Proceedings Report

World Trade Expo 2017
November 16 -17, 2017 | Expo Center, World Trade Centre Mumbai

Exhibition | Country Presentations | B2B Meetings
Export Workshop | Panel Discussion

A Networking Platform with Representatives from Embassies / Consulates with Business Leaders from India and Overseas
MVIRDC World Trade Centre Mumbai is the realization of the vision of Sir M. Visvesvaraya. MVIRDC is the promoter of World Trade Centre Mumbai. MVIRDC WTC programmes are conducted to guide MSMEs with reliable information for business planning. Various research-based seminars, workshops and training programmes are conducted to sensitize MSME entrepreneurs on various aspects of trade and business and sharpen their skills. Thus, the objective of MVIRDC research is to enhance MSME competitiveness and promote their integration into the global markets.

MVIRDC, having spearheaded the movement of World Trade Centres in India with the establishment of WTCs at Bhubaneswar, Goa and Jaipur, is assisting MSMEs in these regions through Trade Research and Knowledge Programmes.
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Preface

World Trade Expo is a unique initiative to earn global recognition for entrepreneurial excellence of India's rural industries, start-up enterprises, women-owned businesses and industry clusters.

World Trade Expo 2017 was to provide a platform for foreign trade missions in India to interact with MSMEs, start-up enterprises, women entrepreneurs, Khadi and Village Industries to discuss potential collaboration.

Shri. Suresh Prabhu, Union Minister for Commerce and Industry, Government of India lauded World Trade Expo 2017 and expressed confidence that the event will bring in new benefits to trade and industry.

Specifically, the event enhanced the global reach of India's Khadi and Village Industries, which is by far the largest rural productivity programme in the world.

Currently, India's share in world exports is hardly 1.5% and there is tremendous potential to enhance this share given the huge size of the Indian economy. This can be achieved by connecting India's start-up enterprises, rural industries and micro, small and medium enterprises (MSMEs) to global markets.

I take this opportunity to thank representatives from more than 37 countries and four state governments, viz. Maharashtra, Gujarat, Telangana and Rajasthan for participating in this event. The overwhelming response received from foreign countries to the event demonstrates the inherent competitiveness of Indian industries in the global markets. India and the participating countries can benefit mutually by diversifying their commercial engagement. Currently, India's trade basket with many of these 37 countries is limited to a few commodities such as petroleum oil, mineral resources and agro-based commodities.

World Trade Expo 2017 presented an opportunity for MSMEs in India and the 37 countries to explore mutually beneficial collaborations through trade, investment, exchange of technical know-how, joint venture and other forms of partnerships. Currently, these countries account for 17% of India's total trade. I am sure this Expo will set the pace to improve this share to 25% in the course of time.

Around 3,000 delegates representing agriculture, healthcare, technology, education, manufacturing, tourism and others attended the event. These delegates held more than 15,000 meetings among themselves during the two days of the event (November 16-17, 2017). We are confident that these Business-to-Business (B2B) and Government-to-Business (G2B) meetings resulted in various business opportunities, technical collaboration, joint ventures, exports, imports and other forms of commercial partnerships.

The event not only promoted India's international trade, but also addressed social issues such as employment and gender equality. It is noteworthy that 70% of the people engaged in the Khadi and Village industries are women.

This Report brings to you the glimpses of the various activities held during the Expo and how they benefitted the participants of the event. We hope the Report will serve as a useful reference for diplomats, policymakers, trade promotion organisations, researchers, students and others.
Executive Summary

International trade is a means to create livelihood opportunities, address unemployment and promote regional development. Foreign trade binds together people of different countries by making them realise their interdependencies and knowing each other’s culture and heritage.

World Trade Expo 2017 has been a first-of-its kind initiative in the financial capital of India to connect India’s Micro, Small and Medium enterprises (MSMEs) and startup companies with global markets. The two-day Expo was jointly organised by World Trade Centre Mumbai and All India Association of Industries (AIAI) on November 16-17, 2017.

The event was attended by trade representatives from 37 countries and four state governments, viz. Maharashtra, Gujarat, Rajasthan and Telangana. The participating countries and bilateral chambers include Argentina, Bangladesh, Bolivia, Russia, Botswana, Brazil, Congo, Gabon, Ecuador, Ethiopia, Georgia, Fiji, Indonesia, Hungary, Jordan, Malaysia, Uzbekistan, Norway, Peru, Saudi Arabia, Thailand, Sri Lanka, Taiwan, Rwanda, Basque Region of Spain, Lesotho and South Korea, Indo-French Chamber of Commerce and Industry, the Indo-Italian Chamber of Commerce & Industry, among others.

World Trade Expo 2017 discussed partnership not only in trade and investment, but also in other areas of mutual interest such as tourism, education, technology collaboration etc. Ambassadors and Consul Generals of the participating countries expressed optimism on the evolving economic partnership with India. Diplomats from Peru, Bangladesh, Rwanda, Bolivia, Sri Lanka and Indonesia showcased various investment opportunities and tourism potential in their regions.

In his video message, Shri Suresh Prabhu, Union Minister for Commerce and Industry, Government of India, said “World Trade Expo will bring in new benefits to trade and industry”. He emphasised that in the next few years, India will be the third-largest economy in the world with a GDP of USD 5 trillion and our trade in goods and services is set to increase manifold.

Dr. Arun Kumar Panda, Secretary, Ministry of MSME, Government of India, in his special address mentioned that “World Trade Expo 2017 is a unique platform to integrate India’s Khadi and Village Industries and MSMEs in the Global Value Chain. It is time our MSMEs look beyond borders and showcase their skills and excellence in the global market”.

India has signed trade agreements with many of the participating countries of World Trade Expo 2017 and Indian companies have preferential access to markets in Thailand, Indonesia and Malaysia under ASEAN Free Trade Agreement (FTA). Diplomats from the world’s fourth most populous country, Indonesia, showcased the investment opportunities in its economy. According to The Economist, Indonesia is the third attractive destination (after China and India) for foreign investors in Asia.

Speaking on the sidelines of the event, Mr. Saut Siringoringo, Consul General of the Republic of Indonesia, has remarked “The World Trade Expo 2017 had created opportunity to have first-hand information about the business and investment potentials existing in India and the state of Maharashtra in particular”. Commenting on India-Indonesia relations, he said “Despite the large size and rapid growth, the trade and investment between India and Indonesia remains modest. The vast consumer market, youthful and skilled human resources and expertise in the field of information technology of India, coupled with Indonesia’s natural resources, youthful population and strategic location would provide a platform to enhance economic engagement”.

Elaborating on the subject, he said “There is a considerable potential for expanding trade in the areas of automotive components, automobile, engineering products, IT, Pharmaceuticals, bio-technology and healthcare sectors. Given their strategic significance, infrastructure development and energy, both traditional and renewable, are key areas of enhancing the bilateral cooperation. Both the countries should put in place suitable policies to encourage private sectors to make investments in infrastructure and manufacturing sectors. Even during the recent global economic slowdown, India and Indonesia witnessed positive economic growth. Our task now is to ensure that the two giant economies of Asia continue to be mutually beneficial to each other and to continue to make mutual progress for their prosperity”.

Many of the participating countries were also from the SAARC region, with which India has signed FTAs. For instance, India trades commodities such as spices, tea, petroleum oil, cotton, iron and steel and machinery goods with Sri Lanka. Indian companies namely Ashok Leyland, Bharati Airtel, Piramal Glass Ltd, Taj Hotels, CEAT, among others have operations in Sri Lanka. Both countries can enhance their economic partnership by exchanging business delegations and organising joint trade fairs.
The Deputy High Commissioner of Bangladesh in Mumbai, Mohd. Lutfor Rahman, in his presentation at the Expo, explained that Bangladesh has been cited as one of the next eleven countries that are likely to follow the BRICS. The country exports to 198 countries across the globe. Bangladesh and India are members of the WTO, SAARC, BIMSTEC and other important bilateral and multilateral trade organisations; and the country offers the most lucrative incentives, both in the form of fiscal, as well as non-fiscal, to exporting industries, as also the investments are protected by law.

The Expo also highlighted the potential of African countries to enhance economic relationship with India. For instance, Rwanda, which is ranked the second easiest place to do business in Africa, showcased investment opportunities in agriculture, manufacturing, tourism and other sectors in its economy. According to the Global Technology Report 2015, Rwanda ranked 1st in promoting information and communication technologies (ICT).

Four countries from the BRICS bloc also participated in the event. India has been engaging in multi-sectoral collaboration with these countries since 2009 when the first BRICS Summit took place. World Trade Expo 2017 acted as a potential platform for India to establish grassroot partnership at the level of MSMEs, rural industries, and startup enterprises with these countries.

In order to promote partnership at the grassroot level, we need to strengthen air and maritime connectivity with the participating countries. Currently, India does not have direct shipping lines to Latin American countries such as Peru and Bolivia. In the course of time, as India’s bilateral trade with Latin America improves, maritime and air connectivity will also increase with the countries in this region.

Many of the participating countries belong to the developing economies category that share similar development challenges as India. Therefore, India can explore collaborations with these economies in areas such as livelihood projects, skill development, infrastructure, climate change etc.

More than a dozen startup companies participated in the event to explore collaboration opportunities with participating countries. World Trade Expo 2017 hosted business incubators, financial institutions and District Industries Centres (DICs) who support startup enterprises and MSMEs.

A key objective of this event was to enhance the global footprint of India’s women-owned enterprises by helping them access potential business partners in these countries through the mobile application SheTrades. SheTrades is a unique digital platform launched by International Trade Centre Geneva to enable women entrepreneurs connect to potential buyers across the world.

The event also featured a highly impactful panel discussion on ‘Women in Evolving Businesses’. Women achievers in business, law, media and education participated in the panel discussion and shared their perspectives on women’s empowerment in business and society.

An important highlight of the Expo was a Business Talk by Dr. Arunaagiri Mudaaliar, author and world-class trainer. Dr. Mudaaliar pointed out that 85 per cent of our success depends on our attitude. He gave some personal grooming tips to overcome the challenges in the current world condition, which is popularly characterised as VUCA (Volatile, Uncertain, Complex and Ambiguous).

On the second day of World Trade Expo 2017, a special session on ‘How to Start Exports’ was organised for providing first-hand information on the policies and procedures related to international trade to budding entrepreneurs. The session benefitted startup enterprises, women-owned businesses, industry clusters and aspiring entrepreneurs.

The evening of November 16, 2017, witnessed a cultural programme to showcase arts and music of some of the participating countries.

The event attracted more than 3,000 delegates and facilitated at least 15,000 G2B and B2B meetings, which resulted in win-win collaborations between business delegates in India and participating countries.
Messages from Diplomats

Ambassadors, consul generals and other representatives of foreign trade missions expressed optimism about India’s bilateral partnership with their countries. Diplomats also expressed hope that World Trade Expo 2017 will enhance bilateral trade, investment and co-operation in areas such as tourism, education, healthcare etc. Following is the message shared by some of the diplomats during the event.

H. E. Mr. Ernest Rwamucyo, High Commissioner of Rwanda to India

Welcome to the land of 1,000 hills. With abundant opportunities in sectors such as tourism, agro-processing, manufacturing, information and communication technologies and many others, Rwanda is ready for harvest. Investors from India are invited to explore these opportunities in a country ranked number two in doing business in Africa and with zero tolerance to corruption. Rwanda has a liberal visa regime and Rwanda Air, a national carrier, operates direct flights between Mumbai and Kigali at very competitive rate.

Mr. Md. Lutfor Rahman, Deputy High Commissioner, Bangladesh Deputy High Commission, Mumbai

At the outset, I would like to congratulate All India Association of Industries (AIAI) and World Trade Centre Mumbai for organising the World Trade Expo 2017 very successfully from November 16-17, 2017. The event attracted a large number of visitors including entrepreneurs from both home and abroad. It is our fervent wish that the bilateral economic cooperation and collaboration between the two most friendly countries will further grow and diversify for mutual benefit. It is encouraging to note that the economic relations between Bangladesh and India has been consistently growing in depth and dimensions.

Mr. Alejandro Zothner Meyer, Acting Consul General, Consulate General of the Argentine Republic in Mumbai, India

World Trade Expo 2017 is a great platform to showcase our country's worth and explain the investment and trade opportunities to potential business delegates. There is tremendous potential to improve bilateral economic partnership between India and Argentina, especially in areas such as agribusiness, wines and biotechnology.

Mr. Luis Miguel Cabello, Economic & Commercial Counsellor, Commercial Office of Peru in India

India and Peru have more than 50 years of diplomatic relationship. Besides, both countries have started negotiating a trade agreement in August 2016. The next round of negotiation is due in January 2018. I hope both the countries can conclude negotiation on this agreement by the end of 2018.

Ms. Azreen Khan, High Commission of the Republic of Fiji – New Delhi, India

India-Fiji bilateral relations have grown steadily during the past few years due to several ongoing initiatives and bilateral high-level visits to and from Fiji. To maintain this momentum in Fiji-India relations and to enhance bilateral cooperation, the World Trade Expo 2017 provided the platform to showcase various opportunities in trade and investment available in Fiji; and also provided the business community a podium for interaction to gain more information as well as assistance in engaging and enhancing our trade with participating countries/regions.
## Programme Schedule
### November 16, 2017

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<tr>
<th>TIME</th>
<th>PROGRAMME</th>
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<tr>
<td>9.00 am - 5.00 pm</td>
<td>Registration</td>
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<tr>
<td>10.00 am</td>
<td>Inauguration of World Trade Expo 2017 by Chief Guest, Guests of Honour and Dignitaries</td>
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<tr>
<td>10.15 am</td>
<td>Welcome Address Shri Vijay Kalantri, President, All India Association of Industries and Vice Chairman, MVIRDC World Trade Centre Mumbai</td>
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<td>10.20 am</td>
<td>Address by Shri Vinai Kumar Saxena, Chairman, KVIC</td>
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<td>10.25 am</td>
<td>Address by Dr. Sonia Sethi, Additional DGFT, Government of India</td>
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<tr>
<td>10.30 am</td>
<td>Address by Dean, Consular Corps in Mumbai Dr. Norbert Réval-Bere, Consul General of Hungary in Mumbai</td>
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<td>10.35 am</td>
<td>Address by Dr. Arun Kumar Panda, Secretary, Ministry of MSME, Government of India</td>
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<td>10.45 am</td>
<td>Address by [Video message] Shri Suresh Prabhu, Hon’ble Minister of Commerce &amp; Industry, Government of India</td>
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<td>10.50 am</td>
<td>Vote of Thanks Captain Somesh Batra</td>
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<tr>
<td>2.30 pm - 6.30 pm</td>
<td>B2B Meetings and Country Presentations</td>
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<td>2.30 pm - 4.00 pm</td>
<td>Country Presentaton - Sri Lanka</td>
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<tr>
<td>5.30 pm - 6.30 pm</td>
<td>Business Talk 10X by Dr. Arunaagiri Mudaalier (Author, World Class Trainer, International Sportsman and Successful Industrialist)</td>
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<td>7.00 pm - 9.00 pm</td>
<td>Evening Reception</td>
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<td>7.00pm - 7.15pm</td>
<td>Indonesian Music Performance</td>
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<td>7.20pm</td>
<td>Special Address by Chief Guest - Shri Sumit Mullick Chief Secretary, Government of Maharashtra</td>
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<td>7.30pm</td>
<td>Felicitaton of Dr. Sonia Sethi Additional DGFT, Government of India</td>
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<tr>
<td>7.30 pm - 7.50 pm</td>
<td>Demonstration of Martial Arts by Brazilian artists</td>
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### November 17, 2017

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<tr>
<th>TIME</th>
<th>PROGRAMME</th>
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<tr>
<td>9.30 am - 5.00 pm</td>
<td>Registration/ B2B Meetings</td>
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<tr>
<td>11.00 am</td>
<td>Country Presentaton - Peru (Film)</td>
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<td>11.30 am</td>
<td>Presentation – Khadi and Village Industries Commission</td>
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<td>12 noon - 12.45 pm</td>
<td>Panel Discussion on 'Women in Evolving Business' Moderator: Ms. Neha Kare Kanabar</td>
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<td>Founder of world’s largest mommy community “Unimo Universe of Moms” and a business incubator for moms by the name ‘MumIncubator’.</td>
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<td>Panelists: Ms. Smita Deshmukh, Editor and Communications Expert Ms. Preetha Dave, Advocate Ms. Rupa Naik, Senior Director, MVIRDC World Trade Centre Mumbai</td>
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<tr>
<td>12.45 pm</td>
<td>Country Presentation - Indonesia</td>
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<td>3.00 pm</td>
<td>Country Presentation - Rwanda</td>
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<td>3.30 pm - 5.30 pm</td>
<td>Export Orientation Workshop</td>
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World Trade Expo 2017 was inaugurated with a lamp lighting ceremony and Ganesh Vandana at Expo Center in World Trade Centre Mumbai. Dignitaries who participated at the ceremony included Dr. Arun Kumar Panda, Secretary, Ministry of MSME, Government of India; Shri B. H. Anil Kumar, Joint Secretary, Ministry of MSME, Government of India; Dr. Sonia Sethi, IAS, Additional Director General of Foreign Trade, Directorate General of Foreign Trade, Mumbai; Shri. Vinai Kumar Saxena, Chairman, Khadi and Village Industries Commission (KVIC) and Dr. Norbert Révai-Bere, Consul General of Hungary in Mumbai.

During the inaugural session, World Trade Centre Mumbai played the video message of Shri. Suresh Prabhu, Union Minister for Commerce and Industry, Government of India. The Minister lauded World Trade Expo 2017, which is the first-of-its-kind event in the financial capital of India. In his video message, Shri. Prabhu said, “World Trade Expo will bring in new benefits to trade and industry.”

The Minister further remarked, “We are currently USD 2.5 trillion economy and in the next few years, we will be the third largest economy in the world with a GDP of USD 5 trillion.

Our trade in services and goods is set to increase manifold. We are going to import more and we are also going to export more. We will also offer services in different kinds.

We already have USD 150 billion industry in information technology. We have a large tourism market, we have a large telecommunication market. We are also a leader in financial services.”

Shri. Prabhu further added that the Goods and Services Tax (GST) will create more business opportunities and provide impetus to economic growth. After reforms like GST, the world is looking more seriously toward India as a trade and investment hub.
Delivering a special address at the inaugural session, Dr. Arun Kumar Panda, Secretary, Ministry of MSME, Government of India said, “Every village in India has traditional expertise and skills. They need the right platform to showcase it.

World Trade Expo 2017 is a unique platform to integrate India's Khadi and Village Industries and micro, small and medium enterprises (MSMEs) in the global value chain.

There are around 60 million MSMEs in India and they contribute 90% to the industrial sector of the country.

The major challenge is to integrate these MSMEs on a common platform and help them progress. India's MSMEs and rural industries are known for ‘frugal innovation’ in cuisine, textile, handicrafts and other sectors.

“It is time our MSMEs look beyond borders and showcase their skills and excellence in the global market. Trade and commerce are not luxury.

They are necessity. India's Khadi and Village Industries play an important role in the economic empowerment of women. The presence of Khadi and Village Industries in this event will demonstrate the skills of Indian women entrepreneurs to the world. Events such as World Trade Expo will help in providing MSMEs a platform to scale up their operations to global levels.”

In her remarks, Dr. Sonia Sethi, IAS, Additional Director General of Foreign Trade, Directorate General of Foreign Trade, Mumbai shared the recent measures taken by DGFT to promote India's foreign trade.

Dr. Sethi pointed out, “DGFT conducts several outreach programmes such as Niryat Bandhu to handhold new and prospective exporters in the country. The DGFT office in Mumbai holds periodic grievance redressal meeting to address the concerns of exporters. India's Foreign Trade Policy 2015-20 aims to increase the country's share in world exports to 3.5% from 2% today.

World Trade Expo 2017 is a relevant intervention to promote India's exports. I hope this event will set the pace for export fueled growth in the country.”

In his special address, Dr. Norbert Révai-Bere, Dean, Consular Corps in Mumbai and Consul General of Hungary in Mumbai complimented All India Association of Industries (AIAI) for organising this event. Dr. Révai-Bere said, “Incredible India is a land of opportunities. Mumbai is the most welcoming place for foreign investors. The city hosts representative offices or trade missions of around 109 foreign countries.”

“In the last three years, bilateral trade between India and Hungary has grown considerably. This expo offers the best opportunity for Hungary to build network and establish sustainable partnership with Indian business. In this expo, we are showcasing Hungary's potential areas of partnership with India in areas such as water management, trade, education, technology transfer etc.”

Dr. Révai-Bere expressed hope that the next edition of World Trade Expo will have at least 100 countries participating which will give a big boost to international trade relations.
In his address, Shri. Vinai Kumar Saxena, Chairman, Khadi and Village Industries Commission (KVIC) explained how Khadi and Village Industries transform Indian economy through rural productivity and employment. Following are the excerpts of his speech.

“I am very happy to be here at the inaugural of the World Trade Expo 2017 organized by World Trade Centre, Mumbai in collaboration with All India Association of Industries.

I am glad to note that over 37 countries and 5 state governments are participating at the World Trade Expo 2017. The Expo will create a platform for interaction and for engaging and enhancing trade of the respective countries and regions. The B2B meetings proposed will definitely facilitate greater co-operation and exchange of trade between India and all the participating countries.

I would also briefly like to introduce to our distinguished gathering the importance of Khadi which has been a heritage fabric of the country and provides employment to large number of rural artisans. Khadi being hand-woven and handspun is skin friendly and eco-friendly. Khadi activity involves zero carbon foot print.

The Khadi and Village Industry sector has a sales turnover of USD 80 billion and provides employment to more than 10 million people. Khadi and Village Industries Commission is one of those unique institutions in India that links the nation's past, present and future on its functional plane, through self reliance and sustainability.

These twin ideals have a timeless relevance to India. And this relevance cannot be served without an indigenous doctrine of supporting grass root skills, generating wider opportunities of rural employment, Make in India, building mechanisms of mutual assistance and protecting our heritage assets.

Many forward looking and prosperous nations have destroyed the wealth of indigenous people and indigenous cultures in their struggle for independence and progress. But India is one of those extremely rare countries that has never forsaken the cause of indigenous socio-cultural skills, resources, ingeniousness and pride of heritage.

Needless to mention, KVIC is a repository of this inherent desire of our culture and governance. And it is thus a conscience keeper of the nation in our collective desire and necessity to retain our unique way of life. By the turn of this century, especially in the past few years, Khadi and the products of Village Industries have stood the test of immense social media glare and internet based businesses where the whole world's products are made accessible to all through finger tips.

The sense of elation is that even in the presence of this extremely dominating internet- based market, Khadi and Village Industries products have registered higher sales and have reached wider grounds. That is a tribute to the power of this timeless spirit of India and the eternal relevance of its core strength.

It is thus and not without reason that Khadi is called transformational. It can transform itself to the changing context, it can transform your lives through a unique dual character of heritage and modernity, it can transform India through increasing rural productivity and sustainability and it can transform the lives of those who produce it and strive for self reliance. Every year around 50,000 additional micro enterprises are being added to the sector through the scheme of Prime Minister Employment Guarantee Programme (PMEGP).

I would request World Trade Centre Mumbai to have more of such events in a planned way so that all can be benefited from such events. I would also take this opportunity to welcome all the foreign consulates and their officials to India and to the Expo in particular. I am sure that Khadi & Village Industry products which are natural and eco friendly will find a major substantial market in all these countries and the World Trade Expo will be a major support in this direction.

I congratulate all the Organizers for organizing this event and once again welcome all the participants to the Expo.”

Earlier in his welcome remarks, Mr. Vijay Kalantri, President, All India Association of Industries (AIAI) and Vice Chairman, World Trade Centre Mumbai said, “The 37 participating countries account for 17% of India’s total trade. There is great potential to increase this share to 25% in the course of time. This expo aims to improve India's international trade by supporting MSMEs, industry clusters, khadi and village industries and start-up companies.
The event also promotes India's ambitious policies such as Start-up India, Digital India, Make in India and so on. World Trade Expo will be made an annual event with an aim to connect India's MSMEs, women-owned businesses and startup enterprises to the world market.

Mr. Kalantri suggested the Ministry of MSMEs to hold periodic interactions with the regional MSME associations to understand their grievances and resolve them. He also suggested the Government of India to revive Standing Committees to promote export and support MSMEs. Mr. Kalantri also recommended the adoption of the concept 'One Village, One Product' to encourage grassroots entrepreneurs in villages.

Delivering vote of thanks for the event, Capt. Somesh Batra, Vice Chairman, World Trade Centre Mumbai said, “On behalf of World Trade Centre Mumbai and All India Association of Industries, I take the privilege to propose vote of thanks for this event. First of all, I would like to thank Shri. Suresh Prabhu, Hon’ble Minister of Commerce & Industry, Government of India for offering his inaugural message to this prestigious event.

We are indeed honoured by his inspiring message and we are confident that the event will fulfill his vision of enhancing India’s international trade and investment. We are extremely grateful to all our distinguished guests Dr. Arun Kumar Panda, Secretary, Ministry of MSME, Government of India, Shri B. H. Anil Kumar, Joint Secretary, Ministry of MSME, Govt. of India, Dr. Sonia Sethi, Addl. DGFT, Government of India, Shri. Vinai Kumar Saxena, Chairman, KVIC, Dean, Consular Corps in Mumbai, Dr. Norbert Révai-Bere, Consul General of Hungary in Mumbai for gracing this event.

Our distinguished guests have shared their valuable perspectives on how MSMEs, khadi and village industries, startup organisations and industry clusters can benefit from foreign trade. I extend my deep sense of gratitude to all the country representatives for actively participating in this event. Your overwhelming support to this event demonstrates your commitment to strengthen economic partnership with India.

Presently, the share of the participating countries in the total Foreign Direct Investment into India is 5%. I hope this event will stimulate further investment between India and these countries. In order to promote bilateral investment and trade, we need to strengthen air and maritime connectivity with the participating countries.

Currently, India does not have direct shipping lines to Latin American countries such as Peru and Bolivia. In the course of time, as our trade volume with Latin America improves, I hope to see increased maritime and air connectivity with the countries in this region. I thank the state governments of Maharashtra, Gujarat, Rajasthan and Telangana for participating in this event and showcasing their investment potential.

I take this opportunity to thank all the exhibitors, including startup companies, women entrepreneurs and industry clusters for their valuable participation in the event. I hope the event will provide a platform for many women-owned businesses to register with SheTrades, which is a mobile app introduced by International Trade Center, Geneva.

By registering with SheTrades, women entrepreneurs can connect to their potential business partners globally. I extend my sincere thanks to the members of media for covering this event. I also take this opportunity to thank our distinguished audience for sparing their valuable time to attend the event. Later in the day, we shall have presentations from the trade representatives of various countries.

These presentations will highlight the economy, tourism potential, government policies and regulations in these countries. I am confident that all the participants who have registered for the B2B session will immensely benefit through useful business leads and potential business partnership.
A key highlight of World Trade Expo 2017 were the country presentations by the trade representatives of the participating countries. Trade representatives from Bangladesh, Peru, Indonesia, Rwanda and Sri Lanka shared glimpses of their economies, government policies, investment climate, tourism, culture and cuisine.

**BANGLADESH**

Mohd. Lutfor Rahman, Deputy High Commissioner, Bangladesh Deputy High Commission in Mumbai delivered a presentation on his country. Following are the excerpts of his presentation:

The People's Republic of Bangladesh in South Asia has an area of 147,570 sq km and a population of 163 million. The country has a nominal GDP of USD 246.00 billion in 2017 and per capita GDP of USD 1602 as in May 2017. The annual exports from the economy (excluding service sector) amounted to USD 34.19 billion in 2016-2017, whereas the annual imports during the same period amounted to USD 43.49 billion.

Bangladesh has been cited as one of the next eleven countries that are likely to follow the BRICS. 73 per cent of its population is of the age of 40 or below 40 years. Strategically located, it has eight Export Processing Zones (EPZs) already in operation and 10 Special Zones are being established. It has two private Export Processing Zones in the process of development.

Bangladesh offers the most lucrative incentives both in the form of fiscal as well as non fiscal, such as availability of very competitive, adaptive & peaceful labour force, access to credit facility, availability of utility & power, availability of Special Economic Zone, low cost based production, and fiscal incentives such as remittance of royalty, repatriation facilities of dividend & capital, tax holidays, depreciation allowances, cash & added incentives to exporting industries and investment are protected by law.

It also offers duty free import of machineries, office equipment & spare parts etc., duty free import and export of raw materials and finished goods and relief from double taxation, exemption from dividend tax, remittance of royalty, technical and consultancy fees, and duty & quota...
free access to EU, Canada, Norway, Australia etc. in EPZs, among other incentives.

Bangladesh and India are members of the WTO, SAARC, BIMSTEC and other important bilateral and multilateral trade organisations. The two way trade between the two countries stood at USD 6834 million in 2016-17.

The major exportables of Bangladesh include ready made garments (RMG) (Knit & Woven Garments), Pharmaceuticals, Ship Building, Light Engineering, Environment friendly Jute Goods, Frozen foods (Fish & Shrimps), Furniture, Footwear and Ceramic.

Export of ready made garments (RMG- Knit & Woven) in 2015-16 amounted to USD 28094.16 million, followed by Leather at USD 1160.95 million, and Jute & Jute Goods at USD 919.58 million.

Bangladesh exports to 198 countries on the globe, with the share of European region at 55.54 per cent, American region at 21.07 per cent and Asian region at 11.95 per cent.

Bangladesh exported 25 products in 1972-73 to 68 markets with an export value of USD 348 million. The number of products exported has increased to 744 (H.S. Code 4 digit) in 2015-16 and markets to 198 with an export value of USD 34,257.18 million.

Exports expressed as a percentage of imports constituted 65.23 per cent in 2007-08, whereas they constituted 85.43 per cent in 2015-2016. Challenges to Bangladesh’s exports are limited products (only six products dominate its exports) and limited market.

Strengths of RMG of Bangladesh include: Bangladesh is the largest cotton t-shirt exporter in the world; it is the second largest knitwear exporter of the world and third largest apparel exporter in the world; it has GSP facilities for the apparel sector to EU, Japan, Australia, New Zealand, Canada; duty-free market access to China, S. Korea and India; reputed world chain stores like Wal-Mart, C&A, H&M, Marks & Spencer, Zara, Mango, Matalon, GAP, Tesco, Puma are sourcing from Bangladesh; and own brands are developing in Bangladesh.

Strengths of Pharmaceutical Products include: Bangladesh exports to 156 countries in the world; has quality & price competitive products; and it maintains Good Manufacturing Practice.

The Export Policy of Bangladesh (2015-2018) has identified the following three categories of products for product diversification:

1) Highest priority sector which includes high-end Ready made Garments and Garments Accessories, Software & IT enable Services, ICT products, Pharmaceutical Products, Ocean-going Ship & Fishing Trawlers Building, Shoes & Leather Products and Jute goods, among others;

2) Special development sector which includes Jute diversified products, Electric and Electronic products; Ceramic products, Light Engineering products including Auto-parts & Bicycles and Value added Frozen Fish, among others;

3) Special Development Service sector which includes Tourism, Architecture, Engineering and Consultancy Services.

Major Product - wise Share in Total Exports of Bangladesh (2015 - 16)

Major Destinations of Exports of Bangladesh
SRI LANKA

Ms. Vireshika Bandara, Consul (Commercial), Consulate General of Sri Lanka, Mumbai gave a presentation on the economy of Sri Lanka.

Advantage Sri Lanka

Sri Lanka is the first country to liberalise its economy in South Asia in 1977. The country is ranked 26th out of 140 countries in the Overall Quality of National Infrastructure 2015. Sri Lanka is the best performing country on the quality of national infrastructure in the entire South Asia. Sri Lanka is located at the centre of the world's busiest sea route. Hambantota Port in Sri Lanka is located only 10 nautical miles off the world's busiest East-West shipping lane. Colombo Port is the only deepwater container port in South Asia. The SAGT terminal in the port is the 4th highest in productivity in the world. Colombo is connected to more than 100 destinations by air. The quality of the country's human capital is comparable to that of the East Asian countries. As of 2016, Sri Lanka had adult literacy rate of 93.2%.

The country ranks 111 out of 190 countries in the World Bank’s Ease of Doing Business survey 2018.

Gateway to South Asia and China

Sri Lanka is becoming a gateway to South Asia and China as the country has signed free trade agreement (FTA) with India and Pakistan and it is negotiating one with China.

Under the existing India-Sri Lanka FTA, Sri Lankan companies enjoy 100% duty-free access to the Indian market for 4232 products. Under the existing Sri Lanka-Pakistan FTA, Sri Lankan companies enjoy 100% duty-free exports to Pakistan for 4,686 products. Products with 35% value added are considered Sri Lankan and hence they enjoy duty benefits under these FTAs.

International Trade

Main exports of Sri Lanka are apparel, rubber, ship building, gemstones, Ceylon tea, Ceylon cinnamon, fish and fish based products. The European Union and USA are the key export destinations of Sri Lanka as they constitute respectively 30% and 27% of its total shipments. Other major export partners of Sri Lanka are India (5%), UAE (2%) and China (2%). Sri Lanka exports USD 551.2 million worth of goods to India, while it imports USD 3827.5 million worth of goods (as of 2016) from India. 68% of exports from Sri Lanka to India are covered under India-Sri Lanka FTA (ISFTA), while 5% of India's exports to Sri Lanka are covered under this agreement.

Major Exports and Imports under ISFTA

<table>
<thead>
<tr>
<th>Sri Lanka’s Exports to India</th>
<th>Sri Lanka’s Imports from India</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spices (Pepper, Cloves, Cardamom)</td>
<td>Petroleum oil</td>
</tr>
<tr>
<td>Ships, boats and floating structures</td>
<td>Portland cement</td>
</tr>
<tr>
<td>Apparel</td>
<td>Diesel and Petrol</td>
</tr>
<tr>
<td>Prepared animal fodder</td>
<td>Cotton</td>
</tr>
<tr>
<td>Insulated wire and cable</td>
<td>Motor cycles, Motor cars and other</td>
</tr>
<tr>
<td>Tea</td>
<td>Motor vehicles</td>
</tr>
<tr>
<td>Man-made staple fibres</td>
<td>Medicaments</td>
</tr>
<tr>
<td>Mineral water and aerated water</td>
<td>Iron and Steel</td>
</tr>
<tr>
<td>Essential oils</td>
<td>Yarn and Fabric</td>
</tr>
<tr>
<td>bicycles</td>
<td>Paper and paper board</td>
</tr>
</tbody>
</table>
Top 10 sectors that attracted FDI in 2016

- Telephone & Telecommunication Network, 32%
- Hotels & Restaurant, 19%
- Rubber Products, 12%
- Housing Property Development & Shop Office, 10%
- Other Services, 6%
- Food, Beverages & Tobacco, 7%
- Other Manufactured Products, 4%
- Non-Metallic Mineral Products, 4%
- IT & BPO, 3%
- Textile, Wearing Apparel & Leather Prod., 3%

Current EPZs

- 13 Industrial Parks & Export Processing Zones with BOI operations

Indian Investments in Sri Lanka

- Ashok Leyland
- Bharati Airtel
- Indian Oil Company
- Piramal Glass Ltd
- TATA Communications Ltd
- Taj Hotels
- Ultratech Cement
- Dabur Pvt Ltd
- CEAT
- Britannia
- Krish Transworks Colombo
- Axis Bank Ltd
- ICICI Bank Ltd
- Indian Overseas Bank
- AIA Holdings
- State Bank of India
Sri Lankan Investments in India

- Brandix
- Aitken Spence
- MAS Holdings
- Dankotuwa Porcelain
- Carson Cumberbatch
- Bank of Ceylon
- DSI Tyre India
- DSI Tyre India
- John Keels Holdings
- Colombo Dockyard
- Damro Furniture
- DRH Logistics
- Freight Links International

Foreign Tourist Arrival in Sri Lanka

<table>
<thead>
<tr>
<th>Year</th>
<th>No. of Tourist Arrivals from the World</th>
<th>% Growth of Tourists from the World</th>
<th>No. of Tourist Arrivals from India</th>
<th>% of Tourist Arrivals from the World</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>1.8 Mn</td>
<td>18%</td>
<td>316,247</td>
<td>18%</td>
</tr>
<tr>
<td>2016</td>
<td>2.1 Mn</td>
<td>17%</td>
<td>356,729</td>
<td>17%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Rank</th>
<th>Country</th>
<th>No. of Tourist Arrivals in 2016</th>
<th>% of Tourist Arrivals from the World</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>India</td>
<td>356,729</td>
<td>17%</td>
</tr>
<tr>
<td>2</td>
<td>China</td>
<td>271,577</td>
<td>13%</td>
</tr>
<tr>
<td>3</td>
<td>UK</td>
<td>188,159</td>
<td>9%</td>
</tr>
<tr>
<td>4</td>
<td>Germany</td>
<td>133,275</td>
<td>6%</td>
</tr>
<tr>
<td>5</td>
<td>Maldives</td>
<td>96,440</td>
<td>5%</td>
</tr>
<tr>
<td>6</td>
<td>France</td>
<td>95,167</td>
<td>5%</td>
</tr>
<tr>
<td>7</td>
<td>Australia</td>
<td>74,496</td>
<td>4%</td>
</tr>
<tr>
<td>8</td>
<td>Russia</td>
<td>58,176</td>
<td>3%</td>
</tr>
<tr>
<td>9</td>
<td>USA</td>
<td>54,254</td>
<td>3%</td>
</tr>
<tr>
<td>10</td>
<td>Canada</td>
<td>44,122</td>
<td>2%</td>
</tr>
</tbody>
</table>

Regulatory Regime for Foreign Investors

- **FOREIGN OWNERSHIP**
  - 100% FOREIGN OWNERSHIP ALLOWED WITH A FEW EXCEPTIONS
  - 100% REPATRIATION OF PROFITS

- **EXCHANGE CONTROL**
  - ALL CURRENT ACCOUNT TRANSACTIONS LIBERALISED
  - CAPITAL ACCOUNT TRANSACTIONS PARTIALLY LIBERALISED

- **TAXATION POLICIES**
  - DOUBLE TAX AVOIDANCE AGREEMENTS WITH 38 COUNTRIES
  - CORPORATE TAX RATES REDUCED BY OVER 40% (2015 - 2016)
INDONESIA

Mr. Yadi Suriahadi, Consul (Economics), Consulate General of the Republic of Indonesia delivered a presentation on the economy, government policies, ease of doing business and tourism potential in Indonesia.

Indonesia is the second largest mega-biodiversity country in the world. It is the fourth most populous country in the world with a population of 260 million and more than 300 native ethnicities.

Major Highlights of the Economy

The size of the Indonesian economy is pegged at USD 941 billion (in terms of market exchange rate) and USD 3028 billion (in terms of purchasing power parity). Manufacturing sector contributes 20.5% to the overall GDP. The economy has witnessed steady growth in the last 10 years. In Jan-Mar quarter of 2017, the economy has grown at a rate of 5.01%. For the full year of 2017, Indonesian economy is expected to grow at 5.0-5.4%. In 2017, Indonesia regained its investment grade rating from all major rating agencies. Small and Medium enterprises contribute 57.9% to the national GDP and 97.2% to employment. Indonesia is said to become the 5th largest economy in the world by 2030 in terms of purchasing power parity.

Key Investment Trends

Indonesia attracted USD 28.9 billion foreign investment in 2016; of this, USD 9.2 billion came from Singapore, USD 5.4 billion from Japan, USD 2.7 billion from China, USD 2.2 billion from Hong Kong and USD 1.5 billion from the Netherlands. According to The Economist (January 2017), Indonesia is the 3rd leading destination for investment in Asia after China and India. The economy improved 19 positions in the World Bank’s Ease of Doing Business Survey for 2018 with a rank of 72.

Key Policies

Government of Indonesia introduced 3-hour permit issuance programme in September 2015 to attract new investments.

The government abolished Value Added Tax for transport industry in September 2015.

The government simplified import licensing for pharmaceutical products in November 2015.

In 2016, the government simplified the licensing procedure, duration and cost of starting a business.

In August 2017, the government set up a task force for business licensing process.

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**Improving Investment Climate**

**Implement 3-hour investment licensing service to complement the One Stop Service (OSS)**

**Requirement for utilizing 3-hour Investment Licensing Service**

1. Minimum investment of IDR 100 billion (USD 8 million) and/or employing 1,000 local workers.
2. Application must be submitted directly by at least one candidate of the proposed company stakeholder.

- Arrive at OSS at BKPM directly from the airport
- Consult with Director of Investment Service
- Submit the required documents & data

Wait at the lounge while documents are processed by BKPM, in-house notary, ministries, & other government institutions

Obtain eight documents & letter of land availability within three hours to start the business

**2 documents needed**

- Investor identity as the prospective shareholders
- ID card
- and/or Deed of Establishment (Indonesian company)
- Article of Association (Foreign company)
- Flowchart of business activities workflow
- Containing workflow from raw material production to the finished products

- Investment license
- Certificate of incorporation
- NPWP/Tax Registration Number
- TDP/Company Registration
- Certainty to work
- RPTKA/Employment plan
- IMTA/Working permit

- APBP/Import identification
- NIK/Custome registration
- Accurate land information
- Letter of land availability

**9 documents obtained**

**From Jan - 11th September 2017, 130 projects have utilized the “3 hours services”**

Source: Investment Coordinating Board (BKPM)
Balance of Trade Between India & Indonesia (US $ billion)

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
<th>Export to India</th>
<th>Import From India</th>
<th>Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>17.65</td>
<td>13.33</td>
<td>4.32</td>
<td>+ 9.01</td>
</tr>
<tr>
<td>2012</td>
<td>16.80</td>
<td>12.49</td>
<td>4.30</td>
<td>+ 8.19</td>
</tr>
<tr>
<td>2013</td>
<td>16.99</td>
<td>13.03</td>
<td>3.96</td>
<td>+ 9.07</td>
</tr>
<tr>
<td>2014</td>
<td>16.20</td>
<td>12.24</td>
<td>3.95</td>
<td>+ 8.29</td>
</tr>
<tr>
<td>2015</td>
<td>14.45</td>
<td>11.71</td>
<td>2.74</td>
<td>+ 8.97</td>
</tr>
<tr>
<td>2016</td>
<td>12.96</td>
<td>10.09</td>
<td>2.87</td>
<td>+ 7.22</td>
</tr>
</tbody>
</table>

Source: Ministry of Trade, Republic of Indonesia

The 3 Dimensions on Economic Development

- Human Development
  - Education
  - Health
  - Housing
  - Character

- Priority Sector Development
  - Food Security
  - Energy & Electrical
  - Maritime & Marine
  - Tourism & Industry
  - Water Security, Basic Infrastructure & Connectivity

- Equitable Development
  - Inter - Income Group
  - Inter - Region
    1. Rural Area
    2. Periphery
    3. Outside Java
    4. Eastern Area

Necessary Condition

- Legal Certainty & Law Enforcement
- Security & Order
- Politic & Democracy
- Governance
Foreign Tourist Arrivals in Indonesia 2009-2017

<table>
<thead>
<tr>
<th>YEAR</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017 (Jan- Sep)</th>
</tr>
</thead>
<tbody>
<tr>
<td>GLOBAL</td>
<td>7.65 M</td>
<td>8.04 M</td>
<td>8.80 M</td>
<td>9.44 M</td>
<td>9.73 M</td>
<td>12.02 M</td>
<td>3.01 M</td>
</tr>
<tr>
<td>INDIA</td>
<td>154,237</td>
<td>177,194</td>
<td>204,756</td>
<td>237,990</td>
<td>293,415</td>
<td>376,802</td>
<td>357,281</td>
</tr>
</tbody>
</table>

Currently Indonesia tourism sector accounts for approximately four percent of the total economy. It is estimated that nearly nine percent of Indonesia’s total national workforce is employed in the tourism sector.

By 2019 Indonesia wants to doubled this figure to 8 percent of GDP. An ambitious target, which implies that within the next four years, the number of visitors needs to double to about 20 million.

To achieve this target, the government is focusing on improving infrastructure, services, facilities and accessibilities, health & hygiene and enhancing online promotional (marketing) campaigns abroad.

President Joko Widodo’s Infrastructure Targets in 2019

<table>
<thead>
<tr>
<th>Targets</th>
<th>2014</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Connectivity</td>
<td></td>
<td></td>
</tr>
<tr>
<td>National road condition</td>
<td>94%</td>
<td>100%</td>
</tr>
<tr>
<td>Logistics Cost</td>
<td>23% of GDP</td>
<td>100% of GDP</td>
</tr>
<tr>
<td>Public transports market share</td>
<td>23%</td>
<td>32%</td>
</tr>
<tr>
<td>Basic Infrastructure</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Electrification ratio</td>
<td>815%</td>
<td>96.9%</td>
</tr>
<tr>
<td>Power consumption per capita</td>
<td>846 kWh</td>
<td>1,200 kWh</td>
</tr>
<tr>
<td>Household gas network</td>
<td>102,000(SR)</td>
<td>192,000(SR)</td>
</tr>
<tr>
<td>Access to drinking water</td>
<td>68.5%</td>
<td>100%</td>
</tr>
<tr>
<td>Access to sanitation</td>
<td>60.5%</td>
<td>100%</td>
</tr>
<tr>
<td>Slum area</td>
<td>12.5%</td>
<td>0%</td>
</tr>
<tr>
<td>Houses backlog</td>
<td>135 million</td>
<td>6.8 million</td>
</tr>
<tr>
<td>Water supply</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Water supply capacity</td>
<td>514 cubic meter/second</td>
<td>111.6 cubic meter/second</td>
</tr>
<tr>
<td>Per capita storage capacity</td>
<td>62.3 cubic meter</td>
<td>78.36 cubic meter</td>
</tr>
<tr>
<td>Reservoir-based irrigation</td>
<td>11%</td>
<td>20%</td>
</tr>
<tr>
<td>Irrigation network coverage</td>
<td>7.145 million hectares</td>
<td>7.914 million hectares</td>
</tr>
<tr>
<td>Folded prevention design</td>
<td>5 to 25 years</td>
<td>10 to 100 years</td>
</tr>
</tbody>
</table>
### Trade Balance

US $ 8.78 billion Surplus in 2016  
(15 percent increase from year 2015, of US $ 7.61 billion)

#### TRADE BALANCE - INDONESIA (US$ billion)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td>EXPORT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>OIL &amp; GAS</td>
<td>203.496,6</td>
<td>190.020,3</td>
<td>182.551,8</td>
<td>175.980,0</td>
<td>150.366,3</td>
<td>-6,59</td>
<td>150.366,3</td>
<td>144.433,5</td>
</tr>
<tr>
<td></td>
<td>NON OIL &amp; GAS</td>
<td>162.019,6</td>
<td>153.043,0</td>
<td>149.918,8</td>
<td>145.961,2</td>
<td>131.791,9</td>
<td>-4,50</td>
<td>131.791,9</td>
<td>131.346,5</td>
</tr>
<tr>
<td>II</td>
<td>IMPORT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>OIL &amp; GAS</td>
<td>177.435,6</td>
<td>191.689,5</td>
<td>186.628,7</td>
<td>182.551,8</td>
<td>175.980,0</td>
<td>-16,60</td>
<td>18.574,4</td>
<td>13.087,0</td>
</tr>
<tr>
<td></td>
<td>NON OIL &amp; GAS</td>
<td>136.734,0</td>
<td>149.125,3</td>
<td>141.362,3</td>
<td>134.718,9</td>
<td>118.081,6</td>
<td>-3,87</td>
<td>118.081,6</td>
<td>116.925,9</td>
</tr>
<tr>
<td>III</td>
<td>TOTAL</td>
<td>380.932,2</td>
<td>381.709,7</td>
<td>369.180,5</td>
<td>354.158,8</td>
<td>348.346,1</td>
<td>-16,82</td>
<td>293.061,9</td>
<td>280.084,2</td>
</tr>
<tr>
<td></td>
<td>OIL &amp; GAS</td>
<td>82.178,6</td>
<td>79.541,4</td>
<td>77.899,4</td>
<td>73.478,7</td>
<td>63.186,7</td>
<td>-12,77</td>
<td>43.187,6</td>
<td>31.811,8</td>
</tr>
<tr>
<td></td>
<td>NON OIL &amp; GAS</td>
<td>298.753,6</td>
<td>302.168,3</td>
<td>291.281,1</td>
<td>280.680,1</td>
<td>285.159,4</td>
<td>-4,62</td>
<td>249.873,5</td>
<td>248.272,4</td>
</tr>
<tr>
<td>IV</td>
<td>BALANCE</td>
<td>26.061,1</td>
<td>-1.669,2</td>
<td>-4.076,9</td>
<td>-2.198,8</td>
<td>-7.607,7</td>
<td>-14,49</td>
<td>7.671,5</td>
<td>8.782,8</td>
</tr>
<tr>
<td></td>
<td>OIL &amp; GAS</td>
<td>775,5</td>
<td>-5.586,9</td>
<td>-12.633,3</td>
<td>-13.441,1</td>
<td>-6.038,8</td>
<td>-6.038,8</td>
<td>-5.637,8</td>
<td>-6,64</td>
</tr>
<tr>
<td></td>
<td>NON OIL &amp; GAS</td>
<td>25.285,5</td>
<td>3.917,7</td>
<td>5.556,4</td>
<td>11.242,3</td>
<td>17.097,5</td>
<td>-1,69</td>
<td>13.710,3</td>
<td>14.420,6</td>
</tr>
</tbody>
</table>

#### WHY INDONESIA

- Steady economic growth in the past 10 years  
- Investment grade by all major rating firms  
- 5th largest economy in the world by 2030  
- 135 million consuming class by 2030  
- 180 million population in productive age by 2030  
- Significant improvement in regulatory environment as reflected in Ease of Doing Business

#### WHY NOW

- Most aggressive infrastructure development in Indonesia’s history  
- Extra incentives for investments in industrial, tourism and special economic zones  
- Fiscal reform to long term sustainable growth  
- Law reform to ease business and investment  
- Concrete policy for eradication of corruption  
- Citizen’ trust on the Indonesian Government is at all time high  
- Strong investors’ confidence to invest further in Indonesia  
- Policy reforms in ICT sectors
RWANDA

H.E. Ernest Rwamucyo, High Commissioner of Rwanda to India offered a presentation highlighting investment attractiveness of his country.

Major Highlights of the Economy

Rwanda is a country in East Africa, which is the fastest growing region in Africa. The country, with a population of 12.1 million, has a GDP of 6.618 billion Rwandan Franc. The GDP of the nation has grown 5.9% in 2016.

Agriculture is the backbone of the Rwandan economy as it contributes 32% to the GDP and employs 72% of the population.

Major agriculture exports are tea and coffee; they together generate USD 289 million of foreign exchange. Information technology, financial services, tourism and real estate are the emerging sectors in the economy.

Real estate is an emerging sector that contributes 7% to the GDP and is growing at 10% on account of sustained expansion in private constructions and public works.

Tourism is also a booming sector in Rwanda with a share of 3.6% in the GDP and average annual growth of 11.2%. The size of the financial services sector, as measured by total assets, relative to GDP is 55%.

Attractive Features of Rwanda

- Rwanda has Africa's most efficient government followed by Mauritius and South Africa; It is the 7th most efficient government globally – Global Competitiveness Report 2015
- Rwanda ranks 1st in promotion of information and communication technologies (ICT) – Global Technology Report 2015

Progressive Government Policies

In order to promote ease of doing business in the country, the Government of Rwanda has introduced online services for registration of companies at zero cost.

The government has also introduced online system for application of construction permits, filing taxes and application of visas.

Further, the administration has completely digitised land parcels and plots country-wide. The Judiciary has introduced Integrated Court Cases Management System for speedy delivery of justice.

Rwanda has a Special Economic Zone in Kigali with fully serviced land and ready infrastructure. The government has planned eight more industrial parks for development of the manufacturing sector.

Investment Incentives

In order to promote investment in the country, the Government of Rwanda offers following incentives—

- Waiver of Corporate Income Tax for companies planning to relocate their headquarters to Rwanda
- Accelerated Depreciation of 50% for key priority sectors i.e. tourism, construction, manufacturing and agro-processing
- Investor After Care services to guide enterprises throughout the project life cycle
- 15% preferential corporate income tax for selected strategic sectors exporting 50% of their turnover of goods and services
- Seven year Corporate Income Tax Holiday for selected sectors i.e. manufacturing, energy, information and communication technologies and health services investing at least USD 50 million
- Duty free import of machinery, equipments and raw materials
During the second day of World Trade Expo 2017, a highly impactful panel discussion on ‘Women in Evolving Businesses' was held. Women achievers from business, law, media and education participated in the panel discussion and shared their perspectives on women's empowerment in business and society.

In her introductory remarks, Ms. Kare said, "In the last couple of years, India has seen a massive surge in the number of women starting their own businesses and building products not just for India but also for the world. While it's still a small number, it certainly brings a fresh wind of change. #SheTrades, an initiative of International Trade Centre, Geneva, is definitely a great vertical to focus and create more awareness about entrepreneurship and support existing women entrepreneurs who have succeeded in their fields. Through initiatives like MumIncubator, we ensure that this awareness is not just restricted to big cities. It is imperative that these success and support stories reach households in smaller cities and villages as well so that other women feel inspired and thereby have the courage to step out of the ordinary and do something different."

Ms. Smita Deshmukh

Sharing her experience as a woman entrepreneur, Ms. Deshmukh pointed out that self belief was a defining characteristic that supported her throughout her career. Ms. Deshmukh further remarked that, “Unfortunately, women in India do not enjoy an environment where self-belief is appreciated or nurtured. Women, generally, are not encouraged to take entrepreneurship as a career opportunity. However, I had the fortune of having parents who supported me in my entrepreneurial career.”

In her message to aspiring women entrepreneurs, Ms. Deshmukh said, “I suggest women should believe in themselves. I also advise budding women entrepreneurs to receive recommendations and suggestions from experienced business consultants, instead of taking advice
from family members.” Speaking further on women’s role in the economy, Ms. Deshmukh pointed out, “Women-owned businesses play an important role in the growth of the economy. According to some research studies, exports from women-owned enterprises have helped certain countries to reduce their trade deficit. In the media industry, women have broken the glass ceiling and stereotypes. In most newspapers and magazines, the journalists who track crime news are women”.

Expressing her views on gender bias at work place, Ms. Deshmukh remarked, “Women must learn to deal with gender bias in a professional way. Women must overcome gender bias at workplace through their professional attitude and asserting their right to be judged based on their performance.”

Ms. Preetha Dave

Narrating her experience on women in business, Ms. Preetha Dave said, “I have come across family-owned companies where women in the family are made directors. However, many a times, these women serve as titular head as the actual management and control of the business lies with the men. Women must come out of the shell of their male family members such as the father, husband and son.”

“Women in family owned businesses must take equal responsibility in running their business organisations. Many a times, the wife also faces the consequence of law because of offences committed by her husband in the family business.” “According to law, both husband and wife are equally liable for losses or any offence that has taken place in the family business. Therefore, women must actively take part in the family business.”

Ms. Rupa Naik

In her speech, Ms. Naik shared her thoughts on women’s empowerment in the economy. Ms. Naik pointed out, “Women constitute one half of the world population and yet their participation in trade and commerce leaves much to be desired. According to a survey by the World Bank, only 13.7% of companies across the world are owned by women. A study by McKinsey Global Institute shows the global GDP can increase by as much as USD 12 trillion by 2025 if all countries attain the level of gender equality as is in the best-performing country in their region.”

“Women in India have enormous zeal and they are undeterred. I do not see this kind of determination among women in any other country. The government and the banks must encourage women entrepreneurs by offering them collateral-free loans and other supporting programmes. I suggest every organisation should support women entrepreneurs by purchasing a certain share of their annual procurements from women-owned enterprises.”

“The International Trade Centre, Geneva has introduced a mobile app called SheTrades that aims to connect one million women entrepreneurs to the market by 2020. The app also helps business organisations to include more women entrepreneurs in their supply chains. I suggest all the women-owned enterprises should register themselves with the app to increase their visibility and expand their network.”
Dr. Mudaaliar shared the ingredients of success by explaining the concept of Success Pyramid. The elements of this pyramid are essential ingredients for success. These elements are common for both individuals and organisations. The base of this pyramid is mastery, which means we must develop a mindset for mastery to deliver extraordinary results. In other words, we must not be satisfied with mediocrity, we must aim for mastery. The next level of the pyramid is niche, where we must learn to focus on a particular task and aim to master it. We cannot be a master of all. Therefore, we must set our focus on a particular task and master it.

The third level of the pyramid is leverage. We must leverage our network or contacts, which include our friends, relatives, neighbours, customers or clients and other acquaintances. By optimally leveraging our contacts or network, we can attain success. The next level of the pyramid is system. There has to be a system or standard in our activities. For a business organisation, systems and standards are very important as they lead to predictability and help in building reputation in the market.

The next level of the pyramid is team. We must learn to work in a team because an individual cannot achieve anything in isolation. Team building and team spirit are the key ingredients for the success of individuals and organisations.

The topmost block of the success pyramid is synergy. Synergy is produced by combining the strengths of two different organisations or individuals. Synergy is closely related to team building or team work. Synergy is produced when two or more organisations or individuals work together. Such a co-ordinated effort of two or more organisations or individuals produces an effect, which is larger than the sum of the effects produced when these organisations work in isolation.
Export Orientation Workshop

On the second day of World Trade Expo 2017, World Trade Centre Mumbai and All India Association of Industries (AIAI) organized a special session on ‘How to start Exports’. The session aimed at providing first-hand information on the policies and procedures related to international trade to budding entrepreneurs. The session benefitted start-up enterprises, women-owned businesses, industry clusters and aspiring entrepreneurs.

Prof. Arvind N Khedkar, expert on International Marketing and faculty at World Trade Centre Institute Mumbai conducted the session.

Prof. Khedkar touched upon key government policies to promote exports such as Advanced Authorization Scheme, Export Promotion Capital Goods (EPCG) Scheme and so on.

Following are the excerpts of his presentation:

“In today’s age, if the export procedure is too cumbersome or time-consuming, traders would feel disinterested. Exporters encounter problems in marketing, but they have to take risk. The export marketing mix consists of 14 Ps such as Profitability, Product Life Cycle, Product Selection, Presentation etc.

Profitability comes through customer satisfaction because the customer not only brings sales, but also references. The organisation has to adopt the concept of product continuity because even in case of business failure or market failure, the product survives owing to globalisation.

Further, the organisation has to first decide if it wants to sell tangibles such as products or intangibles such as services and ideas. If the exporter concentrates on industrial products, he may become a supplier of raw materials or components or spares or capital equipment.

Good presentation involves having a catalogue containing details of the product, packaging details, handling and usage instructions etc.

Market/Country Selection

Market selection has to be done keeping in view macro aspects such as our balance of trade position, duties, demand-supply analysis etc. Instead of importing speciality goods or consumer products, we now invite foreign direct investment (FDI). With the help of schemes such as Advance Authorisation, we now import low value products, add value and export them. These schemes have also become very user-friendly.

We get additional rewards under Merchandise Exports from India Scheme (MEIS) and Service Exports from India Scheme (SEIS). We have several other incentives such as the Duty Entitlement Pass Book (DEPB) Scheme and the Duty Drawback Scheme, that encourage exports.”

During the session, Prof. Khedkar highlighted the following key elements involved in the procedure for exports.

The export procedure involves:

1. Application for Importer Exporter Code (IEC): For getting this code, one would require PAN and GST number. Today, one gets IEC in four days due to the online system of application. IEC has to be registered with the Customs department and is valid for two years. However, since the advent of GST, IEC is not required.

2. Registration with respective Export Promotion Council (EPC): In order to claim rewards from Directorate General of Foreign Trade (DGFT), one requires EPC registration certificate.

3. Goods and Services Tax: Under GST, exports are zero-rated. However, exporters need to pay GST first and claim refund of the same. This anomaly is expected to be corrected soon since GST implementation is still in the nascent stage.
Felicitation

Felicitation of Key Dignitaries

Dr. Arun Kumar Panda, Secretary, Ministry of MSME, Government of India (middle) being felicitated by Mr. Vijay Kalantri, President, All India Association of Industries (AIAI). Also seen in the photograph is Dr. Norbert Révai-Bere, Consul General of Hungary in Mumbai (Right)

Shri. Vinai Kumar Saxena, Chairman, Khadi and Village Industries Commission (KVIC) being felicitated by Ms. Rupa Naik, Senior Director, World Trade Centre Mumbai

Dr. B. H. Anil Kumar, Joint Secretary, Ministry of MSME, Government of India (Right) being felicitated by Capt. Somesh Batra, Vice Chairman, World Trade Centre Mumbai

Dr. Norbert Révai-Bere, Consul General of Hungary in Mumbai being felicitated by Ms. Rupa Naik, Senior Director, World Trade Centre Mumbai

**Dr. Sonia Sethi, IAS**, Additional Director, Directorate General of Foreign Trade, Government of India was felicitated for receiving the prestigious ‘Women Leadership Excellence Award’ under Special (Government) Category from CMO Asia. Dr. Sethi was chosen from among more than 50 global women achievers by the esteemed juries.

Dr. Sethi has been making exemplary contribution to facilitate India’s international trade.
Cultural Evening

Exchange of art and culture enhances bilateral partnership between countries by developing a strong bond among people. Co-operation in the areas of music, cinema, sports and literature can enhance bilateral co-operation in sectors such as media, tourism and hospitality.

On the evening of November 16, 2017, World Trade Centre Mumbai organised a cultural programme to showcase arts and music of some of the participating countries. The following section provides key highlights of the two cultural performances held during the event.

Musical Performance with “Angklung”, a traditional musical instrument in Indonesia

Representatives from the South East Asian country, the Republic of Indonesia, staged a cultural performance with their traditional musical instrument “Angklung”.

Angklung is a musical instrument from Indonesia made from varying number of bamboo tubes attached to a bamboo frame.

The tubes are carved to have a resonant pitch when struck and are tuned to octaves, similar to American handbells. The base of the frame is held in one hand, whilst the other hand shakes the instrument.

This causes a repeating note to sound. Each of the three or more performers in an Angklung ansamble play one note or more, but altogether produce complete melodies.

In November 18, 2010, UNESCO officially recognised the Indonesian Angklung as a masterpiece of oral and intangible heritage of humanity, and encouraged the Indonesian people and their government to safeguard, transmit and promote its performance. UNESCO also encourages the craftsmanship of Angklung.

Capoeira - Martial Art of Brazil

The cultural evening ended with an energetic performance of Capoeira, a Martial Art from the Latin American country of Brazil. The Martial Art was performed by Mr. Rezza Baba and his troupe.

Capoeira is an Afro-Brazilian martial art that combines elements of dance, acrobatics and music. It was developed in Brazil at the beginning of the 16th century.

It is known for its quick and complex maneuvers, predominantly using power, speed, and leverage across a wide variety of kicks, spins and other techniques.

In 2014, Capoeira, was granted a special protected status as ‘Intangible Cultural Heritage’ by UNESCO.
B2B and Networking Session

The key objective of World Trade Expo 2017 was to facilitate G2B (Government to Business) meetings and B2B (Business to Business) meetings among the participating delegates.

The event attracted around 3,000 delegates, including ambassadors, consul generals and other functionaries of foreign trade missions, representatives of micro, small and medium enterprises (MSMEs) and corporate houses. These delegates held 15,000 G2B and B2B meetings during the two-day event.

In the G2B meetings, diplomats and trade representatives from around 37 countries briefed Indian delegates about the investment opportunities, government policies, regulations and infrastructure facilities available in their countries. Representatives from Khadi and Village Industries and women-owned businesses held discussion on promoting their products and services abroad with the representatives of foreign trade missions.

Diplomats of the participating countries also discussed the evolving bilateral relationship with officials from the Government of India's Ministry of MSMEs and Directorate General of Foreign Trade (DGFT).

Delegates from India's educational institutions and students met officials of embassies to discuss visa norms for study tour and education programmes.

Representatives from Industrial Extension Bureau (Government of Gujarat) and Maharashtra Industrial Development Corporation (MIDC) held meetings with business delegates to attract investment in their states.

Women entrepreneurs held discussions with representatives of SheTrades about the advantages of this mobile platform and the procedure to enroll therein. SheTrades is a mobile app introduced by International Trade Centre, Geneva. SheTrades aims to connect one million women entrepreneurs from across the globe to market by 2020.

Representatives from start-up enterprises and industry clusters also actively participated in the B2B and G2B meetings. Officials from commercial banks, venture capital funds and other financial institutions met start-up companies to discuss potential funding deals.
Exhibition

The Exhibition at World Trade Expo 2017 attracted participation from 37 countries, four state governments, several startup enterprises, industry clusters, Khadi & Village Industries and women-owned businesses. The exhibitors showcased promotional and publicity material highlighting business opportunities in various sectors of the industry.

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<thead>
<tr>
<th>Serial No.</th>
<th>Exhibitor</th>
<th>Country</th>
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<tbody>
<tr>
<td>1</td>
<td>Consulate General of Argentina</td>
<td>Argentina</td>
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<td>2</td>
<td>Bangladesh Deputy High Commission</td>
<td>Bangladesh</td>
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<td>3</td>
<td>Embassy of Plurinational State of Bolivia</td>
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<td>4</td>
<td>Indextb - Government of Gujarat</td>
<td>India</td>
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<td>5</td>
<td>Consulate General of the Russian Federation</td>
<td>Russian Federation</td>
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<td>6</td>
<td>Botswana Investment &amp; Trade Centre</td>
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<td>7</td>
<td>Consulate General of Brazil</td>
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<td>8</td>
<td>Embassy of the Democratic Republic of the Congo</td>
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<td>9</td>
<td>Consulate General of Ecuador in Mumbai</td>
<td>Ecuador</td>
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<td>10</td>
<td>Consulate General of the Federal Democratic Republic of Ethiopia</td>
<td>Ethiopia</td>
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<td>11</td>
<td>Maharashtra Tourism Development Corporation</td>
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<td>12</td>
<td>State Government of Maharashtra</td>
<td>India</td>
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<td>13</td>
<td>Office of Honorary Consul of Georgia</td>
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<td>14</td>
<td>High Commission of the Republic of Fiji/ Fiji Tourism</td>
<td>Fiji</td>
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<td>15</td>
<td>Khadi and Village Industries Commission</td>
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<td>16</td>
<td>Consulate General of the Republic of Indonesia</td>
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<td>Consulate General of Hungary</td>
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<td>18</td>
<td>Jordan Investment Commission</td>
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<td>Government of Telengana</td>
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<td>20</td>
<td>Indo-French Chamber of Commerce and Industry</td>
<td>France</td>
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<td>21</td>
<td>SheTrades</td>
<td>Switzerland</td>
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<td>22</td>
<td>Consulate General of Malaysia</td>
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<td>23</td>
<td>Embassy of Uzbekistan to India</td>
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<td>24</td>
<td>Laerdal Medical &amp; Laerdal Global Health</td>
<td>Norway</td>
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<td>25</td>
<td>Embassy of Peru</td>
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## EXHIBITORS’ LIST (Contd.)

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<th>Exhibitor</th>
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<td>27</td>
<td>Department of Industries, Government of Rajasthan</td>
<td>India</td>
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<td>28</td>
<td>Royal Embassy of Saudi Arabia</td>
<td>Saudi Arabia</td>
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<td>29</td>
<td>South African Consulate General</td>
<td>South Africa</td>
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<td>30</td>
<td>Tourism Authority of Thailand</td>
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<td>31</td>
<td>Consulate General of Sri Lanka in Mumbai</td>
<td>Sri Lanka</td>
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<td>32</td>
<td>Taiwan External Trade Development Council</td>
<td>Taiwan</td>
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<td>33</td>
<td>Nashik Engineering Cluster</td>
<td>India</td>
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<td>34</td>
<td>High Commission of the Republic of Rwanda</td>
<td>Rwanda</td>
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<td>35</td>
<td>The Indo Italian Chamber of Commerce &amp; Industry</td>
<td>Italy</td>
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<td>36</td>
<td>MSME-DI</td>
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<td>37</td>
<td>Basque Region of Spain</td>
<td>Spain</td>
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<td>38</td>
<td>Jaggery Bags</td>
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<td>39</td>
<td>Consulate of Gabon</td>
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## CLUSTERS / STARTUPS

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<tr>
<td>1</td>
<td>MOM Incubator</td>
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<td>IDFC</td>
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<td>CRAFT- Center for Research in Alternative Farming Technologies</td>
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<td>Waggy Zone</td>
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<td>Iris Polymers</td>
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<td>Sagar Defence</td>
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<td>Accelo</td>
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<td>3Dwale Rapid Prototyping Solutions</td>
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<td>BlackCurrant</td>
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<td>Rabia Patel</td>
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<td>Hastakshar</td>
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<td>15</td>
<td>Konkan Mango Processing (Ratnagiri) Cluster</td>
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<td>16</td>
<td>Lanja Ratnagiri Cashew Cluster</td>
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<td>17</td>
<td>Jagruti Turmeric Cluster</td>
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Media Coverage

World Trade Centre Mumbai and All India Association of Industries (AIAI) promoted the World Trade Expo 2017 through advertisements in national and regional newspapers and television channels. The event was also promoted through Digital Marketing by online promotion, e-mailers, Social Media Campaigns and blogs.

The organizers published the event on social media platforms such as Facebook, LinkedIn, Twitter, Instagram, and YouTube to reach out to a wide gamut of audience. The event was also promoted by word-of-mouth. The two-day expo was broadcast through live streaming on the official social media handles of World Trade Centre Mumbai.

A series of pre-event advertisements featured in the various editions of the print media, in English, Gujarathi and Marathi. Some of the print media that carried the advertisements include The Times of India, The Economic Times, Loksatta, The Indian Express, DNA Money, Afternoon Despatch & Courier, The Hindu Business Line, Janmabhoomi, Bombay Samachar and The Free Press Journal.

As part of outdoor promotion, World Trade Centre Mumbai displayed the banners, standees, posters of the World Trade Expo 2017 and distributed the event brochures and flyers at various events in Mumbai. The organisers also published the event though large hoardings at prominent locations across the city of Mumbai.

The event received wide electronic and print coverage in newspapers, magazines, radio and television channels such as the All India Radio, Navbharat Times, Finance India, Financial Express, News Band Publications, DD Sahyadri News, DD News, Press Trust of India (PTI), Thane Vyapar, The Hindu Business Line, Business Standard, Jagran, Deccan Herald, Economic Times, Loksatta and DNA. Some of the online news agencies that carried the news include MoneyControl.com, nrinews24x7.com, news.raftaar.in, www.topnewstoday.in and bulletdailynews.blogspot.in.

New Clippings

Business

Economy to touch $5 t, says Prabhu

MUMBAI: Commerce and Industry Minister Suresh Prabhu on Thursday sounded confident that exports will gather momentum going forward as the economy on average to double to $5 trillion and become the third largest in the world, over the few years. This economy shall grow from $3.5 trillion now to $5 trillion and $6 trillion by the largest over the few years. With such an economic growth, our international trade will also grow," Prabhu told World Trade Expo 2017 in Mumbai on November 17, 2017.
World Trade Expo 2017 showcases Indian MSME excellence to global market, says Dr. Arun Kumar Panda

Indian economy touching $5 trillion in a few years

Prabhuj sees Indian economy touching $5 tn in a few years

COMMERC AND Industry Minister Suresh Prabhu on Thursday echoed confidence that exporters will gather momentum going forward as the economy is on course to double to $5 trillion and become the third largest in the world over the next few years.

Our economy shall grow from $2.5 trillion now to $5 trillion and it will become the third largest over the next five years. With such an economic growth, our international trade balance will grow. Prabhu told World Trade Expo 2017 here in a video message.

Earlier this week, the American brokerage Bank of America Merrill Lynch had projected that India would overtake Japan to become the third largest economy in the world by 2030. India’s economic growth is now in double digits.

Vijay Kalantri, President, AIMA and Vice Chairman, World Trade Centre Mumbai said, Representatives from more than 37 countries are participating in World Trade Expo 2017. These countries account for 37% of India’s total trade. There is great potential to increase this share to 50% in the course of time. This expo aims to improve Indian international trade by supporting MSMEs, industry clusters, huddles and village industries and start-up companies. The event also promotes India’s industrial policies such as Start-up India, Digital India. Make in India and so on. In future, we will consider making this expo a bi-annual event and invite more than 50 countries to participate in it.

A spinning policy measures to support MSMEs, Kalantri suggested. Kalantri also recommended the adoption of the concept of One Village, One Product to encourage grassroot entreprenuers in villages.

The event is attended by Ambassadors, Corporate Generals, representatives of MSMEs, industry clusters, women-owned enterprises, start-ups companies and others. The participating countries and regional chambers include Argentina, Bangladesh, Bolivia, India, Botswana, Brazil, China, Colombia, Ecuador, Ethiopia, Georgia, Fiji, Indonesia, Hungary, Israel, India, Indonesia, Turkey, Greece, Italy, Japan, South Korea, Jordan, Laos, China, France, Vietnam, Malaysia, United States, Chile, Indonesia, Nigeria, Pakistan, Turkey, Vietnam, United Kingdom, United States, and other.

The event received overwhelming response from more than 57 countries from Asia, America, Africa, Europe and Oceania. The event was attended by representatives from 46 states as well. This World Trade Expo 2017 is the World Trade Expo in South America, which is attended by different chambers of commerce and industry from more than 25 countries.
Time to look beyond borders: Senior official to MSMEs

Trade has become an absolute necessity whether at the national, regional, economic and institutional level. It is critical for MSMEs to make their presence felt in various platforms and the country is helping them achieve it.

Pahlajni (The Free Press Journal)

“In our effort to bring MSMEs up grade their technology, increase the credit flow and also bring them to platforms like this (World Trade Expo) to showcase their products, each smallest unit enjoys quantum employment.” Adding to it, Pahlajni said there are people who have skills, but they don’t know how to utilize it.

Writing in a report on the credit line, an investment that credit flow is growing among MSMEs, “Last year, we had increased Rs 1,600 crore per month that has been incorporated into our system. This year, we have seen an investment of about Rs 3,500 crore only in the same scheme. The government’s initiative will bring in a quantum employment area.”

Pahlajni was present on the day of the expo which was inaugurated by Shri Prakash Javadekar, Minister of Commerce, who said, “There are around 60 million MSMEs in India, and they contribute to our economy in the industrial sector of the country. It is time that these MSMEs look beyond borders and showcase their skills and excellence to the global market.”

Vinita Sethi, IAS, Additional Secretary, Commerce Ministry, Foreign Trade Division, Union Government of India, also said, “The Foreign Trade Policy aims to increase the value of India’s exports to 5 trillion USD per year and to increase the number of medium and large enterprises to 150,000 units.”

“The Indian economy shows strong growth in 2017-18, but we need to focus on the service sector and trade surplus in the current account,” Javadekar said. “In future, we will consider making this expo a bi-annual event and carry more than in excess to participate in it.”

World Trade Expo 2017 is jointly organized by the Export Promotion Bureau and the National Council of Industries (NCB).
प्रधानमंत्री ने लगाया अनुमान, कुछ सालों में 5 ट्रिलियन डॉलर की हो सकती है भारतीय अर्थव्यवस्था

भारत चीन के बाद विश्व की दूसरे सबसे बड़ी अर्थव्यवस्था बन चुका है

विश्वव्यापी अर्थव्यवस्था, जिसे विश्व राष्ट्रीय अर्थव्यवस्था के रूप में पहचाना जाता है, भारत के इस संदर्भ में सख्ती के साथ साक्षर रूप में भारतीय अर्थव्यवस्था की भागीदारी की गुणवत्ता को उज़ागर कर रही है।

विश्व ट्रेड एक्सपो 2017 में भारत की उपभोक्ता क्षेत्र में आयोजित कार्यक्रमों में भाग लेने वाले कंपनियों और अन्य आयोजकों द्वारा भारतीय अर्थव्यवस्था की जानकारी दी गई। इसके साथ-साथ, भारत की आर्थिक वृद्धि के लिए भी जाहिराती उठाई गई।

विश्वव्यापी अर्थव्यवस्था और भारत के बीच संबंध बढ़ाने के लिए भी भारत की सीमाओं को खोला जा रहा है। इसे पूरा करने के लिए भारतीय अर्थव्यवस्था को विश्वव्यापी अर्थव्यवस्था के बनने के लिए तैयारी करनी चाहिए।

समाचार जगत
विश्व ट्रेड एक्सपो में उद्योग विभाग को बेहतर सेवा प्रदान

जयपुर (कास्बा) - जयपुर में विश्व ट्रेड एक्सपो की कर्मचारियों को बेहतर सेवा प्रदान करने की आवश्यकता की जानकारी सुझाव दी गई। यह विदेशी कंपनियों को भारत में अपनी कार्यक्रमों को सफल बनाने के लिए योगदान देने के लिए कहा गया है।

यह विवरण समाचार जगत में प्रकाशित हुआ था।

Page No. 12 Nov 17, 2017
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Business Standard

India shall become $5 trillion economy in few years: Suresh Prabhu

Earlier this week, the American brokerage Bank of America Merrill Lynch had said projected that India would overtake Japan to become the third largest economy in the world by 2028

Press Trust of India | Mumbai | November 16, 2017 Last Updated at 17:38 IST

to $5 trillion and it will become the third largest over the next few years. With such an economic growth, our international trade will also grow," Prabhu told World Trade Expo 2017 here in a video message.

Earlier this week, the American brokerage Bank of America Merrill Lynch had said projected that India would overtake Japan to become the third largest economy in the world by 2028 as it expects the nominal GDP to grow at 7.6 per cent over the next one decade.

The report noted that at $2.26 trillion, the country has already overtaken Brazil and Russia to emerge as the second largest BRIC economy after China and is well on track to cross France and Britain to emerge as the world's fifth largest after Germany by 2019.

Last year the economy closed at $2.26 trillion. But the report did not quantify the size of the economy by 2028 when it would be the third largest after China and the US. At around $5 trillion, Japan is the third largest economy now.

"This expo is being held at a time when the economy is growing faster than before. I am sure this expo will help foreign countries understand India and its economy better in promoting trade," Prabhu said.

His statement comes two days after his ministry said exports dipped 11.12 per cent to $22.01bn in October and trade deficit balloon out, recurring from a six-month high growth in September as shipments of textiles, pharma, leather and gems and jewellery fell.

Imports, however, grew by 7.6 per cent to $37.11 billion in October from $34.5 billion in the year-ago month. Trade deficit widened to $14 billion from $11.13 billion in October 2016.

Cumulative exports during April-October rose an anemic 9.62 per cent to $170.28 billion, while imports grew almost three times faster at 22.21 per cent to $256.43 billion, leaving a trade deficit of $86.14 billion.

Addressing the event, MSME secretary Anurag Kumar Panda expressed hope that trade expos like this will act as a unique platform to integrate the hand and village industries, micro, and MSMEs in the global value chain.

Noting that around 69 million MSMEs contribute 90 per cent to industrial production, he said "it is time MSMEs look beyond the borders and showcase their skills and excellence to the global market.

The foreign trade policy aims to increase share of exports in world to 3.5 per cent from under 2 per cent, according to the commerce ministry.

"The commerce ministry has also highlighted the need to shift the focus to emerging sectors and promote the bottom 50 items in the list of exports," additional director general of foreign trade Sonia Sethi said.

Representatives from over 37 countries are participating in the expo. These countries account for 17 per cent of the country's total trade.
Suresh Prabhu sees economy touching $5 trillion in a few years (https://news/192901/suresh-prabhu-sees-economy-touching-5-trillion-in-a-few-years)

Economy and Industry Minister Suresh Prabhu today said that India has the potential to move from the $2 trillion mark to $3 trillion and become the third largest in the world over the next few years.

The post 'Suresh Prabhu sees economy touching $5 trillion in a few years appeared first on The Financial Express.'

Dr. Panda, Secretary, MSME, Govt of India to inaugurate the World Trade Expo 2017

World Trade Expo 2017, the first of its kind event is being organized by World Trade Centre, Mumbai and the All India Association of Industries (AIAI) from 5th - 7th November 2017 at World Trade Centre, Churchgate, Mumbai.

Dr. Arun Panda - Secretary, Ministry of Micro, Small & Medium Enterprises (MSME) Government of India, will inaugurate the World Trade Expo 2017.

The Expo aims to provide an effective platform to interact and discuss business opportunities with Consulates/ Embassies/ Bilateral Chambers/ International Business Representatives and Officials from the State Governments and Trade Promotions and Government Organisations, and Mr. Vilay Patel, President, All India Association of Industries and Vice-Chairman, World Trade Centre Mumbai.

Chief Secretary, Government of Maharashtra, Mr. Suresh Mulick will deliver Special Address later in the day and felicitate Dr. Sonia Sethi, Additional DG, Government of India and present Certificates on this occasion.

Mr. Rahim进一步 said, that more than 30 Countries and Prominent State Government namely Maharashtra, Gujarat, Telangana and Maharashtra will also participate in Showcase and Investment opportunities in their respective States.

The Highlights of the Expo are Exhibitions, Country Presentations, B2B Meetings, Panel Discussion for Women Entrepreneurs, Business Talk and Workshop on How to Start Exports.

World Trade Expo 2017 will witness the participation from various segments of MSMEs, KVK Exhibits, Industry Leaders, Start-Ups, Women Entrepreneurs and State Governments. The Expo is expected to attract more than 5000 business delegates engaging in the Conference, B2B and B2C sessions organized during these two days.

The focus sectors of the World Trade Expo are Trade, Investments, Health & Personal Care, Education, Agri and Food Processing, Technology, Tourism and Culture etc.
Prabhu sees economy touching $5 tln in a few years

November 16, 2017 | UPDATED 17:25 IST

Mumbai, Nov 16 (PTI) Commerce and Industry Minister Suresh Prabhu today exuded confidence that exports will gather momentum going forward as the economy is on course to double to USD 5 trillion and become the third largest in the world, over the next few years.

"Our economy shall grow from USD 2.5 trillion now to USD 5 trillion and it will become the third largest over the next few years. With such an economic growth, our international trade will also grow," Prabhu told World Trade Expo 2017 here in a video message.

Earlier this week, the American brokerage a Bank of America Merrill Lynch had said projected that India would overtake Japan to become the third largest economy in the world by 2028 as it expects the nominal GDP to clip at 10 per cent over the next one decade.

The report noted that at USD 2.26 billion the country has already overtaken Brazil and Russia to emerge as the second largest BRIC economy after China and is well on track to cross France and Britain to emerge as the worlds fifth largest after Germany by 2019.

Last year the economy closed at USD 2.26 trillion. But the report did not quantify the size of the economy by 2028 when it would be the third largest after China and the US. At around USD 5 trillion, Japan is the third largest economy now.

"This expo is being held at a time when the economy is growing faster than before. I am sure this expo will help foreign countries understand India and its economy better in promoting trade," Prabhu said.

His statement comes two days after his ministry said exports dipped 1.12 per cent to USD 23bn in October and trade deficit ballooned, retreating from a six-month high growth in September as shipments of textiles, pharma, leather and gems and jewellery fell.

Imports, however, grew by 7.6 per cent to USD 37.11 billion in October from USD 34.6 billion in the year-ago month. Trade deficit widened to USD 14 billion from USD 11.13 billion in October 2016.

Cumulative exports during April-October rose an anemic 9.62 per cent to USD 170.28 billion, while imports grew almost three times faster at 22.21 per cent to USD 256.43 billion, leaving a trade deficit of USD 86.14 billion.

Addressing the event, MSME secretary Arun Kumar Panda expressed hope that trade expos like this will act as a unique platform to integrate the khadi and village industries, micro, and MSMEs in the global value chain.

Noting that around 60 million MSMEs contribute 90 per cent to industrial production, he said "it is time MSMEs look beyond the borders and showcase their skills and excellence to the global market.

The foreign trade policy aims to increase share of exports in world to 3.5 per cent from under 2 per cent, according to the commerce ministry.

"The commerce ministry has also highlighted the need to shift the focus to emerging sectors and promote the bottom 10 items in the list of exports," additional director general of foreign trade Sonia Sethi said.

Representatives from over 37 countries are participating in the expo. These countries account for 17 per cent of the country's total trade. PTI AP DISK BEN BEN BAS
Dr. Panda, Secretary, MSME, Govt of India to inaugurate the World Trade Expo 2017

World Trade Expo 2017, the first of its kind event is being organized by World Trade Centre, Mumbai and the All India Association of Industries (AIAI) from 16-17 November 2017 at World Trade Centre, Cuffe Parade, Mumbai.

Dr. Arun Kumar Panda – Secretary, Ministry of Micro, Small & Medium Enterprises (MSME) Government of India, will inaugurate the World Trade Expo 2017.

The Expo aims to provide an effective platform to interact and discuss business opportunities with Consulates/ Embassies/ Bilateral Chambers/ International Business Representatives and Officials from the State Governments and Trade Promotions and Government Organizations, said Mr. Vijay Kalantri, President, All India Association of Industries and Vice Chairman, World Trade Centre Mumbai.

Chief Secretary, Government of Maharashtra, Shri Sumit Mullick will deliver Special Address later in the day and felicitate Dr. Sonia Sethi, Additional DGFT, Government of India and present Certificates on this occasion.

Mr. Kalantri further added, that more than 35 Countries and Prominent State Government namely Maharashtra, Gujarat, Telangana and Rajasthan will also participate to showcase trade and investment opportunities in their respective states.

The highlights of the Expo are Exhibition, Country Presentations, B2B Meetings, Panel Discussion for Women Entrepreneurs, Business Talk and Workshop on How to Start Exports.

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"Our economy shall grow from USD 2.5 trillion now to USD 5 trillion and it will become the third largest over the next few years. With such an economic growth, our international trade will also grow," Prabhu told World Trade Expo 2017 here in a video message.

Earlier this week, the American brokerage, Bank of America Merrill Lynch, had projected that India would overtake Japan to become the third largest economy in the world by 2028 as it expects the nominal GDP to clip at 10 per cent over the next one decade.

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Suresh Prabhu sees economy touching $5 trillion in a few years

Suresh Prabhu on Thursday expressed confidence that exports will gather momentum going forward as the economy is on course to double to USD 5 trillion and become the third largest in the world, over the next few years.

"Our economy shall grow from USD 2.5 trillion now to USD 5 trillion and it will become the third largest over the next few years. With such an economic growth, our international trade will also grow," Prabhu told World Trade Expo 2017 here in a video message.

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WORLD TRADE EXPO 2017
November 16 -17, 2017 | Expo Center, World Trade Centre Mumbai

A unique platform to take your business across 35 Countries and 5 Prominent States of India

Added Attractions
- KVIC Exhibits
- Industry Clusters
- Start-Ups | SheTrades
- Women Entrepreneurs

For more details, Contact Organisers
All India Association of Industries
Tel: 91 22 6638 7272/378
Fax: 91 22 2218 8385
Email: marketing@wtcmumbai.org

Tel: 91 22 2201 9265/9160
Fax: 91 22 2201 9760/64
Email: info@aiaiindia.com

Venue: Expo Center, Arcade
World Trade Centre Mumbai
Cuffe Parade, Mumbai - 400 005

Entry Free | 10:00 am to 7:00 pm

Who should Attend
Business Leaders | MSMEs
Exporters | Importers
Travel Agents
Trade Consultants
Distributors | Students
Trade Organisations

Business Opportunities
- Trade | Investment
- Healthcare | Education
- Tourism | Technology
- Agro & Food Processing

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16 -17 NOVEMBER 2017
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Exhibition | Country Presentations | B2B Meetings
Export Workshop | Panel Discussion for Women Entrepreneurs
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**World Trade Expo 2017**

November 16 - 17, 2017 | Expo Center, World Trade Centre Mumbai

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**Exhibition | Country Presentations | B2B Meetings | Workshops**

**Who should attend**
- Business Leaders | MSMEs
- Exporters | Importers
- Travel Agents | Trade Consultants
- Distributors | Students
- Trade Organisations

**Other Attractions**
- KVIC Exhibits | Industry Clusters
- Start-Ups | Women Entrepreneurs

**Business Opportunities**
- Trade | Investment | Health Care
- Education | Tourism | Technology
- Agro & Food Processing

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Network with Country Representatives
Business Leaders from Overseas
Promote Your Business in 35 Countries and 5 Prominent States of India

**Exhibition | Country Presentations | B2B Meetings | Export Workshop | Business Talk**

Panel Discussion for Women Entrepreneurs

**Who should attend**
- Business Leaders | MSMEs
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- Travel Agents | Trade Consultants
- Distributors | Students
- Trade Organisations

**Entry Free | 10 am to 7 pm**

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World Trade Expo 2017

November 16-17, 2017 | EXPO CENTER, WORLD TRADE CENTRE MUMBAI

Exhibition | Country Presentations | B2B Meetings
Export Workshop | Panel Discussion for Women Entrepreneurs

Meet Overseas Business Representatives
Connect Locally, Trade Globally

Added Attractions
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Start-Ups | SheTrades
Women Entrepreneurs

For more details, Contact Organisers

Business Opportunities
Trade | Investment
Healthcare | Education
Tourism | Technology
Agro & Food Processing

Who should Attend
Business Leaders | MSMEs
Exporters | Importers
Travel Agents
Trade Consultants
Distributors | Students
Trade Organisations

WORLD TRADE CENTRE MUMBAI
Toll Free: 1800 300 2267
Tel: 022 2225 8962
Fax: 022 2201 8835
Email: mumbai@wtcindia.org
www.wtcindia.org

Venue: Expo Centre, Bandra World Trade Centre, Cuffe Parade, Mumbai - 400 005

ENTRY FREE 10:00 am to 7:00 pm
Outdoor Media Campaign

Walkeshwar

Pedder Road

Walkeshwar

Bandra Lake
On Site Digital Branding
Venue Arrangements

Exhibition Area
WORLD TRADE EXPO 2017
Expo Center, World Trade Centre
Cuffe Parade, Mumbai
NOVEMBER 16-17, 2017

Connect Locally Trade Globally
A unique platform to take your business across

ENTRY FREE
10 am to 7 pm

35 Countries & Prominent States of India

Exhibition | Country Presentations | B2B Meetings
Trade | Investment | Health Care | Education | Agriculture
Tourism & Culture | Technology | Food Processing

Organisers

About WTC Mumbai Expo Center
The Expo Center is a world-class centrally air-conditioned, 41,000 sq. ft. exhibition venue with state-of-the-art amenities, backed by round-the-clock support services and security. Being strategically located with ample parking facilities, it is one of the most sought after venues in Mumbai.

Facilities Provided by WTC Mumbai
● Fully furnished complimentary stall (9 sq.mtrs.) with 1 table, 2 chairs, 2 spot lights and fascia.
● Additional space requirement will be as per availability.

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WORLD TRADE EXPO 2017
November 16-17, 2017
World Trade Centre
Exhibition | Country Presentations | B2B Meetings | Networking Reception
Organisers

CONCEPT
First of its kind, a unique B2B programme to provide a platform for Consulates, Embassies and State Governments to showcase various facets of Co-operation for Trade & Investment.

Shore a World of Opportunities
Trade | Business & Investment | Health Care | Education | Agriculture
Tourism & Culture | Technology | Food Processing

Objective - Accelerate Bilateral Trade
Explore various dimensions of co-operation in exports-imports, technology transfers, services and other sectors with special focus on MSMEs and other stakeholders.
To create an effective platform to discuss and deliberate on the potential of trade and investment.

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