Export Opportunities in Mauritius

In 2017, Mauritius ranked 163rd among U.S. export destinations and 156th among Virginia export destinations. Some of the top opportunities for U.S. exporters in Mauritius include:

- Renewable energy
- Healthcare
- Maritime Industry
- Water supply equipment
- Hotel and Restaurant Equipment
- Heavy Industrial Machinery
- Telecommunications
- Textile Machinery
- Pharmaceuticals

Top Virginia Exports to Mauritius

<table>
<thead>
<tr>
<th>Export Category</th>
<th>2016 Value</th>
<th>Change 2016/2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>All Commodities</td>
<td>$640.5</td>
<td>-80%</td>
</tr>
<tr>
<td>Electrical Machinery</td>
<td>$286.3</td>
<td>-86%</td>
</tr>
<tr>
<td>Medical Instruments</td>
<td>$217.6</td>
<td>-51%</td>
</tr>
<tr>
<td>Aircraft &amp; Spacecraft</td>
<td>$45.2</td>
<td>n/a</td>
</tr>
<tr>
<td>Industrial Machinery</td>
<td>$44.9</td>
<td>-91%</td>
</tr>
<tr>
<td>Wood Products</td>
<td>$43.9</td>
<td>n/a</td>
</tr>
<tr>
<td>Printed Books</td>
<td>$2.6</td>
<td>-46%</td>
</tr>
<tr>
<td>Ships &amp; Boats</td>
<td>$-</td>
<td>n/a</td>
</tr>
<tr>
<td>Tanning/Dyeing Extracts</td>
<td>$-</td>
<td>-100%</td>
</tr>
<tr>
<td>Metal Tools, Cutlery</td>
<td>$-</td>
<td>n/a</td>
</tr>
<tr>
<td>Toys &amp; Games</td>
<td>$-</td>
<td>-100%</td>
</tr>
</tbody>
</table>

U.S. Exports to Mauritius

In US$ Millions

- 2015: $58.4
- 2016: $87.0
- 2017: $61.4

(World Trade Atlas)
Opportunities in Mauritius for Exporters

**Maritime Industry**

Mauritius’ Exclusive Economic Zone is one of the 25 largest worldwide. The main port, Port Louis, handles 99% of the total volume of external trade and directly contributes 2% to GDP. The government hopes to transform the port into a regional hub with transshipment container throughput at 750,000 TEU by 2025. The container terminal was extended in 2017 and an Island Container Terminal is planned.

Top prospects include:
- Gantry cranes/Forklifts/Loading machinery
- Land reclamation equipment & services
- Onshore and offshore bunkering
- Marine services
- Fishing/Aquaculture

**Renewable Energy**

While hydropower is developed in Mauritius, the government plans to increase use of renewable energy from the current 22% to 35% by 2025. It aims to do this through wind farms, solar, biomass (principally bagasse aka sugarcane waste), and waste-to-energy projects. Also being explored is wave energy and pumping cold water from the deep ocean as an air conditioner. In 2017, a regulatory authority was established to regulate electricity, water, and wastewater.

Top prospects include:
- Wind turbines/Photovoltaics
- Pumps of cold sea water
- Liquid Natural Gas projects
- Energy efficient building

**Medical Devices**

Mauritius, home to 10 free public hospitals, 29 medical laboratories, and 18 private specialty clinics, strongly incentivized the medical sector in the 2016-2017 budget. Visa applications for medical tourism are being fast-tracked, custom duties for medical devices removed, clinical trials allowed, and an 8-year tax holiday offered. An E-Health pilot will accompany upgrades to cardiac and cancer facilities.

Top prospects include:
- Cancer center equipment
- Ear, Nose, Throat (ENT) hospital equipment
- Medical imaging
- Surgical equipment
- Laboratory equipment

**Water Supply Equipment**

Despite plentiful year-round rainfall, most households are subject to water rationing. Defective pipes contribute to losses of close to 50% during distribution. Extensive earmarks and World Bank involvement are reforming the sector, with privatization of the local water utility under consideration. The fresh water needs of the hotel sector are spurring desalination investments.

Top prospects include:
- Water pipes
- Desalination equipment
- Water pumps
- Water storage tanks

(US Commercial Service)
**FAST FACTS**

**Economic Overview**

Since independence in 1968, Mauritius has achieved steady growth and undergone a remarkable economic transformation from a low-income, agriculturally based economy to a diversified, upper middle-income economy. Results include increased life expectancy, much-improved infrastructure, and a more equitable income distribution. Despite low growth from 2010-2016 (around 3-4% per year), and unemployment around 7.5%, Mauritius continues to rank first in sub-Saharan Africa on the World Bank’s Doing Business Report, thanks in part to fiscal responsibility and prudent banking practices.

Mauritius’ diversified service-based economy depends on sugar, tourism, textiles, and financial services. Investment in the banking sector has reached over $1 billion. Fish processing, medical tourism, outsourcing, new technologies, and the luxury industries are among the developing sectors.

Global growth is boosting Mauritian tourism, while lower oil prices have kept inflation low despite an expansionary central bank policy. Authorities want to promote “a second economic miracle”.

([CIA World Factbook](#))

**GDP Growth Rate**

---

**Cultural Guide**

- It is customary to always shake hands. First names should be avoided on first contact.
- It is considered rude to ask direct personal questions about occupation, income, and background. It is also rude to stand too close or speak too loudly. Finally, it is misplaced to give exaggerated praise. Communication tends to be diplomatic.
- Appointments demand punctuality and should be made several days in advance.
- The main hierarchical divide is between managers and other ranks. Dinners and lunches help concretize relationships. The initiator is expected to pay.

*Most business executives are bilingual in English and French.*

- Business cards are welcomed in business culture and are generally exchanged at the end of meetings.
- Business dress is generally conservative. Men and women should wear smart, well-tailored, and dark-colored attire.
- It is important to be adaptable because many cultures coexist on the island: Indian, African, French, etc.

([Kwintessential](#))
Virginia Economic Development Partnership - International Trade offers a number of export-related services to Virginia businesses, including trade missions and market research by our Global Network of in-country consultants. These services are available to all Virginia exporters.

For more information, please visit our website: ExportVirginia.org

**Additional Resources**

- **Mauritius Overview**
  Global Edge - Michigan State University

- **Working in Mauritius**
  InterNations

- **Mauritius Country Profile**
  BBC News

- **Mauritius Country Commercial Guide**
  U.S. Commercial Service

- **Mauritius Trade Easy**

- **Ease of Doing Business Report**
  World Bank

- **Doing Business in Mauritius**
  United Kingdom Trade & Investment