet the demands of a quality workforce to fill the vacuum in tomorrow's job market. The participants of the training programmes organized by FCCISL solely or in collaboration with the other reputed training or professional

organizations are ensured three specific advantages such as better wages, greater employment stability and greater upward mobility in income.

With its regional network and close interaction with state sector and private sector establishments the Training Division has expanded its scope and created important linkages between public and private sector industry members (PPP). This initiative aims to add additional value and recognition to the courses offered by the Training Division and absorb new ideas, concepts and technologies to develop its product portfolio.

Strategic Partners of FCCISL Training Division;

- Ministry of Youth Affairs
- Institute of Human Resource Advancement (IHRA) of the University of Colombo
- Sri Lanka Institute of Marketing (SLIM)
- Institute of Personnel Management (IPM)
- Academy for International Trade and Transport (AITT)
- Department of Official Languages (DoL)
- National Construction Association of Sri Lanka (NCASL)
- Handwerkskammer Koblenz Germany
- Microsoft Unlimited Potential Partnership Programme

The FCCISL Training Division delivers its services through two functional arms which are;

1. Chamber Academy
2. Handwerk Centre

Chamber Academy

Chamber Academy (CA) is the professional capacity, information communication technology and language skills development arm of the Training Division. A wide range of courses are offered to suit the various professional needs and career aspirations of the participants. All the courses are developed by expert academics in the respective field

with a view to help our clients. In addition to that chamber academies have played a pioneering role in addressing the knowledge vacuum of the regional business community by organizing a range of seminars and workshops on demand driven topics.

Courses offered by Chamber Academies during the year 2010

Language Courses

1. Certificate in Spoken English for Business in collaboration with the Department of Official Languages
2. Certificate in Tamil Language Proficiency in collaboration with the Department of Official Languages
3. FCCISL Diploma in English Language Proficiency
4. FCCISL English Backup Programme

Professional Capacity Building Programmes for Specific Fields

1. IPMSL Certificate in Human Resource Management
2. IPMSL Professional Qualification in Human Resource Management
3. SLIM Preliminary Certificate in Marketing
4. SLIM Post Graduate Diploma in Marketing
5. FCCISL Certificate in Office Management and Secretarial Practice
6. FCCISL Diploma in Applied Organizational Management

Information Communication Technology and Allied Fields

1. Certificate in Computer Application in Business (Cert. CAB) in collaboration with the Institute of Human Resources Advancement (IHRA) of the University of Colombo
2. Certificate in Computer Applications for Media, Tourism, Agriculture and Apparel Industries in Collaboration with the Unlimited Potential Partnership of Microsoft
3. FCCISL Certificate in Computer Aided Drafting in collaboration with the National Construction Association of Sri Lanka (NCASL) and Handwerkskammer Koblenz of Germany
4. FCCISL Certificate in 3D Drafting and Advanced Modeling Concepts in collaboration with the National Construction Association of Sri Lanka (NCASL) and Handwerkskammer Koblenz of Germany

Locations of Chamber Academies

Chamber Academy Colombo

53, Federation House, Vauxhall Lane,
Colombo 02

Tele : 011- 2304253/4

Email : cacolombo@fccisl.lk

Chamber Academy Gampaha

Pradeshiya Saba Building, Miriswatta Junction,
Mudungoda, Gampaha

Tele : 060-2338486 / 033-2234244

Email : cagampaha@fccisl.lk



Mr. Kosala Wickramanayake exchanging the MoU with Mr. Laxman Walpitagamage, President of Galle District Chamber of Commerce and Industries for joint business school operation.



Seminar in progress at Chamber Academy, Colombo

Training and Capacity Building

Chamber Academy Kurunegala

56, Town Centre Building, Colombo Road,
Kurunegala
Tele : 037-22221255/037-3973297
Email : cakurunegala@fccisl.lk

Chamber Academy Kandy

155, 2nd Floor, William Goppallawa Mawatha ,
Kandy
Tele : 081-2223468
Email : cakandy@fccisl.lk

Chamber Academy Vavuniya

Sathaya Building, 01st Cross Street,
Vavuniya
Tele : 024-2221054
Email : cavavuniya@fccisl.lk

Seminars and Workshops

Topic	Location
Use of Internet Resources to Promote Exports	CA Colombo CA Kandy CA Kurunegala CA Gampaha
How to Maximize After Tax Income	CA Colombo CA Kurunegala CA Gampaha
Shop and Office Employees Act and Wages Board Ordinance	CA Colombo CA Kandy CA Kurunegala
EPF/ETF and Gratuity and the Proposed Amendments to the EPF Act	CA Colombo CA Kandy CA Kurunegala
Employee Discipline & Employee Misconduct	CA Colombo CA Kandy
Laws Related to Recruitment	CA Colombo CA Kandy
Termination of Employment Disciplinary & non- Disciplinary	CA Colombo CA Kandy
IT Workshop for Divisional Secretariat Office	CA Kandy

Handwerk Centre (HwC)

FCCISL Handwerk Centre is the vocational training arm of the Training Division. It is a collaborative effort of the Federation of Chambers of Commerce and Industry of Sri Lanka (FCCISL), National Construction Association of Sri Lanka (NCASL) and Handwerkskammer Koblenz, Germany (HwK) with a prime objective of converting unskilled labour of the country to skilled labour to serve specific professions.

Through this project, two vocational training centres have been set up in Kalutara and Thirukkivil. Centers offer opportunities for those who are already employed in the industry to gain post employment skills upgrading while serving unemployed youth in the respective regions. In addition the centre handles company specific training for capacity enhancement and skills development.

Courses offered by Handwerk Centres during the year 2010

1. Certificate Course in Carpentry
2. Certificate Course in Domestic Electrical Wiring
3. Certificate Course in Masonry
4. Certificate Course in Welding General / Steel Fabricating
5. Certificate Course in Building Painting

Locations of Handwerk Centres

Handwerk Centre Western Province

Dodangoda Road, Malegoda,
Payagala
Tele : 0344929494-6, Fax: 0344929497
Email : hwcwp@fccisl.lk
Web Site : www.handwerkcentre.org

Accreditations –
TVEC Reg. No: PO3/0069
City & Guilds Reg. No: 844098

Handwerk Centre Eastern Province

Near Udayasooriyan Ground,
Thirukkivil
Tele : 0674921349, Fax: 0674923210
Email : hwcep@fccisl.lk
Web Site : www.handwerkcentre.org

Accreditations –
TVEC Reg. No: PO3/0069
City & Guilds Reg. No: 844098

Progress and Highlights of the year 2010

Six Hundred and Twenty Two needy youth completed their vocational training programmes successfully at HwC Kalutara, HwC Thirukkivil and Digital Laboratory of the Girls Rehabilitation Centre, Pampaimadu Vavuniya under the supervision of FCCISL Training Division.

Training Centre	Training Programmes					
	Masonry	Carpentry	General Welding	Domestic Wiring	Building Painting	Computer Aided Drafting (CAD)
HWC Kalutara	87 M	88 M	87 M	108 M		
HWC Thirukkivil	11 M 30 F	10 M	10 M	11 M	30 F	
Digital Laboratory Pampaimadu						150 F
Total	98 M 30 F	98 M	97 M	119 M	30 F	150 F

M – Males F – Females



Training sessions in progress at Chamber Academy, Kandy



Seminar in progress at Chamber Academy, Kurunegala

Human Resource Management and Administration

The quality of Human Resource has always been the crucial factor towards Organizational Development. Managing human resources in an effective manner in organizations, which are striving to meet competitive challenges in a technologically driven environment, holds the key to success.

FCCISL considers that the people factor is the vital element in the Organization. Human Resource Management and Administration Division plays a key role in assisting the Divisions/Projects in the recruitment of right persons to the right job, and developing them through training programmes to derive maximum benefit out of them to the Organization.

During the year under review, FCCISL added a new dimension to the recruiting process by recruiting locally and internationally qualified university graduates as management trainees and assigned them to divisions and projects for on the job training. On completion of their period of training, they were designated as Business Development Executives and Planning & Management Executives.

Annual Staff Performance Appraisal

The Annual Staff Performance Appraisal was carried out in the month of November 2010, from which the training needs of individuals are identified and their career prospects are determined.

Conduct of Quality Audit

FCCISL implemented the International Standards of ISO: 9001:2008 and SA 8000:2008 in the year 2008.

SGS Lanka (Pvt) Ltd conducted a surveillance audit on ISO 9001:2008 in October 2010 and re-confirmed that the management system conforms with all the requirements of the audit standards, the organization has effectively implemented the planned management systems and also the management system is capable of achieving the organization's policy objectives.

Staff Satisfaction Survey

In order to determine the level of staff satisfaction, a survey was carried out in June 2010 in accordance with the quality standard requirements. The main objective of the survey was to ascertain how employees feel about the Organization's

Structure, Infrastructures and Work Environment. This exercise paved way to provide solutions for issues pertaining to the above.

Staff Welfare

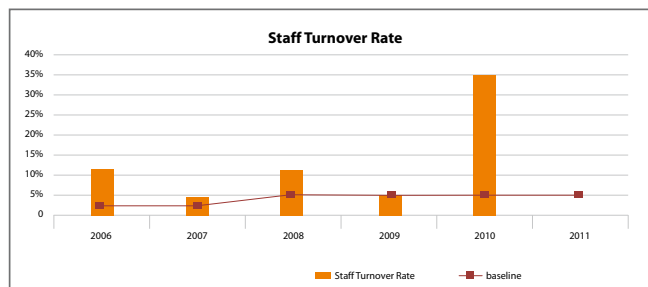
A new Staff Welfare Committee was reconstituted with a view to enhancing the welfare facilities for the staff.

Staff Meetings

Monthly Staff Meetings were conducted during the year. The main objective was to communicate the management decisions to the Staff and also provide opportunities for the members of the Staff to express their views on matters pertaining to employment and work environment.

Progress Reports and Activity Plans

The HRM and Administration Division was instrumental in compiling and presenting the Progress Reports of the preceding month and the Activity Plan for the succeeding month of Divisions/Projects, for the Executive Council Meetings and Board of Directors Meetings.



Information Management and Media Coordination

Objective

The objective of the Unit is to facilitate achievement of organisational responsibilities in a cooperative and collaborative environment. During the year 2010, the Unit was named Information Management and Media Coordination and its scope was widened to cover the FCCISL Library and Information Management activities and Media.

Library and Information Unit

The Library and Information Unit of the FCCISL was set up in January 2009 under the Regional Chambers Sri Lanka project supported by the Norwegian and Swedish Governments. FCCISL Library mainly caters to FCCISL affiliated Chambers, Associations and FCCISL staff to fulfill their information needs.

The collection of the information contains books published in different subjects, workshop reports, local and foreign product profiles, magazines, trade directories, CD collections, brochures, trade agreements and regulations and other publications. All library operational activities are handled by the Library Information Management software package which was developed by the IT unit. The processed, up to date information in the FCCISL Library is also made available to diplomatic missions, foreign delegations, government officials, university students, researchers and other information users.

FCCISL Annual Report 2009

FCCISL attaches great significance to the Annual Report. In

2009, the theme was a Resurgence Through Peace & Unity. It was denoted by a white background for peace and open palms in colours of our national flag to show the resurgence through unity among all communities. The concept, design and layout was by Holmes Pollard, printed by Gunaratne Offset and coordinated by Information Management and Media Coordination unit.

FCCISL Newsletter

Compilation of FCCISL News is the responsibility of the library. The contents included major event based articles, FCCISL highlights, an event calendar, advocacy issues and research findings. This is a quarterly publication and we have released 1000 printed copies. We also have an e-version which is shared with the whole network, council members, SAARC forum members, partner organisations, embassies, university libraries and selected government officers and ministries.

FCCISL News Alert (English and Sinhala)

FCCISL Library disseminates a number of e-circulars in English and Sinhala once a week to members informing them about latest business news, up coming events, economic trends, theoretical and technical information, local and foreign trade fairs and exhibitions etc, which has high importance and relevance to the business community and the people engaged in enterprise / economic development activities. There were 86 FCCISL News Alerts circulated during the period from January to December 2010.



Information Management and Media Coordination

Library Information Management System (LIMS)

FCCISL Library introduced a windows based Library Management Information System for all functionalities. Further expanding this activity, this system was installed in Regional Chamber Information Centres and Libraries in Galle, Matale, Sabaragamuwa and Central Province for operational functionalities.

Management Information System

A database was prepared both on a regional and national basis which specifically segregates voluntary and commercial business advisers. Further, management of Regional Chambers (RCs) Membership is also monitored by this system. The Information Unit is the focal point for monitoring and input of data into this system and all RCs utilise the services of this system at present.

Information and Communication Services

Information and communication is one of the most valuable services in today's business world. FCCISL library is in network with most of institutions/organisations in local and foreign information centers and share their research findings, articles and publications such as ADB publications and News Alerts, Stock market based publications, Asia Foundation newsletters, International Chamber of Commerce releases, SME Times articles, Expo news etc, with our member network.

Sale of Information

A nominal fee is charged for the valuable information services provided by us. Our objective is to make the library an effective and efficient place that delivers timely and up to date, demand oriented information to the clients.

Media

The Media section maintains a very cordial relationship with all print and electronic media houses in the country and as a result our Unit has become a highly capable in getting media publicity in almost every newspaper in the country on a daily basis covering every significant activity conducted by the FCCISL. For ease of storage, management purposes and quick retrieval of this information, all press articles are uploaded to the Computer based E-Desk System and access facilities have been provided to all FCCISL staff members. 283 press releases were published in the country's leading newspapers during the period from January to December 2010. Following are some of the main activities covered under media.

Media Coverage and Press Conferences organised

1. Media Coverage - Consultative session on facilitating the cultivation of 2000 acres of subsidiary crops in the Maha season in the North and the East on 30th of August 2010
2. Media Coverage - High powered business delegation from Kerala -The Indus Entrepreneurs' (TIE) in Sri Lanka on 1st October 2010
3. Press Conference - SAARC Chamber and FCCISL organise round up on the 16th SAARC Summit Deepening Economic Integration; strengthening role of private sector in regional initiatives on 30th September 2010



Mr. Kosala Wickramanayake presenting the FCCISL Annual Report to His Excellency Mahinda Rajapaksa, President of Sri Lanka

4. Press Conference - Sri Lankan Entrepreneur of the Year 2010 on 13th October 2010
5. Press Conference- Seminar on Malaysia-Sri Lanka business opportunities in the professional and construction services on 13th December 2010

FCCISL Trade Watch Series published in the Daily Financial Times

1. Future of Sri Lanka - Iran bilateral trade
2. Recent trend of world trade and Sri Lanka's international trade
3. European Union grants exclusive trade concession to Pakistan
4. Review of reforms on EU GSP scheme's rules of origin
5. Reduction of NTB beneficial, but retail traders concerned
6. Round Up on the 16th SAARC Summit: Is SAARC a half - empty train journey?

Highlights of Press Releases

1. Key Persons Forums – January to December 2010
2. Trade delegations – Republic of Pakistan, Iran, Ukraine, Kerala, Gujarat, Vietnam
3. Roundup on 16th SAARC Summit-Deepening Economic Integration; strengthening role of private sector in regional initiatives
4. Indian High Commissioner dispel fears regarding implementation CEPA at inauguration of Trade & Investment Forum
5. Trincomalee opening its doors-trade fair on sustainable regional development
6. Certification of appreciation to CHEER for providing vocational training for 500 children of war
7. FCCISL CHEER facilitate inauguration of locally owned participatory mechanism of the private –public District Enterprise Forum in Batticaloa
8. Serve the country & lead a peaceful life says Hon Minister to FCCISL CHEER trained 180 children of war
9. Netherlands Ambassador visited FCCISL Handwork Center, Kalutara

10. FCCISL CHEER facilitated NE subsidiary crop cultivation effort receives pledges buy back, transfer of technology cultivation loans
11. FCCISL CHEER seek buy back pledges from the private sector for subsidiary crops from North & East
12. Dr. P.B. Jayasundara initiates the payment of insurance claims to traders of Kiliinochchi & Mullaitivu with the facilitation of FCCISL
13. FCCISL CHEER facilitates CAD & 3D Drafting training for Female Rehabilitees
14. FCCISL CHEER facilitates conflict affected females to become professional building painters
15. Sri Lankan Entrepreneur of the Year 2010

Information Technology

Our Unit

ITU has a dedicated team to facilitate the Federation with Information Technology needs which is a key support function that fuels the smooth operation of the Secretariat. Besides we are competent in System Engineering, System Development and Database Management. Our young and passionate team is involved in Graphic Designing and Website Development also which is not only another key requirement of other divisions, but also a large cost effective and efficient service. We are equipped with state-of-the-art facilities such as Wi-Fi and Wired Network including high-end Windows and Linux servers that ensures uninterrupted services.

Web Development

Official website of Sri Lankan Entrepreneur of the Year 2010, (www.entrepreneur.fccisl.lk), the FCCISL's largest annual national event for recognizing and rewarding Sri Lankan Entrepreneurship was designed by the ITU, with the support of the event management team for first time in organization's history as this function was used to be outsourced. This website facilitated applicants to online application filling and proceeds with the rest of the application process.

FCCISL Blog

This is another first in its kind intervention by the ITU. The Blog includes "Trade Watch" articles, a series of economic reviews on international trade and its impact on business community under the title of "Developing Business through Knowledge" (www.blog.fccisl.lk). This online discussion forum enables public to share their concerns, opinions and thoughts on related topics.

Online Student Registration System

ITU is also in the process of developing an online Student Registration System to support FCCISL Training Division.

Above all, the team is engaged in designing e-flyers, brochures, newsletters, paper advertisements and event themes to fulfilling the advertising and branding needs for effective selling and image building exercises of many other divisions of the Federation.



FCCISL Blog



Sri Lankan Entrepreneur of the year 2010 website

Finance Management

The year began with significant changes in the senior management team of the FCCISL. The Board of Directors is in favour of bringing in a highly qualified and experienced team on board to further improve efficiency, effectiveness and quality of all our divisions. As a result, a new financial controller was appointed as the Head of Finance, Monitoring and Evaluation to the Finance Division.

The restructuring process of the FCCISL had a significant impact on the number of staff within the division. The total number of staff in the division was reduced to five members as against 10 at the beginning of the year. Tireless effort by the staff within the division was paid dividends of appreciation by the senior management and other stakeholders for improved quality and the speed of reporting.

New initiatives were taken to improve the timeliness and the quality of book keeping and management information systems (MIS). Monthly MIS has been fully automated and presently the Finance Division is able to furnish comprehensive monthly accounts to the Board of Directors within five working days after the month end.

With the directions from the Secretary General and Board of Directors, the Finance Division took further steps to reconcile and verify accounts of previous years to make sure that all accounts are reconciled and any errors or omissions are corrected.

We also took initiatives to get online banking facilities for all our current accounts which further paved the way to improve timeliness and efficiency in our accounting and reporting practices. Annual accounts for the year 2010 is ready for audit and we have already commenced annual the audit with our new external auditors KPMG Ford Rhodes Thornton & Co. on the 07th March 2011.

In addition to the division's primary responsibilities of financial planning and control, monitoring and evaluations, other activities that the division is engaged in are;

Financial and operational compliances, Risk Management, providing up-to-date management information, controlling overhead costs with the support of the internal control system, achieving transparency in payments and purchasing procedures, handling inventory control systems and annual assets verification, assisting annual external audits, facilitating frequent donor audits, cash flow management, budgetary control and treasury management.

The Right Framework



Our People

Left page (from left)

- 1st row : 1. Thusitha Tennakoon 2. Upendri Senanayake 3. Nandanie Paranamana
4. Jeewani Kaggoda Arachchi 5. S W Lakshman
- 2nd row : 1. Pavithri Peiris 2. Abeyratne Muthugala 3. Indika Padukka 4. N Puwaneswaran
5. W M Thilanga Manjula 6. Rohan Mendis
- 3rd row : 1. Nadeeja Ashubodha 2. M I S Fathima 3. Ravindi Nawarathna
4. Dilshan Munasinghe 5. T N Sellaraja
- 4th row : 1. Thakshila Srinath Perera 2. Anura Ediriweera 3. Bandara Kapugedera
4. Shyamali Subasinghe

Right Page (from left)

- 1st row : 1. Sam Stembo 2. Rohan Suriyapperuma 3. Krishantha Wisenthige
4. S W B Wijekoon 5. Rasika Masinghe
- 2nd row : 1. Malka Sudarshani 2. Niranjala Velathanthrige 3. Hasini Rathnamalala
4. Kulathunga Perera 5. K Nanthakumaran 6. Suranjika Sriyani
- 3rd row : 1. Isuru Edirisinghe 2. Dhanushka Rambukwella
3. Roshen Weeraratne 4. Nuwan Vipula 5. Dilrukshi Pathirana
- 4th row : 1. Chandana Wickramarachchi 2. Chaminda Premaratne
3. Champika Shyamalee



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 2010.

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 85 to 101 of the Annual Report.

Auditor's Report

The Auditor's Report on the Financial Statements is given on page 84 of the Annual Report.

Significant Accounting Policies

The Significant Accounting Policies adopted in the preparation of the Financial Statements are given from pages 89 to 101 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 100 of the Annual Report.

Donations

Donations made by the Company during the said financial year amounted to Rs. 20,410/-.

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 2010.

1. Tissa Jayaweera (President)
2. Anuruddha Kumar Mallimaratchi (Senior Vice President)
3. Ajith Watthuhewa (Vice President)
4. Kosala Wickramanayake (Immediate Past President)
5. Shangmugam Thambiah Sinnathurai Arulananthan
6. Wegapitiya Kattadiyalage Hemachandra Wegapitiya
7. Robelge Cedric Anton Shiran Lenore Karunaratne

Whereas Mr. Nawaz Rajabdeen retired as per the Articles of Association with effect from 15.11.2010, Mr. Shiran Karunaratne was appointed by the Executive Council with effect from 15.11.2010.

Auditors

The Auditors Messrs KPMG Ford, Rhodes, Thornton & Co. (Chartered Accountants) were paid Sri Lanka Rupees 325,000 for the financial year ended 31st December 2010, as audit fees, by the Company.

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

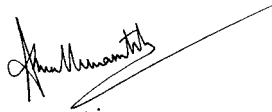
Based on the declaration made by Messrs KPMG Ford, Rhodes, Thornton & Co. (Chartered Accountants) and as far as the Directors are aware, the Auditors do not have any relationship or interest in the Company other than what has been disclosed in the preceding paragraph.

By order of the Board



Tissa Jayaweera

President



Anuruddha Kumar Mallimaratchi

Senior Vice President



Director

BDO Secretaries (Pvt) Ltd

Secretaries

The Federation of Chambers of Commerce and Industry of Sri Lanka

Dated on this 23rd day of June 2011



Growing Opportunities



FINANCIAL REPORT >>

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Statement of Cash Flow	87
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Notes to the Financial Statements	89

Independent Auditor's Report



KPMG Ford, Rhodes, Thornton & Co.
(Chartered Accountants)
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Colombo 00300,
Sri Lanka.

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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 Sri Lanka (the "Chamber") as at 31st December 2010 which comprise the balance sheet as at 31st December 2010, and the statement of income and expenditure, statement of changes in funds and cash flow statement for the year then ended, and notes to the financial statements set out on pages 84 to 101.

Management's Responsibility for the Financial Statements

Management 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 policies used and significant estimates made by management, 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. As per Note 14 to the Financial Statements, the receivables as at 31st December 2010 includes a long outstanding receivable of Rs. 7,859,791/- from one of former employee of the Federation of Chambers of Commerce and Industry of Sri Lanka for which the legal case for recovery is in progress as at the balance sheet date. However, the Chamber has not made a provision for bad debts for this receivable balance in the Financial Statements for the year ended 31st December 2010.
2. As per Note 14.1 and 28 to the Financial Statements, long term investments and fixed deposits as at 31st December 2010 include balances of Rs. 629,430/- and Rs. 3,619,223/- respectively with Sterlin Merchant Investments Limited. The recoverability of these balances are doubtful. However, the Chamber has not made the provision for bad debts for this receivable balances in the Financial Statements for the year ended 31st December 2010.

In our opinion, except for the matters discussed in the preceding paragraphs, so far as appears from our examination, the Chamber has maintained proper accounting records for the year ended 31st December 2010 and the financial statements give a true and fair view of the Chamber's state of affairs as at 31st December 2010 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

These financial statements also comply with the requirements of Sections 151(2) of the Companies Act No. 07 of 2007.

Chartered Accountants

23rd June 2011
Colombo

KPMG Ford, Rhodes, Thornton & Co., a Sri Lankan Partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International cooperative ("KPMG International"), a Swiss entity.

A.N. Fernando FCA
P.Y.S. Perera FCA
W.W.J.C. Perera FCA
W.K.D.C. Abeyrathne ACA

M.R. Mihular FCA
C.P. Jayatilake FCA
Ms. S. Joseph FCA
S.T.D.L. Perera FCA

Ms. M. P. Perera FCA
T.J.S. Rajakarier FCA
Ms. S.M.B. Jayasekara ACA
G.A.U. Karunaratne ACA

Principals - S.R.I. Perera ACMA, LLB, Attorney-at-Law, H.S. Goonewardene ACA

Income Statement

For the year ended 31st December		2010	2009
	Note	Rs.	Rs.
Income			
Membership Fees	5	4,630,701	1,249,021
Grant Income		63,194,370	97,826,922
Other Income	6	65,275,538	134,646,424
		133,100,609	233,722,367
Less : Expenditure			
Staff Expenses			
		(35,067,775)	(51,634,746)
Depreciation on Property, Plant and Equipment		(10,334,126)	(14,973,513)
Other Operating Expenses		(114,849,774)	(168,773,613)
Finance Expenses	7	(845,109)	(236,566)
		(161,096,784)	(235,618,438)
Deficit Before Taxation	8	(27,996,175)	(1,896,071)
Income Tax Expenses	9	(4,222,414)	(2,388,008)
Deficit for the Year		(32,218,589)	(4,284,079)

Figures in brackets indicate deductions.

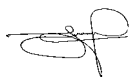
The Financial Statements are to be read in conjunction with the related notes, which form a part of the Financial Statements of the Chamber set out on pages 89 to 101.

Balance Sheet

As at 31st December		2010	2009
	Note	Rs.	Rs.
Assets			
Non Current Assets			
Property, Plant and Equipment	10	57,184,582	74,385,273
Investment Property	11	6,960,000	-
Investment in Shares	12	629,430	629,430
		64,774,012	75,014,703
Current Assets			
Inventories	13	75,276	72,926
Trade and Other Receivables	14	17,808,618	45,278,693
Investment in Fixed Deposits	15	32,836,603	36,547,120
Investment in Treasury Bills	16	17,991,771	17,991,771
Cash and Cash Equivalents	17	57,164,839	89,189,385
		125,877,107	189,079,895
Total Assets		190,651,119	264,094,598
Funds and Liabilities			
Accumulated Fund			
Unrestricted Funds	18	3,068,609	35,287,198
Restricted Funds	19	68,240,381	109,139,139
Other Funds	20	47,909,403	47,554,203
		119,218,393	191,980,540
Non Current Liabilities			
Deferred Income	21	19,287,357	20,358,877
Retirement Benefit Obligation	22	4,615,750	4,829,425
		23,903,107	25,188,302
Current Liabilities			
Trade and Other Payables	23	23,320,446	27,447,511
Net Liability to Lessor	24	-	615,048
Income Tax Payable		4,727,167	1,105,504
Bank Overdrafts	17	19,482,006	17,757,693
		47,529,619	46,925,756
Total Liabilities		71,432,736	72,114,058
Total Funds and Liabilities		190,651,119	264,094,598

The Financial Statements are to be read in conjunction with the related notes, which form a part of the financial statements of the Chamber set out on pages 89 to 101.

I certify that the Financial Statements have been prepared in compliance with the requirements of the Companies Act No. 7 of 2007.



S.W. Lakshman
Finance Controller

The Board of Directors is responsible for the preparation and presentation of these Financial Statements. Approved and signed for and on behalf of the Board;



Tissa Jayaweera
President



Anuruddha Kumar Mallimaratchi
Senior Vice President

23rd June 2011
Colombo.

Statement of Cash Flow

For the year ended 31st December	Note	2010 Rs.	2009 Rs.
Surplus / (Deficit) Before Taxation		(27,996,175)	(1,896,071)
Adjustments for;			
Depreciation on Property, Plant and Equipment		10,334,126	14,973,513
Profit on Disposal of Property, Plant and Equipment		-	(22,815)
Finance Expenses		845,109	236,566
Interest Income		(6,120,049)	(6,293,577)
Deferred Income Written Back		(1,071,520)	(1,071,520)
Adjustments		-	113,444
Provision for Retirement Benefit Obligation		(176,925)	926,675
Surplus before Working Capital Changes		(24,185,434)	6,966,215
Increase in Inventories		(2,350)	(945)
Increase / (Decrease) in Trade and Other Receivables		27,470,075	(15,904,300)
Decrease in Trade and Other Payables		(4,127,065)	(4,500,426)
Net Cash Generated from Operations		(844,774)	(13,439,456)
Tax refund/(paid)		(600,751)	(3,415,997)
Interest Paid		(845,109)	(80,921)
Gratuity Paid		(36,750)	(86,625)
Net Cash Flows Generated from Operating Activities		(2,327,384)	(17,022,999)
Cash Flows from Investing Activities			
Purchase of Property, Plant and Equipment		(389,050)	(22,531,277)
Proceeds from Disposal of Property, Plant and Equipment		-	23,499
Net (Investment in) / Withdrawal of Fixed Deposits		3,710,517	59,716,692
Investment in Financial Assets		-	(17,991,771)
Interest Received		6,120,049	6,600,063
Net Cash Flow used in Investing Activities		9,441,516	25,817,206
Cash Flow from Financing Activities			
Lease Instalments Paid		(615,048)	(857,603)
Collection for funds net of Transfers		-	668,077
Net Receipt of Restricted Funds		-	23,917,526
Deferred Income Received		-	21,430,398
Net Cash Generated from Financing Activities		(615,048)	45,158,398
Net Increase in Cash and Cash Equivalents		6,499,084	53,952,605
Cash and Cash Equivalents at the beginning of the Period		71,431,692	17,479,087
Cash and Cash Equivalents at the end of the Period		77,930,776	71,431,692

Figures in brackets indicate deductions.

The Financial Statements are to be read in conjunction with the related notes, which form a part of the Financial Statements of the Chamber set out on pages 89 to 101.

Statement of Changes in Funds

For The Year Ended 31st December 2010	Unrestricted Funds Rs.	Restricted Funds Rs.	Other Funds Rs.	Total Rs.
Balance as at 1st January 2009	31,369,860	93,309,586	46,886,126	171,565,572
Deficit for the Year	(4,284,079)	-	-	(4,284,079)
Fund Transfers	7,521,287	(7,521,287)	-	-
Receipts and Adjustments	-	100,255,175	337,600	100,592,775
Transfer to Statement of Income and Expenditure	-	(76,337,649)	-	(76,337,649)
Transfer from Payables	-	-	330,477	330,477
Adjustments	113,444	-	-	113,444
Balance as at 31st December 2009	34,720,512	109,705,825	47,554,203	191,980,540
Balance as at 1st January 2009 - as previously stated	34,720,512	109,705,825	47,554,203	191,980,540
Prior year adjustments	566,686	(566,686)	-	-
Balance as at 1st January 2010 - restated	35,287,198	109,139,139	47,554,203	191,980,540
Deficit for the Year	(32,218,589)	-	-	(32,218,589)
Transfer to Statement of Income and Expenditure	-	(62,651,701)	-	(62,651,701)
Fund received during the year	-	21,752,943	-	21,752,943
Fund Transfers	-	-	355,200	355,200
Balance as at 31st December 2010	3,068,609	68,240,381	47,909,403	119,218,393

Figures in brackets indicate deductions.

The Financial Statements are to be read in conjunction with the related notes, which form a part of the Financial Statements of the Chamber set out on pages 89 to 101.

Notes to the Financial Statements

1. REPORTING ENTITY

1.1 Domicile and Legal Form

Federation of Chambers of Commerce and Industry of Sri Lanka is a Company Limited by Guarantee incorporated on 3rd December 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.

1.2 Principal Activities and Nature of Operation

The Chamber is engaged in creating and maintaining a conducive business environment in Sri Lanka and assisting individual businesses in their development needs. The activities of the Chamber includes ;

- (a) Playing a proactive role in evolving the economic policies of the nation
- (b) Providing solutions to the business community and to suggest pragmatic policies to the Government
- (c) Providing a professional approach for evolving quick solutions to economic and industrial issues

2. BASIS OF PREPARATION

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

2.2 Basis of Measurement

The Financial Statement of the Chamber has been prepared on accrual basis and under historical cost convention.

2.3 Functional and Presentation Currency

The Financial Statement of the Chamber has been prepared and presented in Sri Lankan Rupees which is the Chamber's functional currency.

2.4 Use of Estimates and Judgments

The preparation of Financial Statements in conformity with Sri Lanka Accounting Standards requires the Board to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

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 judgment about carrying amount of Assets and Liabilities that are not readily apparent from other source. Actual results may differ from those estimates and judgmental decisions.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimates are 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.

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all periods presented in these Financial Statements, and have been applied consistently by the Chamber.

Certain comparative amounts have been reclassified to conform with the current year's presentation.

3.1 Transactions in Other Currencies

- 3.1.1 Transactions arising in foreign currencies are converted into Sri Lankan Rupees at the exchange rate prevailing at the date of the transaction.

Notes to the Financial Statements

3.1.2 Assets and liabilities in foreign currencies are retranslated into Sri Lankan Rupees at the exchange rate prevailing at the Balance Sheet date. The profit or loss arising there from has been dealt with in the statement of income and expenditure.

3.2 Taxation

3.2.1 The provision for income tax is based on the elements of the income and expenditure as reported in the Financial Statements.

3.2.2 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 Inland Revenue Act No.10 of 2006.

3.2.3 Income Based Taxes

Income 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.

3.3 Events Occurring after the Balance Sheet Date

3.3.1 All material events occurring after the balance sheet date is considered and where appropriate, adjustments or disclosures are made in the Financial Statements.

3.3.2 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.

3.4 Assets and Bases of their Valuation

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.

3.4.1 Property, Plant and Equipment

The Property, Plant and 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 and Equipment are initially recorded at cost. The cost of Property, Plant and 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 and Equipment have different useful lives, they are accounted for as separate items (major components) of Property, Plant and Equipment.

Items of Property, Plant and 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 statement of income and expenditure in the year the asset is derecognised.

3.4.2 Depreciation

Provision for depreciation is calculated by using straight-line method on the cost of all Property, Plant and 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 is as follows:

Class of Asset	Useful Lifetime
Machinery and Tools	10 years
Office Equipment	10 years
Motor Vehicles	04 years
Furniture, Fixtures and Fittings	05 years
Computers Equipment	05 years
Sundry Assets	10 years
Leased Motor Vehicles	04 years
Buildings	20 years

Depreciation is provided on all Property, Plant and Equipment from the date the assets are available for use, up to 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.

3.4.3 Subsequent Expenditure

The cost of replacing a part of an item of Property, Plant and 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 and Equipment are recognised in the statement of income and expenditure.

3.4.4 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.

3.4.5 Finance Leases

Property, Plant and 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.

3.4.6 Investment Property

Investment property is property held either to earn rental income or for capital appreciation or both, but not for sale in the ordinary course of business, use in the production or supply of goods or services or for administrative purposes. Investment property is initially measured at its cost including related transaction costs and is therefore carried at its cost less any accumulated depreciation and any accumulated impairment losses.

3.4.7 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.

Notes to the Financial Statements

Impairment losses are recognised in the statement of income and expenditure.

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.

3.5 Inventories

Inventories are stated at lower of cost and net realizable value.

3.6 Trade and Other Receivables

Trade and Other Receivables are stated at their estimated realisable value net of provisions.

3.7 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.

3.8 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.

3.9 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.

3.9.4 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.

3.10 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.

3.11 Trade and Other Payables

Trade and other payables are stated at their cost.

3.12 Capital Commitments

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

3.13 Income Statement

3.13.1 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.

3.14 Grants

3.14.1 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.

3.14.2 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 statement of income and expenditure 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 as receivable in the balance sheet.

3.15 Membership Fees

Membership Fees are recognised on an accrual basis.

3.16 Interest Income

Interest Income is recognised on an accrual basis.

3.17 Rental Income

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

3.18 Other Gains and Losses

Net gains and losses of a revenue nature arising from the disposal of Property, Plant and Equipment and other Non-Current Assets including investments are accounted for in the statement of income and expenditure, 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.

3.19 Other Income

Other income is recognised on an accrual basis.

3.20 Expenditure Recognition

Expenses are recognised in the statement of income and expenditure 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 statement of income and expenditure.

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.

3.21 Finance Cost

Finance cost comprises interest payable on leases and borrowings. The interest expense component of finance lease payments is recognized in the statement

Notes to the Financial Statements

of income and expenditure using the effective interest rate method.

3.22 Cash Flow Statement

The Cash Flow Statement has been prepared using the "indirect method". Interest paid is classified as an operating Cash Flow.

4. NEW ACCOUNTING STANDARDS ISSUED BUT NOT EFFECTIVE AS AT THE BALANCE SHEET DATE

The Institute of Chartered Accountants of Sri Lanka has issued new volume of Sri Lanka Accounting standards which will become applicable for financial periods beginning on or after 1st January 2012. Accordingly, these standards have not been applied in preparing these financial statements as they were not effective for the year ended 31st December 2010.

These Sri Lanka Accounting standards comprise accounting standards prefixed both SLFRS (corresponding to IFRS) and LKAS (corresponding to IAS). Application of Sri Lanka Accounting Standards prefixed SLFRS and LKAS for the first time shall be deemed to be an adoption of SLFRSs.

The Chamber is currently in the process of evaluating the potential effects of these Standards on its financial statements and the impact on the adoption of these Standards have not been qualified as at Balance Sheet date.

For the year ended 31st December 2010		2010	2009
		Rs.	Rs.
5	MEMBERSHIP FEES		
	Entrance Fee	276,104	10,000
	Membership Subscription Income	4,354,597	1,239,021
		4,630,701	1,249,021
6	OTHER INCOME		
	Reimbursement of Expenses	13,342,117	33,180,383
	Interest Income	6,120,049	6,293,577
	Deferred Income Written Back	1,071,520	1,071,520
	Advertising Income	-	418,180
	Foreign Exchange Gain	-	336
	Training Programme Income	23,100,375	64,271,538
	Hiring of Board Room and Multimedia	4,086,582	337,567
	Application Income	-	40,312
	Registration Fees	975,624	1,312,854
	Sale of Publications	-	66,854
	Seminar and Workshop Income	11,576,954	171,776
	Sponsorship Income	-	4,378,202
	Co-ordination Fees	526,843	1,481,454
	Project related Income	-	2,075,643
	Certificate of origin income	2,999,204	1,629,745
	Consultancy income	34,631	89,844
	Chamber Membership Income	-	18,000
	Facilitation Fees	-	407,677
	Other Income	461,609	417,123
	Meta Mart - Trade Link Income	-	227,190
	Membership Subscription - FORUM	-	108,796
	Annual Library Membership Fee	-	2,386
	Share of Business Academy Income	-	25,000
	Chamber Academy Income	-	346,942
	Exhibition income	-	7,021,801
	Vehicle Hiring Income	-	600,000
	Profit on Disposal of Property, Plant and Equipment	-	22,815
	Asian Summit Income	-	230,661
	Income - Regional Chamber of Sri Lanka	-	508,027
	Subsidiary Income - CAPCCI	874,030	749,304
	Project Income	106,000	7,140,917
		65,275,538	134,646,424

Notes to the Financial Statements

For the year ended 31st December 2010		2010	2009
		Rs.	Rs.
7	FINANCE EXPENSES		
	Lease Interest	41,685	155,645
	Overdraft Interest	803,424	80,921
		845,109	236,566
8	Deficit Before Taxation is stated after charging all expenses including the following;		
	Auditors' Remuneration	325,000	275,000
	-Audit Services	-	55,000
	-Non Audit Services		
	Personnel Costs (Note 8.1)	35,067,775	51,634,746
	Donations	20,410	148,370
8.1	Personnel Costs		
	Salaries, Overtime, Bonus, etc.	31,833,580	45,970,732
	Defined Contribution Plan Cost- EPF and ETF	3,411,120	4,737,339
	Provision / (Reversal) for Retirement Benefit Obligation	(176,925)	926,675
		35,067,775	51,634,746
9	INCOME TAX EXPENSES		
	Income Tax for the Year (Note 9.1)	1,253,641	2,388,008
	Under provision in respect of previous years	2,968,773	-
		4,222,414	2,388,008

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

9.1	Reconciliation between the tax expense and the product of accounting profit;		
	Profit from Business		
	Deficit Before Taxation	(27,996,175)	(1,896,071)
	Aggregate Disallowed Expenses	13,871,761	16,898,124
	Aggregate Deductible Expenses	(8,097,096)	(9,433,535)
	Aggregate Disallowed Income	(6,864,316)	(12,049,478)
	Taxable Loss from Business	(29,085,826)	(6,480,960)
	Investment Income		
	Gross Interest Income	6,268,205	11,940,038
		6,268,205	11,940,038
	Total Statutory Income	6,268,205	11,940,038
	Tax Loss Claimed during the Year (Note 9.2)	-	-
	Taxable Income	6,268,205	11,940,038
	Income Tax at 20%	1,253,641	2,388,008
9.2	Accumulated Tax Losses		
	Tax Losses Brought Forward	(40,902,253)	(34,421,293)
	Tax Losses incurred during the Year	(29,085,826)	(6,480,960)
	Tax Loss Claimed during the Year	-	-
	Tax Losses Carried Forward	(69,988,079)	(40,902,253)

10 Property, Plant and Equipment

	Freehold Land	Buildings	Office Equipment Vehicles	Freehold Motor Vehicles	Leasehold Motor	Furniture and Fittings	Computer Equipment	Other Assets	Total 2010	Total 2009
	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
Cost										
Balance as at 1st January	8,560,000	44,638,584	8,615,670	23,074,020	4,826,967	13,363,945	16,302,647	17,765,192	130,187,025	137,147,125
Additions during the Year	-	-	9,995	-	-	25,225	339,817	14,013	389,050	389,050
Transfers	(6,960,000)	-	-	-	-	-	-	-	-	(6,960,000)
Disposals during the Year	-	-	-	-	-	-	-	-	-	-
Balance as at 31st December	1,600,000	44,638,584	8,625,665	23,074,020	4,826,967	13,389,170	16,642,464	17,779,205	130,576,075	130,576,175
Accumulated Depreciation										
Balance as at 1st January	-	3,954,187	4,279,344	22,967,334	3,848,861	10,495,680	11,954,210	5,262,136	62,761,752	47,925,854
Charge for the year	-	2,231,929	672,568	106,686	978,106	2,117,961	2,423,757	1,769,119	10,334,125	14,973,513
Depreciation for disposals	-	-	-	-	-	-	-	-	-	(137,616)
Balance as at 31st December	-	6,186,116	4,951,912	23,074,020	4,826,967	12,613,641	14,887,511	7,031,254	73,095,877	62,761,751
Written Down Value										
As at 31st December 2010	1,600,000	38,452,468	3,446,279	-	-	1,251,073	1,754,953	10,679,809	57,184,582	
As at 31st December 2009	1,600,000	40,684,397	4,336,326	106,686	978,106	2,868,265	4,348,437	12,503,056	-	74,385,273

11 INVESTMENT PROPERTY

As at 31st December	2010	2009
	Rs.	Rs.
Freehold Land	6,960,000	6,960,000

Location	Land extent in Acres	Market Value / Directors' Valuation	Carrying Value
		Rs.	2010
			Rs.
Galle	1 Acre, 1 root 9.74 perches	15,730,000	6,960,000
			6,960,000

12 INVESTMENT IN SHARES

	No. of Shares	Directors' Valuation	Cost	Cost
			Rs.	Rs.
Sterlin Merchant Investments Limited	62,943	629,430	629,430	629,430
			629,430	629,430

13 INVENTORIES

As at 31st December	2010	2009
	Rs.	Rs.
Stationery and Other Consumables	75,276	72,926
	75,276	72,926

Notes to the Financial Statements

14 TRADE AND OTHER RECEIVABLES

	2010 Rs.	2009 Rs.
Prepayments	95,210	1,161,345
Other Receivables	6,261,404	31,908,940
Advances and Deposits	11,452,004	12,208,408
	17,808,618	45,278,693

Advances and Deposits include a long outstanding receivable of Rs. 7,859,791 from one of the former employee of Federation of Chambers of Commerce and Industry of Sri Lanka for which the legal case for recovery is in progress as at the balance sheet date.

15 INVESTMENT IN FIXED DEPOSITS

	2010 Rs.	2009 Rs.
Commercial Bank of Ceylon PLC	18,412,379	22,044,218
DFCC Vardhana Bank	9,805,000	9,805,000
Sampath Bank PLC	1,000,000	1,000,000
Sterling Merchant Investments Limited (Note 15.1)	3,619,223	3,697,902
	32,836,603	36,547,120

16 INVESTMENT IN TREASURY BILLS

Commercial Bank of Ceylon PLC	14,000,000	14,000,000
Sampath Bank PLC	3,991,771	3,991,771
	17,991,771	17,991,771

17 CASH AND CASH EQUIVALENTS

Favourable Balances		
Cash at Bank	57,008,839	89,015,329
Petty Cash	156,000	174,056
	57,164,839	89,189,385
Unfavourable Balances		
Bank Overdrafts	(19,482,006)	(17,757,693)
Cash and Cash Equivalents for Cash Flow Purpose	37,682,833	71,431,692

18 UNRESTRICTED FUNDS

Balance as at 1st January - as previously stated	34,720,512	31,369,860
Prior year adjustments	566,686	-
	35,287,198	113,444
Deficit for the Year	(32,218,589)	(4,284,079)
Transfer from Restricted Funds	-	7,521,287
Balance as at 31st December	3,068,609	34,720,512

19 RESTRICTED FUNDS

	RCSL*	SEDCCSL**	CSR***	Total
	Rs.	Rs.	Rs.	Rs.
Balance as at 1st January 2009	88,639,519	-	4,670,067	93,309,586
Funds Received during the Year	68,291,000	33,769,128	-	102,060,128
Transfer to Statement of Income and Expenditure	(73,653,200)	(386,020)	(2,865,114)	(76,337,648)
Receipts and Adjustments	(7,521,288)	-	(1,804,953)	(9,326,241)
Balance as at 31st December 2009	75,756,031	33,383,108	-	109,705,825
Balance as at 1st January 2010	75,756,031	33,383,108	-	109,705,825
Funds Received during the Year	-	21,752,943	-	21,752,943
Transfer to Statement of Income and Expenditure	(26,941,790)	(35,709,911)	-	(62,651,701)
Balance as at 31st December 2010	48,814,241	19,426,140	-	68,240,381

* Regional Chamber of Sri Lanka

** Socio Economic Development for Conflict affected Communities in Sri Lanka

*** Corporate Social Responsibility

20 OTHER FUNDS

As at 31st December 2010	Building Fund	Corpus Fund	Research and Consultancy Fund	IRMP Revolving Fund	Endowment Fund	Regional Chamber Development Fund	Welfare Fund	Operational Fund	Chamber Development Fund	Total
	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
Balance as at 1st January 2009	6,000,000	35,264,813	539,560	283,978	2,872,789	1,184,519	679,250	61,217	-	46,886,126
Receipts during the Year	-	-	-	-	-	-	269,600	-	68,000	337,600
Transfer from Payables	-	-	-	-	-	-	-	-	330,477	330,477
Balance as at 31st December 2009	6,000,000	35,264,813	539,560	283,978	2,872,789	1,184,519	948,850	61,217	398,477	47,554,203
Balance as at 1st January 2010	6,000,000	35,264,813	539,560	283,978	2,872,789	1,184,519	948,850	61,217	398,477	47,554,203
Receipts during the Year	-	-	-	-	-	-	355,200	-	-	355,200
Balance as at 31st December 2010	6,000,000	35,264,813	539,560	283,978	2,872,789	1,184,519	1,304,050	61,217	398,477	47,909,403

21 DEFERRED INCOME

	2010	2009
	Rs.	Rs.
Balance as at 1st January	20,358,877	-
Grants Received during the Year	-	21,430,397
Deferred Income written back	(1,071,520)	(1,071,520)
Balance as at 31st December	19,287,357	20,358,877

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 is based on the value confirmed by the donor. The building was constructed on land purchased by the Federation on 12th September 2007.

The confirmed value has been recognised as deferred income and property, plant and equipment and written off/back to Statements of Income and Expenditure over the useful life of the building effective from 1st January 2009.

Notes to the Financial Statements

22 RETIREMENT BENEFIT OBLIGATION

	2010 Rs.	2009 Rs.
Balance as at 1st January	4,829,425	3,989,375
Provision / (Reversal) for the Year	(176,925)	926,675
Payments during the Year	(36,750)	(86,625)
Balance as at 31st December	4,615,750	4,829,425

23 TRADE AND OTHER PAYABLES

Accrued Expenses	20,257,873	19,020,376
Other Payables	3,062,573	8,427,135
	23,320,446	27,447,511

24 NET LIABILITY TO LESSOR

Gross Liability		
Balance as at 1st January	656,733	1,514,336
Rentals paid during the Year	(656,733)	(857,603)
Balance as at 31st December	-	656,733
Interest in Suspense		
Balance as at 1st January	41,685	197,330
Lease Interest for the Year	(41,685)	(155,645)
Balance as at 31st December	-	41,685
Total Net Liability	-	615,048
Net Lease Liability due within One Year	-	(615,048)
Net Lease Liability due after One Year	-	-

25 RELATED PARTY DISCLOSURE

25.1 Transactions with Related Parties

Name of the Company	Names of Director / President	Relationship	Nature of the Transactions	Amount	
				2010	2009
International Chamber of Commerce	Tissa Jayaweera	President	Rent Income	504,000	354,000

25.2 Transactions with Key Management Personnel

Key Management Personnel include all the members of the Board of Directors of the Chamber having authority and responsibility for planning, directing and controlling the activities of the Chamber. There are no transactions with key management personnel during the year (2009 : Nil)

26 EVENTS OCCURRING AFTER THE BALANCE SHEET DATE

There are events occurring after the balance sheet date which require disclosures/adjustments to the Financial Statements.

27 CAPITAL COMMITMENTS

There were no material capital expenditure commitments as at the balance sheet date.

28 CONTINGENT LIABILITIES

The donors have ceased funding for Regional Chamber of Sri Lanka ("RCSL") due to alleged misappropriation of funds by a former employee of the Federation of Chamber of Commerce and Industry of Sri Lanka ("FCCIISL"). The donors of RCSL have requested FCCISL to reimburse the funds allegedly misappropriated amounting to Rs. 7,859,791/-, the interdivisional receivable balance of Rs.21,785,914/ and balance remaining funds of RCSL amounting to Rs. 45,552,343/- as at 31st December 2009, in order to continue funding for the project. The Board of Directors of FCCISL has resolved to pay the amount of Rs.29,713,419/- to the donors. The Chamber is currently in negotiation with the donors on the continuation of the funding of the project and the return of restricted funds advanced by the donors. In the event of failure of the negotiations with the donors for continuation of the project, the Chamber is required refund the restricted fund balance of Rs. 48,814,242/- as at 31st December 2010 to the donors.

29 COMPARATIVE FIGURES

Comparative figures have been reclassified to conform to the current year presentation.

Country Profile

	2009	2010
DEMOGRAPHY		
Mid-year population ('000 persons)	20,450	20,653
PHYSICAL FEATURES		
Location		
Between 5° 55' & 9° 50' North Latitude		
Between 79° 42' & 81° 53' East Longitude		
432 km (270 miles) North to South		
224 km (140 miles) West to East		
Highest elevation: 2,524 meters (8,281 ft)		
Area		
Total area	: 65,610 sq.km.	
Land area	: 62,705 sq.km.	
Inland waters	: 2,905 sq.km.	
Climate		
Low country	: min. 24.4°C – max. 31.9° C	
Hill country	: min. 18.6° C – max. 27.0° C	
Expectation of life at birth (2007)		
Male	: 70.3 years	
Female	: 77.9 years	
Literacy rate (2009)		
Average	: 91.4 %	
Male	: 92.8 %	
Female	: 90.0 %	
OUTPUT		
Per capita GDP at market prices (US\$)	2,057	2,399
REAL OUTPUT (percentage change)		
GDP	3.5	8.0
PRICES AND WAGES (percentage change)		
Colombo Consumers' Price Index (2000 = 100) – Year-on-Year – end period	4.8	6.9
EXTERNAL TRADE		
Trade Balance (US\$ million)	-3,122	-5,205
Exports (US\$ million)	7,085	8,307
Imports (US\$ million)	10,207	13,512
EXTERNAL FINANCE (US\$ million)		
Current private transfers (net)	2,927	3,608

	2009	2010
EXCHANGE RATES		
Annual Average		
Rs./US\$	114.94	113.06
Rs./SDR	177.22	172.50
INTEREST RATES (per cent per annum at year end)		
Repurchase rate (overnight)	7.50	7.25
Reverse Repurchase rate (overnight)	9.75	9.00
Treasury bill yield rates		
91 days	7.73	7.24
364 days	9.33	7.55
Lending rates		
Commercial banks' average weighted prime lending rate (AWPR)	10.91	9.29
CAPITAL MARKET		
All share price index (ASPI) (1985 =100)	3,385.6	6,635.9
Milanka price index (MPI) (1998 Dec = 1,000)	3,849.4	7,061.5
Value of shares traded (Rs. Million)	142,463	570,327
Market capitalisation (Rs. billion)	1,092.1	2,210.5
INCOME DISTRIBUTION		
Gini coefficient of household income (2009 / 2010) : 0.47		
Mean household income (2009 / 2010) : Rs. 35,495 per month		
Median household income (2009 / 2010) : Rs. 24,106 per month		
POVERTY		
Average daily calorie intake (2006/2007) : 2,118		
HUMAN DEVELOPMENT INDEX (2010) : 0.658		
Rank among 169 countries : 91		

	UNIT	2010
WATER SUPPLY & SANITATION		
Access to safe drinking water		87.3%
ELECTRICITY		
Electrification Level		90.0%
Per capita electricity consumption	KWh	448.75
COMMUNICATIONS		
Telephone density		
Fixed lines	per 100 persons	17.3
Including cellular phones	per 100 persons	100.8
Internet and e-mail	per 1,000 persons	20.8
Average population served		
by a post office	number	4,355

Source : Central Bank of Sri Lanka, Annual Report 2010

Notice of Meeting

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

Notice is hereby given that the 37th Annual General Meeting of the Members of The Federation of Chambers of Commerce and Industry of Sri Lanka will be held on Thursday, 30th June, 2011 at 10.00 a.m. at the Board Room (Level I) FCCISL, Federation House, No. 53, Vauxhall Lane, Colombo 02.

AGENDA

- 37.1 Reading the Notice convening the Meeting.
- 37.2 To receive and adopt the Report of the Directors and the Audited Financial Statements of the Company for the Financial Year 01st January, 2010 to 31st December 2010 and the Report of the Auditors thereon.
- 37.3 To appoint Auditors for 2011 and authorize the Directors to fix their remuneration.
- 37.4 Any other Business of which due notice has been given.

By Order of the Board

Sgd.
BDO Secretaries (Pvt) Ltd.
Corporate Secretarial Services.
10th June, 2011.

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.

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 30th June, 2011 and at any adjournment thereof.

Signed on this day of.....2011.

.....
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 10.00 a.m. on Tuesday the 28th June, 2011 being 48 hours before the time appointed for the holding of the meeting.

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. Tissa Jayaweera, Mr. Kumar Mallimaratchi Mr. Ajith Wattuhewa, Mr. Kosala Wickramanayake Mr. Nawaz Rajabdeen, Mr. S T S Arulanathan Mr. W K H Wegapitiya, Mr. Shiran Karunaratne
Branch Offices	: Chamber Academy Kurunegala No. 56, Town Centre Building, Mihindu Mawatha, Colombo Road, Kurunegala Chamber Academy Kandy No. 155, 2nd Floor, William Gopallawa Mawatha, Kandy Chamber Academy Vavuniya Sathya Building, 1st 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 – Thirukkivil Near Udaysooriyan Ground, Thirukkivil 01 Gampaha District Chamber of Commerce, Industry and Agriculture 2nd Floor, Pradeshiya Saba Building, Miriswatta Junction, Mudungoda
Bankers	Commercial Bank of Ceylon PLC Seylan Bank PLC Sampath Bank PLC People's Bank Hatton National Bank PLC
Auditors	KPMG Ford, Rhodes, Thornton & Co. – <i>Audit Services</i> (Chartered Accountants) 32A, Sir Mohamed Macan Markar Mawatha, Colombo 03 P. E. Mathew & Company – <i>Tax Services</i> 94 ¼, York Building, York Street, Colombo 01
Secretaries	Corporate Services (Private) Limited - <i>Ceased w.e.f. 01/10/2010</i> 216, De Saram Place, Colombo 10 BDO Secretaries (Pvt) Ltd - <i>Appointed w.e.f. 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 Mr. Kalinga N Indatissa (Attorney-at-Law) Corporate Chambers 325 ½, Thimbirigasyaya Road, Colombo 05 Chambers of Mr. Kushan de Alwis (Senior Counselor) 40A, Castle Street, Colombo 08 Law Office of Mr. K Upendra Gunasekara (Attorney-at-Law) 135-1/3, Goonasinghepura Office Complex St. Sebastian Street, Colombo 12

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