

ON TRADE®

THE INTERNATIONAL TRADE RESEARCH JOURNAL OF MVIRDC WTC MUMBAI

For private circulation



WORLD TRADE EXPO 2018

October 29-30, 2018 | Expo Center, World Trade Center **Mumbai**
Exhibition | Country Presentations | Networking Meetings | Field Visits





Bharat Ratna Sir M. Visvesvaraya

(15 September, 1860 - 14 April, 1962)

MVIRDC World Trade Center Mumbai is the realisation of the vision of Sir M. Visvesvaraya. MVIRDC is the promoter of World Trade Center 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 sensitise 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 global markets.



MVIRDC

M. Visvesvaraya Industrial Research and Development Centre

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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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Dear Readers,

The World Trade Center Mumbai was buzzing with activities all through the year towards International Trade Promotion among its members, associates and affiliates through a slew of trade-related programmes. The programmes have been well received among the business community, government and academia. The 2nd edition of World Trade Expo 2018 (WTE 2018), was one among them that attracted a large audience comprising startups, MSMEs, entrepreneurs and large corporate houses. WTE 2018 served as an effective forum for exchange of trade and investment opportunities from more than 30 countries and seven state governments of India. The Cover Story of this issue provides a detailed account of World Trade Expo 2018.



The unique feature of WTE 2018 is the country presentations where diplomats from around 14 countries highlighted the key advantages of their countries and potential areas of cooperation. The overwhelming response from over 1200 delegates led to 2000 business-to-business meetings and business-to-government meetings which reflects the success of the Expo.

The current issue of On Trade also brings an interesting mix of articles. These articles carry thought-provoking perspectives on trade finance, digitisation of agriculture and innovative models in tourism. An interview on ease of doing business further enriches the content of the issue.

I am happy to announce the relaunch of the Post Graduate Diploma in Forex and Risk Management, the flagship training course of the World Trade Center Mumbai Institute. Further, the Institute conducted its second batch of Basic Chinese Practical Business Conversation Course during October-December 2018 in a methodical yet entertaining and fun-filled manner.

World Trade Center Mumbai participated in World Trade Centers Association 2018 Member Seminar themed 'Partners in Progress'. The focus of the Seminar was to grow the World Trade Center network and explore trade and investment opportunities.

The 8th Global Economic Summit on Services: Enabler of Growth for Trade and Industry has been gaining momentum over the months by lining up the best brains on services from the government, academia and business community. The sessions of the Summit will offer multi-dimensional perspectives on latest trends in services, fourth industrial revolution, smart cities, impact of services on agriculture and manufacturing.

As we draw to a close of 2018, I would like to thank our contributors and readers of On Trade for the interest in the journal and I encourage you to send us your invaluable feedback and ideas for further improvement of the journal.

Y. R. Warkerkar

Y. R. Warkerkar



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World Trade Expo 2018

A Platform for Government and Industry Collaboration



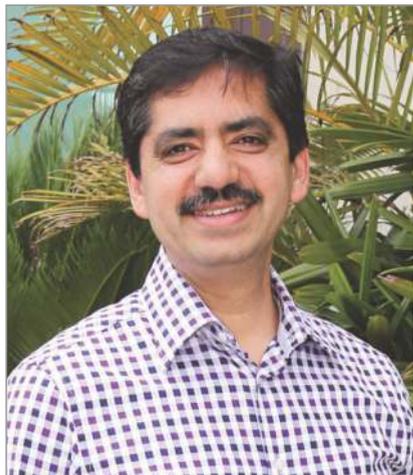
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TReDS Addresses MSME Bill Discounting Receivables



Sundeep Mohindru
Chief Executive Officer
M1xchange

Reserve Bank of India's Trade Receivables Discounting System (TReDS) is an interesting example of how digitisation is helping Micro Small and Medium Enterprises get access to capital, by auctioning their receivables. TReDS is an electronic platform that allows businesses to auction trade receivables such as invoices.

TReDS also serves as a transparent and quick medium for the small-scale players to avail funds at cheaper rates, through banking and factoring companies. The system is a game-changer. The benefits include quick turnaround, and lower finance cost owing to digitised information.

As an automated system driven platform, TReDS facilitates auction of trade receivables at competitive market rates through transparent bidding process by multiple financiers. This helps in quick realisation of receivables, banks sharing the risk of receivables with MSME and appropriate price discovery.

Mynd Solutions' TReDS platform, M1xchange has been conceptualised as one component among the complete supply chain ecosystem. It has been built with the vision to integrate it with different parties namely, MSMEs, the financier's banking system (banks and factoring companies), corporate ERP and other participants like regulators, data providers and other supply chain platforms.

M1xchange is proving itself as a boon to MSMEs in India. Started a year ago M1xchange has taken a swift start although a relatively new concept. It has enabled discounting of approximately INR 1500 crore invoices which has seen a growth each month since its inception. It targets to register and service over 20,000 MSMEs in next two years.

As transactions happen digitally, several risk-mitigating controls at various levels have been implemented. Know Your Customer (KYC) and Anti-money Laundering (AML) checks on participants getting on board; Optical Character Recognition (OCR) technology comparing the invoice data with the data fed; Suspicious Transaction & threshold breach alerts are implemented at various places to monitor the transaction behaviour vis-à-vis participant's profile and past transaction history.

At each stage, all participants are kept informed of a transaction through various notifications and online dashboards.

The bill discounting process starts when the industry supplier raises the invoice and the buyer validates the same. This permits financiers which are banks or factoring companies to

bid against the verified invoice. Once the supplier accepts the bid, the payment is processed in T+1 days. The process gives flexibility to the suppliers to choose the best financier on financing cost.

M1xchange has more than 21 banks participating in the bidding process for discounting receivables. As a result the liquidity on the exchange is high and suppliers are assured of discounting at reasonable rates. On due date of the invoice, M1xchange has the provision to collect the proceeds from the corporate buyer and repay it to the bank that has financed the invoice.

Therefore, the supplier need not follow up with the corporate buyer for collection of proceeds any more on due date. The risk of collection is transferred to the financing bank. The exchange therefore enables tomorrow's collection of proceeds today and enables cash flow for business ease of the supplier.

Reduced operational cost - Since M1 is a centralised system, it benefits banks as well as NBFCs immensely in the form of cost reduction. The platform is an online exchange service for receivables, this ensures less paperwork and hence a faster rate of completing necessary official processes.

For MSMEs and corporate buyers, there is an interest cost saving of at least 4-5% annualised with no collateral required. This adds to saving as there is always an opportunity cost attached to providing collateral. There is only need for one-time documentation with the exchange which would take care of availing discounting facilities with multiple banks and corporate

buyers. Receipt of money in T+1 days (where T is the day the bid gets accepted). Borrowings are not increased for MSMEs. Cash is realised as soon as the bid is accepted by the supplier, thus making it early income realisation instead of borrowings as shown in the books.

Recent Developments

In a recent development, the Ministry of MSME, Government of India issued a notification on November 2, 2018, stating that all companies with a turnover of more than INR 500 crore registered under the Companies Act 2013 including public sector undertaking (PSUs) companies, are mandatorily required to get themselves on board the TREDS

platform. This development will enable suppliers to use the facility of M1xchange, as corporate buyers and PSUs will mandatorily get on board the exchange. This compliance will practically accelerate availability of working capital finance for MSME suppliers. ■



WTC Jaipur is a member of the World Trade Centers Association (WTCA), New York which represents an unparalleled network of 328 WTCs in over 91 countries connecting one million businesses across the world. WTC Jaipur is promoted by M. Visvesvaraya Industrial Research and Development Centre (MVIRDC), which is also the promoter of WTC Mumbai, the premium World Trade Center in India. WTC Jaipur will facilitate trade and investment promotion in the state and will assist local businesses to foray into global markets and help enhance competitiveness of Rajasthan.

Join the Network

MSMEs, Exporters/Importers, Consulting Agencies, Institutions/Organisations, Trade Associations, Corporate Houses, Corporations and PSUs can join with WTC Jaipur to promote businesses globally at an annual membership fee.

Membership Benefits

Enables active engagement by bringing together local and international governments and businesses on a single platform by undertaking activities to promote international trade, investment, tourism, technology and exchange of information through the services on offer.

Services Offered

- Export Counseling • Seminars / Workshops / Panel Discussions on trade-related topics • Networking Events
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 - Promoting inbound trade delegation from overseas • Promoting members online
- Free Registration with Trade Point Mumbai India (Member of World Trade Point Federation, Geneva) for generating business contacts • Participation in International Exhibitions • Access to publications of WTC Mumbai • Access to WTCA Card

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Accessible and Volunteer Tourism Offers Great Potential

Tourism is one of the fastest growing sectors of the economy for many countries. National Tourism Organisations (NTOs) the world over are vying with each other to get a fair share of the tourism pie. International tourism will continue to grow at an average annual rate of 4 per cent.

There are very many segments in the tourism basket like meetings, incentives, conferences and exhibitions (popularly known as MICE), cultural tourism, religious tourism, etc. Two relatively untapped areas in this bouquet of services are accessible and volunteer tourism segments.

Accessible Tourism

Accessible tourism is the ongoing endeavour to ensure tourist destinations, products and services are accessible to all people regardless of their physical limitations,



disabilities or age. It encompasses both publicly and privately owned tourist locations. Accessible tourism enables people with access requirements, including mobility, vision, hearing and cognitive dimension of access to function independently, with equity and dignity through the delivery of universally designed tourism products, services and environments. This will facilitate all people who are differently abled, those travelling with children in

prams and even senior citizens, many of whom might need assistance to access tourism products and services.

Modern society has become increasingly aware of the concept of integration of people with disabilities. Steps have been taken to promote guidelines and best practices and allocate major resources to this field and to such activities. According to the World Report on Disability by World Health Organization and the World Bank in 2011, over one billion people in the world had some disability of which nearly 200 million experienced severe difficulty in functioning.

Apart from the social benefits which would accrue and the fact that a noble cause would be effectively served, the accessible tourism market presents an opportunity for new investments and new service requirements rarely provided by key players in the tourism sector today.

A leading tour operator with a large fleet of vehicles has recently introduced a wheel chair enabled coach precisely to facilitate physically handicapped tourists during their stay here in Mumbai. This is just one example of the many opportunities that exist in the accessible tourism space.

Incredible India's accessible tourism initiatives

The India Tourism offices under the Ministry of Tourism, Government of India always strive to alleviate the hardships experienced by differently-abled tourists and to adapt facilities accordingly.



Clarence Fernandes
Chairman
Rwanda Renaissance

Right at the airport arrival lounge, India Tourism facilitates differently-abled tourists with a fast track clearance through immigration and customs.

While classifying starred category hotels, India Tourism checks facilities available for differently-abled guests and the necessary weightage that is given to hotels which offer adequate facilities for this class of guests. At various sites, India Tourism, in collaboration with other government agencies, endures accessibility for those who are handicapped.

Further, India Tourism conducts regular training programmes for guides and other stakeholders so as to sensitise them with special focus on those having special needs.

Accessible Tourism scales new heights

In April 2018, a delegation of visually impaired boys from the Happy Home and School for the Blind, Worli, went for the first-time ever in the 93 year old history of this institution, overseas on an international tour. This tour was of special significance



because these visually impaired boys from Mumbai gave a series of commemorative choral performances during Kwibuka 24, which was the 24th Commemoration of the 1994 Genocide against the Tutsi (ethnic group of people in Africa). The support received from the Government authorities both in India and Rwanda was commendable.

The visually impaired boys had touching interactions with differently-abled children and youth in Kigali, sending a clear message that disability is not inability.

Encouraged by this great initiative, a delegation from the Pragati Andha Vidyalaya, Badlapur near Mumbai, led by the professional but visually impaired dancer Ms. Babita Saroj, from St. Xavier's College, Mumbai visited Rwanda and gave a series of Indian cultural dance performances before several audiences and even performed at a high society Rwandan wedding reception. Again, it was the first-time ever visually impaired students from this 50-year old Badlapur institution performed in an international arena.

Volunteer Tourism

Volunteer Tourism applies to those tourists who, for various reasons,

volunteer in an organised way; to undertake holidays that might involve aiding or alleviating the material poverty of some groups of society. This form of tourism is largely praised for its more sustainable approach to travel with tourists attempting to assimilate the local culture.

A glowing example of Volunteer Tourism was when Ms. Neysa Sanghavi, a teenage student from Singapore International School in Mumbai opted to volunteer her time, energy and money to visit Rwanda and work with refugees from the Democratic Republic of Congo as well as from Burundi rather than holiday in some exotic destination in Europe, Asia or the Americas, like all her



classmates. Her hard work with the refugees was appreciated by the United Nations High Commissioner for Refugees as well as by the Rwandan High Commissioner in New Delhi who later honoured her with the title of 'Brand Ambassador for Rwanda in India'.

Rwandan Village Pioneers Volunteer Tourism Initiative

Nibakure Community Village located in Bugesera, a 45-minute drive from Rwanda's capital city of Kigali, has implemented an interesting programme wherein batches of students from leading American universities come to spend on an average of two weeks doing volun-

teering work in the community.

The students derive great satisfaction by working with members of the community and learning how less fortunate people can still radiate much happiness to one and all.

Encouraged by the success of these visits from American universities, students from Mumbai must plan Volunteer Tourism projects to Nibakure Community Village.

Zanzibar Delegation visit to MVIRDC World Trade Center Mumbai

The Honourable Mr. Mahmoud Thabit Kombo, Minister for Tourism and Communication, Government of Tanzania led a high-powered tourism delegation to MVIRDC World Trade Center in Mumbai with a view to increase bilateral relations with India especially in tourism. The minister invited the youth in India to visit the exotic destination of Zanzibar and participate in joint activities with the youth in Zanzibar.

In the same vein, Minister Kombo also invited the Center to mobilise volunteers who will spend time in Zanzibar working with weaker sections of society leading to stronger ties and cultural bonds between the people of Zanzibar and Mumbai.

In conclusion, while MICE groups, honeymooning couples, and group inclusive tours all contribute to the development of tourism, these tourist movements can well be supplemented by Accessible and Volunteer Tourism, so as to give a destination a holistic approach to tourism development.



World Trade Expo 2018

A Platform for Government and Industry Collaboration

The second edition of World Trade Expo 2018 (WTE 2018) was once again organised by MVIRDC World Trade Center Mumbai from October 30-31, 2018. WTE 2018 served as an effective forum for exchange of trade and investment opportunities in more than 30 countries representing all continents of the world and seven state governments of India. The objective of WTE 2018 is to empower MSMEs, women entrepreneurs and industry clusters that aspire to expand their business footprint in the global market. The two-day event featured an excellent line-up of exhibitions, country presentations, business-to-business meetings and field visit.

The unique feature of World Trade Expo is the country presentations where diplomats from around 14 countries highlighted the key competitive advantages of their countries and potential areas of cooperation.

Diplomats and trade representatives from the participating countries showcased the business climate and market opportunities in their countries. They also highlighted the potential for cooperation in areas such as tourism, education and infrastructure and also the United Nation's Sustainable Development Goals (SDGs) which have broadened the vistas of international cooperation to areas such as clean energy, climate-smart agriculture, sustainable aquaculture, healthcare and smart cities. The event offered a platform for least developed countries, middle income countries and high income countries to exchange best practices on sustainable development goals.

Senior officials from Government of India and Government of Maharashtra also participated in the event to reflect on cooperation in areas such as trade facilitation, energy, infrastructure, sustainable development goals, etc.

World Trade Expo 2018 showcased the manufacturing excellence of Indian MSMEs, women entrepreneurs, Khadi and Village Industries, and industry clusters to the global audience. More significantly, the event provided a valuable networking opportunity for MSMEs, women-owned businesses, industry clusters and startup enterprises, setting the stage for their engagement with the participating countries.



Mr. Jayakumar Jitendrasinh Rawal, Hon'ble Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra (center) lighting the lamp. From (L-R) in foreground: Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai; Ms. Chamari Rodrigo, Consul General, Consulate General of Sri Lanka In Mumbai; Mr. Y. R. Warekar, Director General, MVIRDC World Trade Center Mumbai and Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai.

The Expo brought out the mutually beneficial economic relations among different countries, further providing these countries opportunity to strengthen their bilateral relations with India.

WTE 2018 witnessed participation from more than 1200 delegates and generated 2000 business-to-business meetings and business-to-government meetings.



Day 1 of World Trade Expo 2018 commenced with a video message from **Mr. Suresh Prabhu, Minister of Commerce & Industry and Civil Aviation, Government of India**. Mr. Prabhu said that his ministry had already prepared a comprehensive roadmap on how to promote India's exports. For the first time in India's history,

Government of India called all the line ministries together to discuss the strategy to promote exports. As part of this strategy, each one of the line ministries has been given a target and ideas to enhance exports. The implementation of this strategy is monitored on a real time basis and it is improved on a day-to-day basis.

Further, his ministry has already prepared and cleared the agriculture export policy, which will soon be cleared by the cabinet. Also, a policy has been prepared for each and every territory or geography of India as to what

needs to be done and what will be done to increase agricultural exports. Officials from India's Commerce Ministry are holding meetings with their counterparts in African countries, where India's export share is hardly 8%. The officials are also holding discussions with their counterparts in Latin America, where there are 22 countries and despite this, the region's share in India's total exports is small. Government of India is also

identifying potential new markets in central Asia.

The Ministry of Commerce has also prepared a strategy for champion sectors in services to promote exports. As part of this strategy, 12 champion sectors have been identified with an export potential of Rs 5,000 crore. Work is in progress on this strategy to encourage India's services sector exports, the minister added.

Inaugural Session



Chief Guest **Ambassador Mr. Manoj K. Bharti, Additional Secretary (ED and States), Ministry of External Affairs, Government of India** said that economic diplomacy is a crucial element of the Government of India's foreign policy. In keeping with India's growing economic strengths and potential, the

Ministry of External Affairs, through the Economic Diplomacy & States Division, endeavours to utilise economic diplomacy to provide a diplomatic fillip and strategic direction to the government's policies and actions aimed at the holistic and inclusive development. Efforts are channeled towards ensuring greater coordination between the central government, state governments, business chambers and ministry's missions or posts abroad to promote the global reach of Indian companies. India has the global advantage on three major aspects: Democracy, Demography and Demand.

It is important to partner with countries that can skill the Indian people. Best practices of countries such as Ukraine must be emulated in this regard. The education system in Ukraine has a two-year optional diploma programme in industrial training for students after 9th grade.

The ambassador suggested the importance of mapping the competitive advantage of different countries in terms of technology, human resource development, trade and investment, among others in the form of a report. This report will help Government of India strategise its partnership with foreign countries. The report will also guide state governments of India to partner with foreign countries in the areas of their identified potential.

H. E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda, New Delhi said that India and Rwanda are implementing infrastructure development projects worth more than USD 460 million under concessional lines of credit. The development cooperation portfolio between both countries stands at about USD 550 million covering energy, agriculture, roads and education. Rwanda has undertaken reforms to create an investor-friendly environment and it has opened borders with visa on arrival for citizens of the world. There have been several high-level ministerial visits between India and Rwanda and during which time highly impactful agreements and MoUs were signed covering cooperation in trade, defence, agriculture, visa exemptions, cultural exchange, aviation and air connectivity and cultural exchange among others.



Dr. Rajan Sudesh Ratna, Economic Affairs Officer, Trade, Investment and Innovation Division, UNESCAP delivered the Special Address. While highlighting the key concerns in India's trade agreements, Dr. Ratna said that it is difficult for Indian MSMEs to interpret the nuances of these

complex trade agreements and take advantage of their benefits. Further, most trade agreements are signed keeping in view the geopolitical consideration rather than the economic interest of the country. India's commercial missions lack technical skills to assist negotiators of the agreements. Lack of institutional support such as EU Trade Commission or USTR in India is yet another reason why the agreements have not borne fruit.

Dr. Ratna suggested that the Government of India must pursue negotiation in seeking market access on Mode 3 of services from its trading partners, rather than focus only on mode 1 (which is most liberalised) and mode 4 (which is very sensitive to many countries). He also called for promoting trade finance, bringing in technology, implementing reforms in labour laws and power sector to improve ease of doing business for exporters. On the issue of measures needed to be taken to enhance India's participation in global value chains, Dr. Ratna emphasised on promoting outward FDI and liberalising imports, which should be at par with investments. Further, India must enhance its competitiveness through adoption of artificial intelligence and bring in domestic regulations and policies to govern e-commerce.



Mr. Damian Irzyk, Consul General of Poland in India said that Poland is one of the most attractive locations for foreign investments within the EU. Poland's 38-million strong consumer market is one of the biggest in Europe. Poland is listed among the most connected countries in Europe,

mainly because of its strong infrastructure transport links, which spur international trade of goods and services. Poland's cultural heritage, pristine environment and the country's natural landscape and the highest quality of reasonably priced service which is still waiting to be discovered by Indians.



Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai in his welcome address said that MSMEs are the backbone of the Indian economy as they contribute about 45% to the manufacturing output, more than 40% to the total exports and around 8% to the GDP. MSMEs in India

produce more than 6000 products ranging from traditional to high-tech goods. Mr. Kalantri further added that World Trade Expo 2018 is in line with Government of India's ambitious programmes such as Make in India, Skill India and Digital India which are also part of the theme of this event. He suggested that in future, India and its trade partners must consider settling trade in local currencies.



Captain Mr. Somesh Batra, Vice Chairman, MVIRDC World Trade Center Mumbai while presenting the vote of thanks stressed on the importance of enhancing negotiating skills for trade agreements, the need for attaining trade balance, improving ease of doing business and the significance of e-commerce

in promoting international trade. Mr. Batra added that Africa is an emerging economic region with immense potential in tourism, mining, infrastructure and other sectors. Poland is a fast growing economy in the European Union and India has a huge potential for collaboration with India.



Release of MVIRDC World Trade Center Mumbai Publications



From (L-R): Mr. Y. R. Warkerkar, Director General, World Trade Center Mumbai; Mr. Damian Irzyk, Consul General of Poland in Mumbai; Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai; Ambassador Mr. Manoj K. Bharti, Additional Secretary (ED and States), Ministry of External Affairs, Government of India; H. E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda in India; Dr. Rajan Sudesh Ratna, Economic Affairs Officer, Trade, Investment and Innovation Division, UNESCAP and Captain Mr. Somesh Batra, Vice Chairman, MVIRDC World Trade Center Mumbai releasing MVIRDC Research Publication titled 'India and Free Trade Agreements: Opportunities and Challenges'.

MVIRDC World Trade Center Mumbai released a research study titled 'India and Free Trade Agreements: Opportunities and Challenges' at the Inaugural Session of World Trade Expo 2018. The study investigates the factors behind India's limited gains from its FTAs and guides constructive discussions concerning the utility of these agreements for Indian exporters. This report discusses India's services exports and the possible role that trade agreements can play in expediting their flows. The study highlights several services where India is

competitive and the significance of various modes for realising India's export interests in services.

MVIRDC World Trade Center Mumbai also released a Compendium of Country Profiles featuring trade and investment potential in 33 countries participating at World Trade Expo 2018. The Compendium offers a snapshot of the economic profile and investment opportunities in participating countries and also the policy strategies and focus sectors for economic development in these countries.



From (L-R): Mr. Y. R. Warkerkar, Director General, World Trade Center Mumbai; Mr. Damian Irzyk, Consul General of Poland in Mumbai; Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai; Ambassador Mr. Manoj K. Bharti, Additional Secretary (ED and States), Ministry of External Affairs, Government of India; H. E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda in India; Dr. Rajan Sudesh Ratna, Economic Affairs Officer, Trade, Investment and Innovation Division, UNESCAP and Captain Mr. Somesh Batra, Vice Chairman, MVIRDC World Trade Center Mumbai releasing MVIRDC Research Publication titled 'Compendium of Country Profiles'.

Country Presentations

Two moderated sessions were organised comprising diplomats and trade representatives from more than 12 countries who presented on trade and investment opportunities in their countries. These sessions emphasised on the export competitiveness of the presenting country. The first session began with a brief presentation on market entry strategy by Sanam S4, which assists global companies in entering and expanding in foreign markets.



Mr. Michael Green, General Manager-India, Sanam S4 stressed on the important factors for companies looking to enter new markets. They have to conduct detailed research on the target market, such as pricing, competitors, branding and other marketing strategies, cost of operation, etc. Apart from these

factors; foreign investors must also keep in mind the tastes and preferences of the consumers in the new market; engage with reliable partners on ground and estimate the maximum time horizon it takes to make profit in the new market.

Argentina



Mr. Alejandro Zothner Meyer, Acting Consul General, Consulate General of Argentina in Mumbai said that Argentina has preferential market access to the 270 million consumer market of the Mercosur group (Argentina, Brazil, Paraguay and Uruguay). Argentina is the world's leading

exporter of soybean, corn, lemon, lithium and it also has the world's second largest shale gas reservoir and fourth largest shale oil reservoir. The country aims to double shale gas and oil output by 2025 and it is inviting global companies to participate in the tender for offshore exploration of these commodities.

Argentina has more than USD 300 billion worth of investment potential in sectors such as energy and mining (230 billion), infrastructure (USD 55 billion), agribusiness (USD 10 billion), industrial goods (USD 10 billion) and value-added services (USD 5 billion). Renewable energy is another high potential sector in the country as the government aims to add 10 GW of

renewable energy capacity by 2025. The share of renewable energy mix in total power is targeted to increase from 2% in 2015 to 20% by 2025.

The country has potential in the manufacturing and agribusiness sectors. Prominent manufacturing sector in the country is auto components. There are more than 500 auto component manufacturers specialising in areas such as air conditioning system, suspensions systems, engine components, transmissions, breaking, tires, batteries, seats, etc. In the agro-based industries, potential sector of investment is pulp and paper products. Government of Argentina is also offering thrust on aquaculture and beef industries.

Bangladesh



Mr. Md. Lutfor Rahman, Deputy High Commissioner, Bangladesh Deputy High Commission in Mumbai said that the country's major exportable items are readymade garments (knit and woven Garments), pharmaceuticals, ship building, light engineering, environment friendly jute goods,

frozen foods (fish and shrimps), furniture, footwear and ceramic. Bangladesh is cited as one of the next 11 emerging economies to watch out for after the BRICS countries. Besides textiles, the other export oriented industry in Bangladesh is pharmaceuticals. Bangladesh is the only least developed country (LDC) in the world to produce generic medicine. Another emerging sector with tremendous scope for export is ship building. Other sectors with untapped export potential are aquaculture, furniture, footwear and agro-based industries.

Bangladesh has been recognised as the 26th best destination for IT outsourcing globally by leading US companies. The country's Export Policy (2015-2018) has identified tourism, architecture, engineering and consultancy services as special development services

sector. Bangladesh enjoys duty-free market access for many goods in China, South Korea, Thailand, India, Malaysia and Chile, besides advanced markets of EU and USA. The country is developing two private export processing zones.

Basque (an autonomous region in Spain)



Mr. Mikel Garcia Romeo, Trade Consultant, Basque Business Development Agency in Mumbai said that the Bizkaia region has cutting-edge technology and business parks. The region of Gipuzkoa is famous for its strong industrial base. The Basque Country is ranked third largest producer of machinery

and equipment in the European Union and its network of qualified suppliers is concentrated in a radius of less than 300 km.

The Basque region is globally competitive in three sectors, namely, energy, advanced manufacturing and bioscience. The focus segments in the energy sector are smart grids, onshore and offshore wind power, marine energy and electrical vehicle. In the area of advanced manufacturing, Basque houses world reputed institutes for machine tool training and research. In biosciences, Basque has reputed research centres for cellular, molecular and structural biology, besides research centres for bionanomaterials and molecular imaging.

Basque is attracting technology-oriented start-up enterprises from across the world under its Basque Industry 4.0 (BIND 4.0) Accelerator Programme.

Ecuador

Ms. Christina Chiriboga, Trade Officer, Consulate General of Ecuador in Mumbai said that the Country is one of the fastest growing economies in South America. It is a major exporter of banana, palm heart, balsa wood and roses. It is also the world's largest exporter of canned tuna. Ecuador also exports its famous



Toquilla Straw Hat (designated as an intangible cultural

heritage of humanity by UNESCO. Crude oil is another export-oriented sector in Ecuador.

Some of the competitive advantages of Ecuador are macroeconomic stability, renewed airport infrastructure, sophisticated port system, first-class highway system and nation-wide optical fiber coverage. Some of the priority sectors for foreign investment in the country are petrochemicals, logistics, tourism, fresh frozen and processed food, biotechnology and applied software, pharmaceuticals, agro-forestry chain and processed products and metal working.

Ecuador is a leading supplier of teak wood and cocoa beans to India. Trade and investment promotion agency Pro Ecuador also conducts periodic trade promotion events such as business matchmaking and it offers personalised advisory and assistance to foreign companies seeking to invest in Ecuador.

Egypt



Dr. Khaled Melad Rezek, Commercial Counselor, Embassy of the Arab Republic of Egypt in India said that the Egypt-India Business Council is engaged in regular exchange of business missions, participation in trade fairs and exhibitions, discussions of mutual economic cooperation and making

representations for actionable policy measures to promote bilateral partnership. Egypt can be a gateway for Indian companies looking to enter the African market.

In future, India and Egypt propose to establish a joint bank, promote customs cooperation, introduce dispute settlement mechanism, collaborate for the development of MSMEs and facilitate movement of business persons.

Ethiopia

Mr. Demeke Atnafu Ambule, Consul General, Consulate General of the Federal Democratic Republic of Ethiopia in Mumbai said that Ethiopia has investment



opportunities in textiles and garments, leather and leather products, pharmaceuticals, metal engineering and steel, agro-processing, rubber plantation, sugar-cane, horticulture, cotton and jute, construction, tourism, mining (gold, tantalum, platinum, petroleum), energy, hydropower, solar power, irrigation and other water projects.

Ethiopia exports pulses, precious and semi-precious stones, vegetable and seeds, leather and spices to India. India is the second most important source of imports for Ethiopia. India exports iron and steel products, rice, pharmaceuticals, transport equipments, machineries, sugar, paper products, plastics, rubber, textile and clothing. Indian companies such as Asian Paints, Arvind Mills, Raymonds, Fontana Flowers, Balaji Manufacturing, Kanoria Africa Textiles have set up operations in Ethiopia.

Hungary



Mr. Andras Halasz, Commercial & Cultural Counsellor, Consulate General of Hungary in Mumbai said that India is the 11th biggest investor in Hungary, by total FDI stock. In 2017, Indian companies invested USD 47 million in Hungary. Samvardhana Motherson

Peguform (SMP), Sona BLW Group, Tata Consultancy Services, Apollo Tyres are some of the recent investors from India in Hungary. Other major Indian companies that have invested in Hungary are Crompton Greaves (CG Electric), Sun Pharma, Cognizant, WIPRO, Global Green (Avantha Group), Birla Black Carbon.

Hungarian Investment Promotion Agency (HIPA) offers various kinds of support to foreign investors in Hungary such as management consultancy services, location search and evaluation, investor after care and mediation service between government and industry.

Malaysia

Mr. Zainal Azlan, Consul General, Consulate General of Malaysia in Mumbai said that the 11th Malaysia Plan (2016-20) has identified three catalytic subsectors (namely electrical



and electronics, chemicals, machinery and equipment) and two high growth sectors (aerospace and medical devices) for promoting investment. In the services sector, the government attracts investment in green technology, logistics, private healthcare, education, tourism and research and development.

Government of Malaysia is developing a global scale international finance and business hub named Tun Razak Exchange (TRX) on an area of 70 acres in Kuala Lumpur. This project, which is being developed in phases, will have world-class residential, hospitality, retail, leisure and cultural offerings. The country is also developing Rubber City on 1,300 acre land with focus on latex, rubber products, precision engineered rubber products and green rubber products.

The four islands of Melaka Gateway are being developed into free trade economic zone, port, maritime industrial park, tourism, entertainment and commercial hub. Other emerging investment hubs in the country are Pengerang Integrated Petrochemical Complex, Asian Aerospace City, Malaysia Vision Valley and Island Medical City,

The country is fast evolving into a regional aviation and Maintenance Repair and Overhaul (MRO) services hub. Malaysia exports palm oil and palm based products, electrical and electronic products, crude petroleum, metal products and chemical products to India. Many Indian companies such as Tech Mahindra, TCS, Ranbaxy, Sun Pharma, ICICI Bank, Infosys, WIPRO and Thermax have set up operations in Malaysia. Malaysian companies that are operating in India are Petronas, IJM, UEM, Sunway, Air Asia, UMW, Khazanah Nasional etc.

Malaysia External Trade Development Corporation (MATRADE) is the National Export Promotion Agency of the Government of Malaysia and it is the source for Malaysian products and services and facilitating Malaysian investment overseas.

Mauritius

Mr. Seewraj Nundlall, Counsellor (Investment & Trade), High Commission of Mauritius in India said that Mauritius ranks 1st in Africa in the World Bank's Doing Business in



2018. Foreign investors can explore its freeport area, where investment opportunities exist for warehousing and storage, breaking bulk, sorting, grading, cleaning and mixing, labeling, packing, re-packing and repackaging, minor processing and light assembly, ship building, repairs and maintenance of ships and aircrafts, storage, maintenance and repairs of empty containers.

In the agriculture sector, the government invites investment in agro-biotechnology, seed production, bio farming, dairy, hydroponics, aquaponics, vertical farming, etc.

Other potential investment sectors are smart cities, hospitality, financial services, information and communication technologies, life sciences and ocean economy.

In media and entertainment, the government offers Film Rebate Scheme under which local and foreign film producers can claim 30-40% reimbursement on audited Qualified Production Expenditure (QPE) in Mauritius.

Poland

Mr. Mieszko Pilecki, Business Development Manager, Polish Investment & Trade Agency in Mumbai



said his country ranks first in the Central and Eastern Europe in terms of business friendly environment and the country improved 47 positions in World Bank's Doing Business ranking since 2012. Poland's Katowice special economic zone (SEZ) is ranked the best free zone in Europe in 2015, 2016 and 2017. Poland has the fourth longest road network in Europe and it has one of the most competitive power tariffs in the Central and Eastern European region.

The government offers incentives in the form of income tax exemption and cash grants for projects that create significant employment and investment.

Polish Investment and Trade Agency (PAIH) offers one-stop-shop support from pre-investment assistance to post-investment after care for foreign investors. PAIH is expected to launch its Foreign Trade Office in Mumbai by the first quarter of 2019.

Rwanda

H. E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda, New Delhi



said that the East African country of Rwanda is the second fastest growing economy in Africa and it holds the second rank in the continent for ease of doing business. It takes just six hours to register business in Rwanda (the fastest time in East Africa).

Government of Rwanda offers enabling business environment for foreign investors. International companies planning to set up regional headquarter in Rwanda are exempt from corporate income tax. The government offers seven-year corporate income tax holiday for large projects in strategic sectors such as energy, exports, tourism, health, manufacturing and ICT.

Some of the sectors with potential investment opportunities in Rwanda are agriculture and agro-processing, BPO & ICT, finance, tourism, manufacturing, mining and quarrying, energy, water, infrastructure, housing and real estate.

South Africa

Mr. Rajan Kumar, Advisor - Business Development, Consulate General of the Republic of South Africa in Mumbai



said that World Bank has ranked South Africa the 82nd most attractive destination for foreign investors globally. Some of the sectors with potential investment opportunities are agro-processing, business process outsourcing & IT-enabled services, manufacture of fiberglass, carbon fibre, composites, renewable energy, waste management, automobile and auto-components, chemicals, plastic fabrication and pharmaceuticals and creative design.

Government of South Africa offers fiscal benefits to incentivise investment in automobile, aquaculture, film production, business process outsourcing, etc.

The country is attracting foreign investment in export-oriented industries in its world-class Industrial Development Zones (IDZs). South Africa has also identified 10 special economic zones to promote targeted economic activities, supported through incentives, business support services, streamlined approval processes and infrastructure.

Uzbekistan

Mr. Azamjan Mansurov, Second Secretary (Political), Embassy of the Republic of Uzbekistan in India said that his country enjoys Most Favoured Nation treatment with 45 countries including China, Japan, US, EU countries, India, Korea and others.



Uzbekistan has a well-diversified industry in sectors such as automotive, oil and gas, chemical, mining and metallurgy, agricultural machinery, electrical engineering, pharmaceuticals, food processing, textile and construction materials, and has export potential in many of these industries.

FIEZ NAVOI, FEZ DJIZAK and FEZ ANGREN are active Free Economic Zones (FEZs) of Uzbekistan. FEZ Navoi residents are exempted from all types of taxes with period of privileges and incentives ranging from 7 to 25 years based on the amount of FDI.

FEZ ANGREN & DJIZAK residents are exempted from all types of taxes, except land tax with period of privileges and incentives ranging from three to seven years based on amount of investments. Uzbekistan has seven new FEZs coming up such as Nukus Pharm FEZ, Zomin Pharm FEZ, Kosonsoy Pharm FEZ, among others.

Uzbekistan also has new industrial FEZs coming up such as Gijduvan and Kokand. Activities of FEZ Gijduvan include fruits and vegetables and deep processing of agricultural products, storage and packaging industry, textile industry, pharmaceutical industry, motor-car construction, among others.

Afghanistan



Mr. Abdul Nafi Sarwari, Commercial Attache, Consulate General of Islamic Republic of Afghanistan said that his country has preferential market access to India, China, Europe, USA, and other countries under various trade agreements. Afghanistan allows 100% foreign ownership in many

sectors without any restriction on profit repatriation. The economy has tremendous investment potential in agriculture, mining, construction, manufacturing and services sectors.

In the agro-processing and allied sectors, investors can look for opportunities in processing of dry fruits and nuts, olive oil, olive pickle, dairy products, meat, producing jams, beverages, sauces, biscuits, etc. Establishing cold chain storages are another significant investment opportunity for foreign companies.

Afghanistan also has significant quantity of gemstones, chromite, sulfur and talc. Currently, Government of Afghanistan has announced cement production facilities and marble mine for private investment.

In the financial services sector, the country has huge unmet demand for insurance and affordable long-term loans. Investors can also look for promising opportunities in information and communication technology sector as the country seeks to connect with central Asia, China and India through Fiber Optics Cable.

Taiwan



Mr. Welber Wang, Manager, Taiwan External Trade Development Council said that his country is driven by foreign trade and it is the world's leading exporter and importer. Taiwan supplies ICT products, electronics products, and machinery products to the world, whereas it mainly exports petrochemical

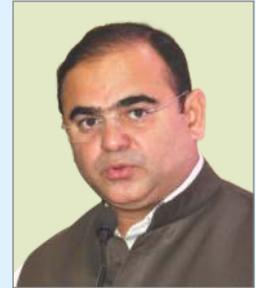
products and electronic products to India. It imports petrochemical products, agriculture products and semi

finished products from India. Today, Taiwan is best known for its innovation. The industry clusters in Northern Taiwan are specialised in electronics and information technology. In Central Taiwan, they are well known for their precision machinery. In Southern Taiwan, there are world-leading industry clusters in the petrochemical and green energy sectors, as well as other types

of heavy industries. Taiwan External Trade Development Council (TAITRA) also organises two shows in India, namely Taiwan Expo and Smart Asia. TAITRA organises sourcing events in Taiwan where Indian buyers visiting Taiwan can have one-on-one meeting with the suppliers in Taiwan.

Day 2 was marked by a Special Address by **Mr. Jayakumar Jitendrasinh Rawal, Hon'ble Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra.**

Mr. Rawal said that Maharashtra's tourism has been continuously driving economic growth. Several measures have been taken to offer a more holistic experience to the travelers and generate job opportunities for the local community. The impact of digital revolution has snowballed exponentially into wider corners of the world. As the theme of this year's World Tourism Day rightly suggested, India has benefitted from a steady growth of travelers, which can be attributed to the digital advances in various fields. The UN WTO Global Report 2010 highlighted the aspect of Women in Tourism, enabling employment opportunities for women in the sector.



The Tourism Policy 2016 is expected to generate 10 lakh new jobs and is focused on promoting private investment and accelerating project implementation through a public private partnership model. The tourism sector has huge potential to generate significant employment opportunities for women. There is a streamlined focus on mega and MSME tourism units. All state and central skill development schemes are being leveraged. The Ministry of India's Hunar Se Rojgar Tak programme is being implemented in Maharashtra. In association with hospitality institutes like IHM-Mumbai, MTDC has carried out various hospitality courses comprising six to eight weeks duration such as food production, food and beverages, bakery and patisserie, housekeeping utility and certified guide training programmes across the state of Maharashtra, the Minister added.

Open House Meet

An Open House Meet was organised with senior officials from the Directorate of Industries, Government of Maharashtra, Directorate General of Foreign Trade (DGFT) and Customs authority, Government of India. The objective of the Meet was to promote interaction between the industry and government officials in order to seek redressal for industry grievances. Government officials highlighted various policies and schemes introduced for promoting ease of doing business, attracting foreign direct investment and enhancing exports.



Mr. Harshdeep Kamble, Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra said that his government was working on a new industrial policy with special focus on promoting exports, supporting MSMEs and enhancing ease of doing business. He

invited views and suggestions from the industry so that they can be incorporated in the proposed industrial policy of the state.

Mr. Sambhaji Chavan, Senior Deputy Director General of Foreign Trade, Directorate General of Foreign Trade Mumbai said that DGFT has taken various initiatives to reduce cost of trading namely, introduction of automatic approval of export incentives, relaxation of norms for duty-free

imports and introduction of digital signature. DGFT, along with other departments of Government of India, is taking various measures to promote ease of trading across borders.



Mr. Ramesh Chander, Commissioner - Customs, Mumbai



said Central Board of Indirect Taxes and Customs (CBIC) is integrating into its system the international best practices on ease of paying taxes and ease of trading across borders. Some of the best practices adopted include RFID-enabled electronic cargo tracking system, onsite port clearance audit and introduction of ICEGATE. He urged exporters and importers to use the e-sanchita portal for uploading documents instead of hard copies of papers.

Operator (AEO) schemes of Government of India to reduce time and cost of cargo clearance.

Dr. Rajat Srivastava, Director & Regional Head, EEPC INDIA, Western Region



said that it was important to encourage local engineering enterprises to adopt cutting-edge technologies to enhance their global competitiveness and exports



Mr. Subhash Agrawal, Commissioner of Customs, Nhava Sheva, Jawaharlal Nehru Customs House, Department of Revenue, Ministry of Finance, Government of India invited exporters and importers to use Direct Port Delivery (DPD) scheme and Authorized Export



Mr. Vijay Kalantri, President, Vice Chairman, MVIRDC World Trade Center Mumbai

suggested that the government must relax procedures for the majority of businessmen. He also advocated for notification of all new policy announcements on the same day for the industry to benefit. He proposed for the

revival of Maharashtra State Financial Corporation (MSFC).

Panel Discussion on 'Rise in Social Status of Women in Society'

A moderated panel discussion was organised with six distinguished women speakers who excelled in varied fields, ranging from neuro linguistic programming to business incubation to social media training and pageant industry. Ms. Simran Ahuja, International Celebrity Anchor moderated this panel session which explored the changing status of women in family, corporate world and rural areas.

Ms. Neha Kare Kanabar, Founder, Unimo Universe of Moms, world's largest mommy community and MumIncubator,



a business incubator for moms stressed on the importance of returning back to a corporate career for mothers who quit jobs due to family responsibilities. Ms. Kanabar invited women entrepreneurs to make use of the social media to enhance their business prospects.

advised that businesswomen must give priority to three types of clients, namely, past clients, present clients and future clients. Entrepreneurs must imbibe a practice of maintaining a timely follow-up with past clients.



Ms. Zenobia Khodaiji, Consultant and Life Coach on Mind Mapping, Healing Processes, Law of Attraction and Neuro Linguistic Programmes provided advice to housewives and women entrepreneurs on ways to preserve physical and mental well-being. Ms. Khodaiji



Ms. Chaitali Chatterjee, Founder, Women Entrepreneurs Enclave

shared her perspectives on the evolving status of women in society from vedic to contemporary times. Ms. Chatterjee emphasised that women should pursue their passion and dream.

Ms. Jyoti Agarwal, Founder, Maa2Mom Global Online Community felt that the attitude towards women has changed considerably in urban areas, although it is still prevalent in some rural areas. Ms. Agarwal emphasised the importance of encouraging women to pursue their passion which will bring about a positive shift in one's life.



Ms. Leena Ahluwalia, Gemologist, Spiritual Guide and Face Reader offered her views on women shedding their inhibition and making their presence felt in public platforms. Further, she encouraged women to set their goals, pursue them fearlessly and feel empowered.

Ms. Navnidhi K Wadhwa, Asia Women of Universe shared her

perspectives on the prevailing status of women in northern India with education being the most important factor in it. Ms. Wadhwa encouraged women to be self-starters in life. Women should imbibe qualities from prominent personalities.



Cultural Evening

On the evening of October 29, 2018, a cultural programme was organised where artists from India and Indonesia staged enchanting performances of their traditional dance forms, which depict the religious, social and economic life of the two countries.

Artists from Indonesia performed the traditional dance of Tari Indang Kombinasi, which is an amalgamation of two different cultures from West Java and West Sumatra. This dance form reflects the religious life of West Sumatra region in Indonesia and it also expresses the social life of West Java region.



Officials from the Indonesian Consulate also performed Tari Jaipong, which is a popular folk dance of Sundanese people in West Java.

In yet another performance depicting the Indonesian culture, artists performed Tari Piring (or Plate Dance), which is the traditional dance of the Minangkabau tribe in West Sumatra and which originated in Solok Town. This dance is performed by the farmers of Minangkabau tribe to express gratitude to God for the bounty harvest of the rice crop.

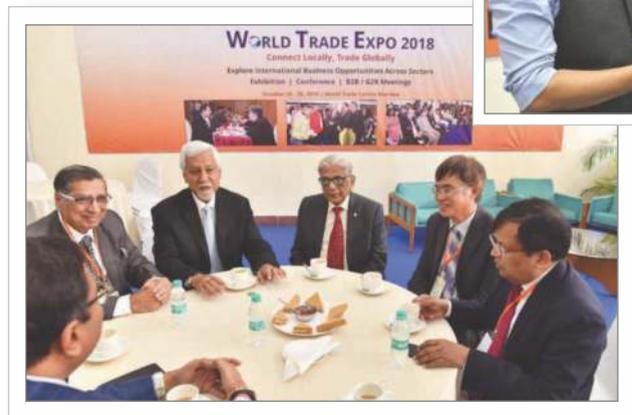
On the Indian side, artist Ms. Ritu Manek and her troupe performed Devi ADI SHAKTI dance, which is a tribute to womanhood.



Networking Meetings

Participants and delegates comprising diplomatic and consular corps, senior officials from Government of India and various state governments, officials of trade and industry, financial institutions, academic institutions and think tanks engaged in networking meetings.

The event witnessed more than 2,000 Business-to-Business Meetings (B2B) and several Government-to-Business Meetings (G2B). The B2B meetings helped representatives from trade and industry generate new business orders



and explore new areas of partnership with fellow business delegates. In the G2B meetings, trade representatives and Consul Generals from different countries highlighted trade and investment potential in their countries to Indian entrepreneurs. Senior officials from Directorate of Industries, Government of Maharashtra and the Customs Commissioner of Mumbai explained the various tax incentives and promotional schemes available for entrepreneurs.

Exhibition

The Exhibition at World Trade Expo 2018 witnessed participation from more than 30 countries, seven state governments, startup enterprises, women-owned enterprises, industry clusters, Khadi & Village Industries, among others. Trade representatives from these 33 countries showcased the potential for trade, investment, tourism, and other sectors in their economies.

Mr. S. K. Jena, Director, Directorate of Export Promotion and Marketing, Department of Micro Small & Medium Enterprises, Government of Odisha participated in the exhibition of the World Trade Expo 2018. Mr. Jena interacted with representatives from more than 10 countries. He discussed the policy initiatives of his government, highlighting the parameters of its ease of doing business and its export potential.



Mr. S. K. Jena, Director, Directorate of Export Promotion and Marketing, Department of Micro Small & Medium Enterprises, Government of Odisha (left) interacting with Mr. Jayakumar Jitendrasinh Rawal, Hon'ble Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra (right). Also seen is Ms. Asha Sarangi, Assistant Manager-Trade Promotion, World Trade Center Bhubaneswar (center).

World Trade Centre Jaipur participated in World Trade Expo 2018 by organising a Rajasthan pavilion of 16 stalls representing Department of Tourism, Industries Department, Bureau of Investment Promotion, Government of Rajasthan and Office of Development Commissioner (Handicrafts), Ministry of Textiles, Jodhpur and Jaipur offices. The pavilion showcased handicrafts by artisans from Barmer, Jodhpur and Jaipur symbolising the rich arts and culture of Rajasthan. The products on display were appreciated by international and domestic delegates and which led to discussion on focused business-to-business meetings to explore possibilities of trade in future.



From (L-R) : Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai; Mr. Md. Lutfor Rahman, Deputy High Commissioner, Bangladesh Deputy High Commission in Mumbai; Ms. Rosimar da Silva Suzano, Consul General of Brazil, Consulate General of Brazil in Mumbai; Mr. Jayakumar Jitendrasinh Rawal, Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra; Mr. Anand Tripathi, Joint Director, Department of Tourism, Government of Rajasthan; Ms Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai; Ms Sangeeta Kalantri Jain, Director, All India Association of Industries and Mr. Navneet Agarwal, Assistant Director - Trade Promotion, World Trade Center Jaipur.

Mr. Jayakumar Jitendrasinh Rawal, Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra visited the pavilion and interacted with senior government officials of Rajasthan. Mr. Anand Tripathi, Joint Director, Department of Tourism, Mr. Avindar Laddha, Joint Director, Industries Department and Mr. Nagesh Sharma, General Manager, Bureau of Investment Promotion, Government of Rajasthan who were present had detailed discussions with the Minister.



From (L-R): Mr. Navneet Agarwal, Assistant Director - Trade Promotion, World Trade Center Jaipur, Mr. Anand Tripathi, Joint Director, Department of Tourism, Mr. Avindar Laddha, Joint Director, Industries Department and Mr. Nagesh Sharma, General Manager, Bureau of Investment Promotion, Government of Rajasthan.

Field Visit

A field visit to the Engineering Cluster in Pune and Auto Cluster in Chinchwad was organised in association with Maharashtra industry Trade & Investment Facilitation Cell (MAITRI), Department of Industries, Government of Maharashtra on October 31, 2018. Participants included representatives of consular corps from Bangladesh, South Africa, Sri Lanka and Mauritius and officials from trade and investment promotion agencies of Poland and Taiwan and chambers of commerce in India.

At the Engineering Cluster, Mr. Kiran Nawathe, Chief Strategist, made a presentation on a group of young and dynamic entrepreneurs who came together to form a highly impactful industrial





from all engineering disciplines. The common facility center in this cluster houses cutting-edge machineries, and it also offers various services, such as skill training and incubation to small enterprises.

At the Auto Cluster in Chinchwad, Mr. Kiran Vaidya, Managing Director, Auto Cluster Development and Research Institute, Pune shared a brief history about the cluster and showed the facilities available for MSMEs. Participants visited various facilities available at the cluster such as the prototype production facility, calibration centre and polymer lab (for rubber and polymer testing).

cluster Pavana Industrial Cluster. This cluster houses several micro, small and medium enterprises (MSMEs)

Officials at both clusters demonstrated working of various machines.

White Paper

The World Trade Expo 2018 addressed issues pertaining to lowering of India's GDP, lowering of India's share in world trade, untapped opportunities, unexplored avenues and adoption of strategies aimed at rectifying these issues. Hence, the event created a space for state and market actors to constructively discuss possible solutions, remedies and strategies for enhancing India's export competitiveness.

Destination Diversification

The diversification of products and service baskets in addition to destinations for exports could yield gains for Indian exporters. In the video message of Mr. Suresh Prabhu, Hon'ble Minister of Commerce and Industry and Civil Aviation, Government of India, he spoke of a strategy that would identify and propel 12 champion sectors in services with an export potential of INR 5,000 crore. He also mentioned about the agriculture export policy that is expected to be cleared. Further, there are on-going consultations between officials from both ministries and their counterparts in Africa and Latin America, both of which are regions that have low shares in India's total exports.

The Hon'ble Minister's comments complimented the arguments made by other eminent speakers. H. E. Mr.

Ernest Rwamucyo, High Commissioner of Rwanda in India expressed optimism over the 20-fold growth in India-Africa bilateral trade over the last 15 years. H. E. also spoke briefly about the African Continental Free Trade Area (ACFTA), a decision by the African Union that is currently awaiting ratification. The ACFTA has the potential to create a single market for goods and services worth USD 2.5 trillion that spans 54 countries. If ratified and enforced, the ACFTA could offer opportunities to exponentially increase market access for Indian exports in the African continent.

Similarly, Poland offers noteworthy advantages as a trade partner. In his remarks, Mr. Damian Irzyk, Consul General of Poland in India stressed on the presence of a consumer market of 38 million people, strategically located in the intersection of major European communication and transport routes. A strong consumer market, favourable geographical location and steady economic growth make Poland a top candidate for exploration by Indian exporters.

Destination diversification has historically worked in India's favour. Dr. Rajan Ratna, Economic Affairs Officer, UNESCAP, in his address noted the limited impact of the 2008 crisis and the ensuing recession of Indian export performance. He linked such resilience to the fact that

India was not dependent on a 'few key markets' such as the US and EU.

Leveraging the Digital Economy for Export Competitiveness

Digitisation entails the introduction of new information and communication technology applications in business models. Additionally, it is altering the way market agents (consumers, businesses and regulators) interact with each other. Hence it is both an opportunity and a challenge.

In the context of exports, it represents an opportunity to 'digitise' the interaction between regulators and exporters whilst optimising the utilisation of limited resources namely time and cost, both of which are determinants of export competitiveness.

Tourism (when viewed as a service to foreign tourists) is an epitome of a sector where the digital economy has had deep-rooted impacts. In his address, Mr. Jaykumar Rawal, Hon'ble Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra, Government of Maharashtra, reflected upon the impact of the digital revolution on the tourism industry in India. The Hon'ble Minister made a causal link between the steady growth of incoming travellers and the 'digital advances' in tourism and associated sectors.

The progress of the digital economy is aided in no small measure by the extent to which government functions move into the digital space. In this regard, export oriented regulatory agencies could take a lead in digitizing service delivery. For instance, under project 'Saksham' the CBEC created a facility for the use of digital signatures and hence paperless processing under the SWIFT mechanism. Such projects must be held as benchmarks and efforts must be aimed at digitising other services.

Mr. Subhash Agrawal, Commissioner of Customs, Nhava Sheva, Jawaharlal Nehru Customs House, Department of Revenue, Ministry of Finance, Government of India in his address noted the need to reduce time and cost incurred both for importers as well as exporters. In this context, the introduction of digital solutions in export oriented regulations could expedite the delivery of services through the automation of deliverables such as documentation and approvals.

On the supply side, reforms that encourage the dissemi-

nation of digital commerce could yield positive results for exporters. During his speech, Dr. Rajan Ratna, Economic Affairs Officer, UNESCAP, emphasised the role of the digital economy in determining a nation's competitiveness. The determinants of competitiveness in the 1990s such as cheap labour and a favourable regulatory environment shall be replaced by new determinants such as digital services, degree of automation in manufacturing and the e-commerce market. It is imperative that India carves out the competitiveness of the economy on the basis of these new metrics of competitiveness.

Monitoring and Evaluation Mechanisms Focused on Utilisation Rates

There have been numerous incentive schemes launched by the Government that are aimed at increasing the share of trade in India's GDP. Such schemes include the Authorized Economic Operator programme, the Direct Port Delivery facility, the Merchandise Exports from India Scheme, Services Export from India Scheme. Incentives are also created through the preferential tariff rates granted under Free Trade Agreements.

However, a micro-level analysis of these schemes yields a tale of limited utilisation of incentives. This is particularly true in the case of Free Trade Agreements where the NITI Aayog estimates that less than 25 percent of exports utilise the FTA route. One of the reasons for such estimates is the low awareness related to FTA tariff schedules and rules of origin.

Mr. Ramesh Chander, Commissioner - Customs, Mumbai in his speech mentioned that the utilisation rate of the DPD scheme is roughly 40 percent and there is a need to increase these rates.

The effectiveness of incentives must be gauged not by their offers but by their utility. It is hence vital to establish feedback mechanisms for each incentive scheme so as to allow policy makers to have a grasp of the degree of benefit that exporters are gaining from incentive schemes. The feedback mechanism should establish 'monitoring and evaluation' mechanisms. Such mechanisms can identify utilisation rates of schemes as well as reasons for low rates of utilisation and suggest solutions for their improvement. Thus, this would enable policy makers to have a deeper grasp of the benefit that industry has received from new schemes.

Mr. Vijay Kalantri, Vice Chairman, MVRDC World Trade

Center Mumbai also suggested that policy announcements must be accompanied with their respective notifications on the day of the announcement so as to promote their utilisation.

Capacity Building for Export Promotion

Enhancing India's share of total world exports could also be aided by an institutional capacity designed to meet the objectives of market access, trade negotiation and trade and investment promotion. There are numerous countries around the world that have developed such institutional capacity.

The Thailand Board of Investment has 14 overseas offices that disseminate information to potential investors and business partners. The Australian Trade and Investment Commission (AUSTRADE) represents a dedicated 'international trade promotion and investment attraction agency'. AUSTRADE works with business to generate export strategies based on data and leverages its local presence in over 30 countries across the globe to achieve its objectives. The Malaysia External Trade Development Corporation (MATRADE) is another example of a dedicated national trade promotion agency with a large network of overseas offices that facilitate the expansion of Malaysian exports in partner markets.

Speaking at WTE 2018, Dr. Rajan Ratna, Economic Affairs Officer, UNESCAP spoke about the need to develop national institutional capacity dedicated to international trade. Dr. Ratna argued in particular that building institutional capacity dedicated to trade negotiations could yield greater gains through bilateral and multilateral trade negotiations.

Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai also proposed the revival of Maharashtra State Finance Corporation (MSFC), an example of how state capacity can be utilised to meet the needs of businesses and entrepreneurs.

Thus, there is a need to identify the feasibility and scope of building institutional capacity that could complement the objectives of both regulators and businesses in the arena of international trade and investment.

Empowering the Workforce through Skill Development and Education

Ambassador Mr. Manoj K. Bharti, Department of Economic Diplomacy and States, Ministry of External

Affairs, Government of India opined that there were three pillars to economic development; democracy, growth and a skilled workforce. The latter, is key to capturing India's demographic dividend of 625 million workers under the age of 25. Ambassador Bharti cited the example of Ukraine where young students are given the option of pursuing a skill development program that entails a two year diploma in vocational training.

India's demographic dividend could yield returns in terms of exports if export-led industrial growth is complemented by the presence of a skilled/semi-skilled labour force. As an emerging market with aspirations of greater export volume, a rise in India's demand for skills can be expected. The ability to supply these skills is therefore paramount.

Efforts at identifying and promoting export-oriented sectors and policies such as industrial policies must list the supply of skilled labour as a targeted objective.

Integrating Quality Infrastructure

There is a need to pursue liberalisation beyond tariff lines. This can be achieved by integrating the Indian quality infrastructure with those of partner countries through Mutual Recognition Agreements (MRAs). This will not only subject underperforming sectors to higher product quality standards and best practices but also restrict the effect of Non-Tariff Barriers (NTBs) on Indian exports. Finally, MRAs can utilise quality infrastructure to prevent the dumping of low cost, low quality inputs into Indian markets.

Regulatory cooperation is particularly valuable in the services sector. 'Regulatory heterogeneity' or the presence of multiple regulatory burdens such as qualification and licensing requirements can prove to be sources of costs and uncertainty. Research suggests that average costs of operation are higher in export markets with an absence of mutual recognition and can hence delay and derail the establishment of economies of scale when the number of export markets increase.

Adding 'regulatory frameworks' to Free Trade Agreements can help build consensus on the tools and objectives of regulation across borders. These frameworks could minimise uncertainty for service exporters.

IT Services Can Enhance Agriculture Productivity

Technology is all pervasive and with advances in the last few decades no domain has remained untouched, including agriculture. However, in order to provide effective IT interventions in agriculture, domain knowledge is an imperative.

The mega trends affecting agriculture globally are population growth, demand for food, climate change, larger farms globally, skilled labour shortages, larger equipment and advances in technology.

There is a consensus that the need to produce more food for a growing global population in an environmentally sustainable way will be an important challenge in the next decade. There is a belief that farming today is not conducted responsibly and there is a growing recognition by governments that large-scale farming has the greatest potential to address the global challenge of food security. On the other hand, consumer awareness and conscientious-

ness about food is reaching a tipping point all over the world. People want to eat food which is responsibly grown and are willing to pay a premium for it. This means that they want traceability and visibility into what went into the production of food they are consuming.

It is said that in order to be successful in farming one needs to be completely in the know of what is happening on the farm whether big or small. With larger farm sizes coupled with labour shortages the only manner in which some of the challenges posed on farming can be addressed is the use of technology.

Hence, in this day and age if agriculture needs to survive from the wave of trends mentioned above and at the same time remain sustainable and provide increased productivity, technology and technology-enabled services are a must.

Having worked in providing IT services is the Agriculture domain for



Suniti Gupta
Managing Director
Lateral Praxis (I) PVT. LTD

more than a decade I completely understand that technology can never replace the expertise gained over decades by the farmer, it should supplement.

The first steps that need to be taken are to move away from the system of manual data collection to a process whereby the person could collect the same data from the field using a mobile app. The advantages are tremendous since such data can be auto consolidated and in the process give many insights into the status of the growth of the produce, the effectiveness of the field team, the productivity of a farm block, category-wise total production, some level of forecasting and hence the health of the business. It brings in traceability and visibility in the supply chain.

As technologies have advanced, big farmers and agri companies began deploying drip irrigation with sensors, weather stations and drones to scan their land but the information is scattered and a holistic view of the land parcel was missing.



Globally agriculture will be increasingly driven by data. Advances in computing power, data storage and data communication over the last 30 years have given rise to powerful tools for helping to make farming more precise, profitable and adaptive.

Newer digital innovations, the expansion of connected sensor technologies, and robotics — promise more dramatic changes in the farming landscape in the near future.

Despite very active promotion from industry, to date, the real rates of adoption of IT in agriculture have been slow in most industrialised economies, where market offerings tend to favour large farms or high-



cesses using mobile apps, additional services could bring value to the farm:

- Data from drip irrigation sensors - to understand the quantity of water that has been used in which area of the farm

assess yield

- Weed stress
- Water stress
- Disease stress

The onset of disease, weed stress and water stress can be assessed with immediate corrective action which could be taken well in time. Drones also capture spectrum data invisible to the human eye, providing the much-needed insights into growth and the status of a particular crop.



value specialty crops. Farmers and those who serve them must navigate an array of competing standards for equipment and services. Farm data ownership as a result, is the best way forward for the free flow of data, which remains unclear.

This is where there is a need to build partnerships such that any company which provides IT services in the domain of agriculture provides a holistic solution to the farmer which is realistic and brings value to his operations. It should, in the end, be able to earn him better value for his produce.

Apart from data capture for pro-

- Data from moisture sensors - to supplement the above information and enable the farmer to put just the optimum amount water and in the process save water
- Data from weather stations, regarding temperature, humidity, wind speed, wind direction, rainfall, etc. - will help experienced personnel to take a call on the corrective actions required
- Data from periodic soil analysis - will enable fertiliser and nutrient application to be further refined
- Drones could capture:
 - Plant count - Helps farmers to

All of the above data needs to go through an iterative process of data acquisition, assessing ground realities and digitally recording observations. This would over a period of several years help understand agricultural land health and then as technology outputs get further refined, the stakeholder begins to trust the insight provided to take corrective actions.

In conclusion, in order to drive adoption, these technologies need to serve as the eyes and ears of the farmer. This means that the technology offerings must be holistic, must be cost effective, providers should be ready to learn along with farmers with long-term perspective of improving predictive algorithms and hence improving yield from the farm.

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World Bank Ranking Misses Ground Reality on Doing Business in India



Since 2016, India's position in the World Bank's Ease of Doing Business ranking has improved from 130 to 77 today. Government of India has implemented a slew of reforms in enhancing ease getting construction permits, trading across borders, securing electricity connections, starting business, etc. in recent years. However, some experts feel the World Bank's ranking does not reflect the ground reality and policymakers need to address the bottlenecks faced by micro, small and medium enterprises. In an interview to On Trade,

Mr. Alston D'Souza, Senior Associate – Research, Centre for Civil Society, New Delhi explains the missing link between World Bank's ranking and the actual situation. Excerpts of an interview:

In the last two years, India has witnessed significant improvement in the World Bank's Ease of Doing Business Ranking. How far do you think this ranking is reflective of the ground reality?

The improved rankings over the past two years may not accurately reflect ground reality, particularly for micro, small and medium enterprises (MSME). This is on account of three reasons.

First, the World Bank's methodology applies certain criteria to determine an 'enterprise'. These assumptions are employed to allow comparisons across 190 economies. Consider some of the assumptions in the methodology used to define a 'business' under 'starting a business': one, the office space occupied by an enterprise is approximately 929 square meters (10,000 square feet); two, the business is 100% domestically owned and has five owners;

three, the enterprise has a start-up capital of 10 times income per capita and a turnover of at least 100 times income per capita; and four, it has at least 10 and up to 50 employees one month after the commencement of operations.

The Bank's study is conducted by surveying intermediaries or experts that provide facilitation to such enterprises. This is likely to narrow the focus to larger, and typically, manufacturing enterprises with access to expert assistance.

“The improved rankings over the past two years may not accurately reflect ground reality, particularly for micro, small and medium enterprises (MSME).”

Contrastingly, a micro enterprise in India is defined as one providing services and where the investment in equipment does not exceed INR 10 lakh (according to the Micro, Small and Medium Enterprises Development (MSMED) Act, 2006). Typically such enterprises are unlikely to have access to expert assistance in the form of lawyers and chartered accountants.

Second, improving the business environment for MSMEs requires systematic rethinking and rewriting of rules of the game, harmonising conflicts between central, state and municipal level regulations. For example, meat processors and retailers in Delhi are regulated simultaneously by the Municipal Corporation of Delhi (MCD) and under the central Food Safety Standards and Regulations.

Currently, MCD has banned all private slaughter of animals in the



With regard to the Ease of Doing Business, do you feel the challenges faced by micro, small and medium enterprises (MSMEs) in India are different from those faced by large corporate houses? If so, can you elaborate with some examples?

state. Delhi's only slaughterhouse at Ghazipur processes only buffalo and goat meat, and the regulatory framework leaves no provision for the legal slaughter of chicken and pork in Delhi and creates ripe opportunities for rent-seeking. The regulations have created a situation where traders of chicken cannot conduct business without circumventing the law.

Third, state level business process reengineering reforms (streamlining procedures, reducing time for processing permit applications, and improving transparency) had the potential to improve the business scenario of MSMEs.

However, our findings suggest that at least in Delhi, their implementation has been a window-dressing exercise. For example, to increase transparency in and accountability of inspections in environment and labour, state level departments are to publish standard operating procedures, employ risk assessment algorithms, randomise the allocation of inspectors, and make inspections reports/findings available to enterprises.

However, we find that in the case of Delhi, computerised risk assessment has not been adopted and standard operating procedures under labour and environmental inspections are at best partially followed to tick boxes on the Business Reforms Action Plan.

There is a difference in the capacities of the MSME sector and large enterprises to navigate and meet regulatory requirements, particularly obtaining permits and licenses.

First, the business environment reforms initiated by the Government of India and State Governments were set in place with the goal of drawing in large scale investments in industrial enterprises for the Make in India initiative. Thus, the EoDB reforms focus on streamlining the regulatory environment for certain types of businesses which are usually large in terms of the number of employees or turnover. However, the extent to which operating an environment has improved for traditional retail service enterprises is unclear.

For example, eateries abound in all corners of India, ranging from makeshift dhabas, to sit down restaurants. In the last few years, restaurants in densely populated market areas have been sealed repeatedly for flouting shape-shifting rules. Restaurateurs stepping up to meet the demand for alcohol service face challenges on account of cultural policing masquerading as policy. News of legal stand-offs between restaurateurs and inspec-

tors, excise officers, and police are commonplace.

Second, larger enterprises have access to a slew of expertise and can bear the costs of such facilitation. This includes lawyers, chartered accountants and business consultants. For MSMEs, any third party facilitation likely comes with large costs and/or in the form of relationship-oriented facilitation not expertise-oriented. This difference becomes particularly stark when dealing with oft changing regulations or compliance requirements.

Third, the challenges of the MSME sector are often hard to spot. Recent studies and reports do not highlight

“ Our policy recommendations include easing the regulatory burden on MSME establishments, particularly in the retail service sector enterprises, while also suggesting improvements to contract enforcement via dedicated commercial benches and streamlining environmental and labour inspections.”

issues that affect small-scale retail enterprises, particularly those yet to be registered or formalised. While this is an express caveat of all the studies, these issues represent essential and non-trivial corrections that affect a bulk of self-employed entrepreneurs and corner shops. Interestingly, there is no useful sample frame from where to survey such enterprises (even registered ones) which makes it even more difficult to effectively examine the pain points for MSME enterprises.

You have conducted detailed survey on the challenges faced by the food business operators in Delhi with respect to regulatory compliance. Can you share with us the key findings of your survey?

Starting and running a restaurant in Delhi while meeting regulatory demands and requirements continues to be difficult, time consuming and expensive. Our research examined the licensing procedure for establishing an eatery, i.e. time taken to complete it, number of licenses required and total monetary costs attached to obtaining licenses, and the inspection processes carried out once enterprises are operational.

Licenses You Need To Open a Restaurant

- Business License:** Permission to operate your restaurant.
- Food Service License:** Ensures you are in accordance with food safety regulations.
- Liquor License:** Allows you to operate a bar and serve beer, wine, and liquor.
- Food Handler's Permit:** Ensures you and your workers meet regulations for food sanitation, storage, protection, and preparation.
- Employer Identification Number:** Assigned by the IRS. It's basically a tax ID number.

Restaurants need to acquire between 8 and 13 licences (depending on whether they serve alcohol, play recorded music and choose to install a lift). In contrast, it takes four licences in China and two in Turkey. It takes 120 to 150 days to obtain all the licences required to establish an average eatery. Delhi performs unfavourably in comparison to Mumbai which implemented a single-window system for restaurants in 2017 with an upper limit of 27 days for completing the entire permit process. This is a severe challenge on the ease of doing business for small food business operators.

“In the case of inspections, we recommend the application of Organisation for Economic Co-operation and Development (OECD) standards on computerised risk assessment, integration of data, publishing of checklists and standard operating procedures, and making all inspection results available to enterprises.”

Our study found that the excise licence was procedurally the most arduous. It costs restaurants anything between INR 7.64 lakh and INR 18.52 lakh annually, with a mandatory increase of 10% in the licensing fee each year. A Health Trade License was deemed as the second most difficult to obtain. Moreover, to obtain the Eating House License, issued by the licensing unit of the Delhi Police, a restaurateur must submit the other 8-13 licenses for final approval. Unlike other legislation that specify the purpose of any licence established, the Delhi Police Act 1978 does not. Other metropolitan cities like Mumbai and Ahmedabad have eliminated this license.

In order to secure the licenses, food service operators need to also obtain multiple No Objection Certificates (NOCs), the time taken and procedural costs of which were not accounted for in our study. One study estimates that an average eatery must obtain 37 NOCs to start a restaurant. Once up and running, food service operators are faced with a hard-to-navigate inspections regime. For example, of the 12 departments that

regulate operations of a restaurant in Delhi, only Food Safety and Standards Authority of India (FSSAI) has published a guidance document for inspections, leaving restaurateurs without any information about the inspection procedure followed by other departments. Several surveyed restaurateurs described the intention of inspectors as deliberately finding faults, and many felt that inspectors were only concerned with their own interests.

Lastly, we found that restaurants face frequent and often unreasoned government orders that directly and adversely impact their operations. For example, in May 2018, the department of excise in Delhi banned liquor-serving restaurants from playing recorded music on the grounds of 'nuisance caused by high volumes'. In another instance, the New Delhi Municipal Corporation (NDMC) banned the use of rooftops by restaurants and bars following a mishap in Connaught Place in December 2017.

What are the policy reforms you propose the government (at all the levels - central, state and local authorities) to improve ease of doing business for MSMEs? Also, suggest some of the global best practices that India may adopt in this regard.

Our policy recommendations include easing the regulatory burden on

MSME establishments, particularly in the retail service sector enterprises, while also suggesting improvements to contract enforcement via dedicated commercial benches and streamlining environmental and labour inspections. These recommendations are based on global best practices and standards.

For restaurants, we recommend the scrapping of the Eating House Licence, for which a restaurateur must submit the other 8-13 licenses obtained to the Delhi Police for final approval. This licence has no listed or defined purpose in the Delhi Police Act, 1978. This has already been done in Mumbai and Ahmedabad.

We also propose the severing of the connection between licensing by the Department of Tourism (DoT) and the Department of Excise (DoE). Under existing regulations, a restaurateur must obtain approval from the DoT before s/he can apply for an excise license. This seems redundant because one can operate a restaurant that doesn't serve alcohol without the DoT licence.

Another way to reduce the number of licences needed to open a restaurant is by potentially combining the functions of the Delhi Fire System (DFS) and the Lift Inspectorate, as both departments conduct a thorough investigation of the building plan before issuing the respective licences.

We also recommend the establishment of a single window clearance system to obtain licenses similar to Mumbai. Globally, Hong Kong has established a regulatory environment wherein a Food Business Operator is only required to obtain a General Restaurant Licence issued by the Hong Kong Food and Environmental Hygiene Department

before commencing operations.

In the meat sector, we recommend rethinking Section 407(2) of the Delhi Municipal Corporation Act, 1957 and aligning the Act with Food Safety and Standards Regulations (FSSR). This section prohibits slaughter of animals outside Municipal Slaughterhouses in Delhi forcing all private meat establishments to operate outside the purview of regulation. This also has wide-ranging implications on food safety and consumer protection. We suggest an amendment to this section to legalise private slaughter and put in place a well-designed inspections regime.

In the case of e-waste, we suggest three modifications to the current model of Extended Producer Responsibility to prevent end of life electronic goods from leaking to the informal sector.

First, a Mandatory Deposit Refund Scheme (MDRS) must be introduced, where the customer pays an e-waste disposal premium at the time of purchasing electronic goods. While this would raise the prices quoted by all producers and decrease overall sales, no one producer would be singled out. This scheme has been shown to improve recycling rates in countries like USA where 44 states have successfully implemented some variation of a mandatory MDRS for lead-acid batteries.

Second, we recommend that Common Deposit Accounts for customers be set up by the government to supervise the collection of all Mandatory Deposit Refund fees received by producers. This would enable consumers to secure refunds from producers other than the original producer(s). While there aren't any large-scale applications of

a Common Deposit Account, countries like Taiwan have utilised common money funds to subsidise recycling.

Third, Third-Party Audits could put in place checks to prevent authorised recyclers from selling the e-waste that they acquire to the informal sector for higher profit margins.

In the case of contract enforcement, after examining the functioning of the commercial bench of the Delhi High Court, we recommend establishment of specialised commercial courts at high courts and district courts. These benches should focus on contract disputes exclusively, reducing the requirement for complainants and defendants to wait for delayed judgements through the regular court system. Such reforms have yielded positive results in different parts of the world such as England.

In the case of inspections, we recommend the application of Organisation for Economic Co-operation and Development (OECD) standards on computerised risk assessment, integration of data, publishing of checklists and standard operating procedures, and making all inspection results available to enterprises. Drawing from OECD's Regulatory Enforcement and Inspections Toolkit, we also emphasise the linking of risk focus and the proportionality of inspections.

(Inputs for the interview were also provided by Ms. Shruti Gupta, Junior Associate – Research, Centre for Civil Society)



Mega SC/ST Entrepreneurs Conclave

Procurement Opportunities: A Pathway for Inclusive Growth

A Mega SC/ST Entrepreneurs Conclave was organised by MVIRDC World Trade Center Mumbai in association with the Ministry of Micro, Small and Medium Enterprises, Government of India and the Department of Industries, Government of Maharashtra on December 3-5, 2018 at the World Trade Center Mumbai. The 3-day Conclave brought together SC and ST entrepreneurs from across Maharashtra to explore opportunities with central and state public sector undertaking (PSUs). The highlights of the Conclave were panel discussions, vendor development programmes, business-to-business meetings, exhibi-

tions and field visit. Approximately 150 exhibitors, which included start-ups, central and state level PSUs and MSMEs participated in the event. The participating PSUs covered sectors namely ports, shipping, railways, road transport, fertilisers, oil and gas interacted with the entrepreneurs with their procurement plans.

The Conclave was in keeping with the National SC-ST Hub (NSSH), an initiative of the Government of India targeted towards developing a supportive ecosystem for SC-ST entrepreneurs in the state. The Hub provides professional support to SC-ST enterprises thereby enabling them to effectively participate in public procurement process. This would involve participation by Central Public Sector Enterprises (CPSEs), central ministries, states, industry associations and other stakeholders in the system. Further, the Hub works towards development of new entrepreneurs in procurement process leveraging on the 'Stand up India' programme. Selected entrepreneurs would be provided with support and mentoring by industry experts, CPSEs and incubators.



Mr. Subhash Desai, Hon'ble Minister for Industries and Mining, Government of Maharashtra inaugurating the Conclave. Also present in the foreground (L-R): Mr. Satish Gavai, IAS, Additional Chief Secretary (Industry), Government of Maharashtra; Ms. Alka Arora, Joint Secretary, Ministry of Micro, Small and Medium Enterprises (MSMEs), Government of India and Dr. Harshdeep Kamble IAS, Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra. Also seen behind Mr. Desai is Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai.

In this regard, the 'Public Procurement Policy for MSEs' of 2012 mandates that central government ministries, departments and PSUs procure minimum of 20 percent of their annual value of goods or services from Micro and Small Enterprises (MSEs). In addition, 20% of such procurement from MSEs, i.e. 4% of total procurement of goods and services must be made from Micro and Small Enterprises owned by SC & ST entrepreneurs.



Inaugural Session

The inaugural session commenced with inspiring speeches by key government officials and industry specialist on how public procurement can be an effective tool to promote SC-ST entrepreneurs, setting the tone of the Conclave.

Mr. Subhash Desai, Hon'ble Minister for Industries and Mining, Government of Maharashtra



presented the Keynote Address. Mr. Desai said that Government of Maharashtra has set up a INR 80 crore venture capital fund to support entrepreneurs belonging to Scheduled Castes (SC) and Scheduled Tribes (ST). Besides this, the state government supports entrepreneurship under special package scheme of incentives for SC and ST entrepreneurs. The state government aims to support at least 1,000 SC and ST entrepreneurs to set up manufacturing facilities in three ongoing industry cluster projects across the state. MIDC is also supporting SC and ST entrepreneurs through various schemes.

undertakings. He assured that Government of Maharashtra will enhance ease of doing business for small and medium enterprises in the days ahead.

Dr. Harshdeep Kamble (I.A.S), Development Commissioner (Industries), Directorate of Industries, M Government of Maharashtra



urged SC and ST entrepreneurs to apply for equity funding under venture capital scheme of Government of Maharashtra. The state government provides equity funding to SC and ST entrepreneurs based on their profit and revenue projections. Dr. Kamble pointed out that Government of India has introduced monitoring system for efficient implementation of the SC-ST Hub programme and he suggested similar programme at the level of state governments.



Ms. Alka Arora, Joint Secretary, Ministry of Micro, Small and Medium Enterprises (MSMEs), Government of India

said the Ministry of MSME has tied up with 17 states to promote SC-ST Hub. Annual procurement by central government departments and central public sector undertakings amounts to INR 1.3 lakh crore business opportunity, of this, government has mandated at least 4% procurement from SC and ST entrepreneurs. Ms. Arora urged SC and ST entrepreneurs to visit the newly created SAMBANDH portal to learn about the annual procurement plan of central public sector undertakings. In the SC-ST Hub initiative, the government supports SC and ST entrepreneurs through vendor development, capacity building, special market access assistance and outreach activities.



Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai

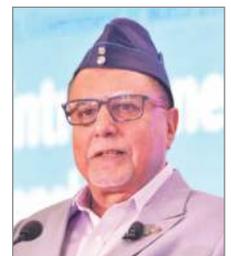
said that SC and ST entrepreneurs can make use of the World Trade Center Mumbai's wide network of more than 320 World Trade Centers across the world to explore export opportunities. Ms. Naik suggested Government of Maharashtra to launch a similar conclave for promoting exports at the World Trade Center Mumbai.

Mr. Satish Gavai (I.A.S.), Additional Chief Secretary (Industry), Government of Maharashtra



suggested SC and ST entrepreneurs to adhere to strict quality standards so that they can take advantage of procurement opportunities from public sector

Dr. Subhash Chandra Member of Parliament, Rajya Sabha and Chairman, Essel Group & ZEE



shared two important points which are essential in becoming a successful business person which are: 1. Self confidence – having the ability to succeed and never giving up 2. Living in the present moment – the mind should never be fixated with either the past or future, which will prevent a person from working efficiently. Dr. Chandra advised all entrepreneurs to spend part of their profits towards the welfare of society.

Shortly after the inaugural session a number of panel discussions on contemporary issues in various sectors and presentations were organised for the benefits of SC-ST entrepreneurs.

Panel Session on ‘Business Opportunities in Port, Shipping & Construction Industry’

In this session, representatives from ports and shipping industry explained the procurement opportunities in their companies for SC and ST entrepreneurs.

Captain Mr. Harish Khatri, Nautical Advisor, Maharashtra Maritime Board invited SC and ST entrepreneurs to explore the huge procurement sub-contracting opportunities in dredging and water transportation which are outsourced to large contractors by Maharashtra Maritime Board.



Mr. H. R. Singh, Deputy General Manager, Material, Mazagon Dock Shipbuilders Limited said Mazagon Dock organises meeting with MSME and SC-ST entrepreneurs to create awareness about its procurement programme, policies for procurement and broad list of goods and services it procures. SC and ST entrepreneurs can register themselves on the vendor registration link of the Mazagon Dock website. Mazagon Dock is also listed on the TReDS



platform so that MSMEs can encash their receivables at the most competitive discounting rate.

Mr. S. K. Sharma, Senior Deputy Material Manager, Mumbai Port Trust said that the Port Trust offers various procurement opportunities under three categories, namely goods, services and solutions for SC and ST entrepreneurs.



Under the goods category, the port procures uniforms, protective equipments, medical equipments, machineries and electrical & electronic equipments, including computers. The port has the mandate to reduce import and increase domestic procurement of all the goods and services it needs. Under the services category, the port offers annual maintenance contracts for various port equipments. As demand for manpower grows, the port also outsources human resource functions. Under the solutions category, Mumbai Port Trust issues tenders for IT and IT-enabled solutions such as enterprise resource planning (ERP).

Opportunities for Entrepreneurs from Bombay Stock Exchange



Mr. Ashish Chauhan, Managing Director and Chief Executive Officer, BSE Mumbai, Bombay Stock Exchange said that the Bombay Stock Exchange has introduced a special segment for small and medium enterprises to raise equity funds. An SC and ST enterprise can list itself on BSE

SME platform making it more credible as it follows discipline in book keeping and periodic disclosure of financial statements. Bombay Stock Exchange has also started an incubator programme to handhold start-up companies in sectors such as biotechnology, information technology and 3D printing. Startup enterprises registered on ‘Start Up India, Stand Up India Programme’ of Government of India are eligible to raise funds under start-up segment without any minimum capital norms

and can subsequently raise funds. Small enterprises can just list 25% of their equity in the stock exchange and retain 75% with them. This will prevent their company being acquired by another company.



Opportunities for Entrepreneurs with State Public Sector Organisations

In this session, representatives from Maharashtra State Road Development Corporation and Maharashtra State Road Transport Corporation and MIDC pointed out the procurement opportunities in their organisations for SC and ST entrepreneurs.

Mr. Vijay Waghmare, IAS, Joint Managing Director (II), Maharashtra State Road Development Corporation said that SC and ST entrepreneurs can explore consultancy opportunities with MSRDC subject to eligibility criteria. In case a single enterprise is not able to meet such criteria on a standalone basis, it can partner with other enterprises and jointly meet the eligibility criteria. These enterprises can take leased land for development of hospitality projects along highways and expressways project for setting up food court and other amenities for travelers. Further, MSRDC is to introduce a comprehensive procurement policy, which will be beneficial to SC and ST entrepreneurs and women-owned enterprises.



SC and ST entrepreneurs to advertise their products and services on concessional charges at its prominent bus stands.

Dr. P. Anbalagan, IAS, Chief Executive Officer, Maharashtra Industrial Development Corporation said that the corporation was to soon introduce an online system for allocation of land to the MSME sector. SC and ST entrepreneurs can benefit from various procurement opportunities of MIDC in infrastructure sectors such as water supply, electricity and road. Further, they could even bid for around INR 700 crore worth of operation and maintenance (O&M) contracts that originate from MIDC on an annual basis. In the case of last mile electrification in new industrial areas, entrepreneurs could bid for projects such as street lighting, replacement of LED bulbs in old buildings, etc.



Mr. B. L. Kadam, Maharashtra State Road Transport Corporation said SC and ST entrepreneurs are advised to send their materials for sample testing in the labs of MSRTC and get quality certifications. This will help them bid for procurement tenders from road transport corporations in other parts of

India. There are tremendous procurement opportunities for SC and ST entrepreneurs in the information technology sector. The corporation is in the process of engaging enterprises that offer IT-solutions in areas such as vehicle tracking system and smart cards. MSRTC invites

SC and ST entrepreneurs can also avail funding opportunities from the two venture capital funds set up by MIDC in association with financial institutions such as IDBI. One of the venture capital funds is dedicated for enterprises providing innovative solutions to companies in the aerospace and defence clusters. They could even participate in the manpower outsourcing contract of MIDC. Dr. Anbalagan said that MIDC also invites SC and ST enterprises to explore contractual opportunities in water treatment through UV radiation.

Export Promotion and Procedures

This session provided an opportunity for SC and ST entrepreneurs to familiarise with the procedures engaging in foreign trade and strategies to enter into foreign markets.

Professor Mr. Arvind Khedkar, Faculty, World Trade Center Mumbai Institute said that SC and ST entrepreneurs can grow their business several fold by participating in international trade. The most important factor to bear in mind when exporting is the reputation of their country and their products. Indian exporters must have

the convincing skills to secure the confidence of foreign buyers in the quality of their products. Professor Khedkar suggested SC and ST entrepreneurs to enroll for the international trade



development courses being conducted by MVIRDC World Trade Center Mumbai and gain insights on acquiring competitiveness in global markets.



Mr. Sambhaji Chavan, Deputy Director General of Foreign Trade, Directorate General of Foreign Trade suggested SC and ST entrepreneurs to avail of services such as payment risks, transportation risks and currency risks offered by organisations such as ECGC and private companies, in order to cover risks arising from foreign trade.

Dr. Rajat Srivastava, Regional Director, Western Region, Engineering Export Promotion Council (EEPC) said that SC and ST exporters must avail of incentives under two schemes - Market Development Assistance (MDA) and Market Access Initiatives (MAI). Further, Dr.



Srivastava informed that EEPC facilitates MSMEs to participate in domestic and foreign exhibitions at a subsidised costs. EEPC guides MSMEs to identify potential markets and potential buyers for their goods in foreign countries.

Mr. Nikhil Meshram, Additional Commissioner, Mumbai Customs Zone said that SC and ST entrepreneurs must be aware of the foreign trade regulations and guidelines for import and export of goods. For instance, an importer of goods must file Bill of Entry, while an exporter must file Shipping Bill, as part of their customs procedure. According to customs guidelines, import and export of certain goods are restricted and hence entrepreneurs must secure license from the customs authorities before importing or exporting such goods.



Procurement Opportunities with Oil and Chemical Companies

This session served as an effective platform to create awareness about the procurement opportunities in oil and gas and chemical industries for SC and ST entrepreneurs.



Mr. Niranjn Sonak, Rashtriya Chemicals & Fertilizers Ltd. said that Micro, small and medium enterprises can benefit from various procurement opportunities with RCF and would be creating awareness about procurement opportunities through a workshop in the first quarter of 2019.

Mr. Jayprakash Ingle, Hindustan Petroleum Corporation Limited said that HPCL is one of the few public sector undertakings in the country that has introduced a policy for procurement from SC and ST entrepreneurs. According to the policy of HPCL, youth from SC and ST community who have



successfully completed entrepreneurship training will be registered as vendors for procurement upto INR 10 lakhs initially, which will be increased to INR 30 lakhs based on the track record of the vendor. Such a policy will help SC and ST entrepreneurs to directly register as vendors without considering their prior experience, the size of their balance sheet or their investment in plant and machinery.

Mr. A. M. Tambekar, Managing Director, Maharashtra Natural Gas Limited said that Maharashtra Natural Gas Limited (MNGL) also engages contractors for laying gas pipelines, converting traditional cooking fuel system into modern stoves etc. There is immense scope for SC and ST entrepreneurs to be subcontracted as potential suppliers for such products and services.



Procurement Opportunities in Defence Sector

This session highlighted the emerging opportunities for SC and ST entrepreneurs in defence manufacturing, an emerging sector for India that aims to enhance its self-reliance in defence equipment by promoting local production and reducing imports. India's leading defence manufacturing companies participated in the session.



Mr. N. J. Rathi of Hindustan Aeronautics Limited said that his company has taken strides to procure products and services from SC and ST entrepreneurs. The list of products procured by HAL is broadly classified as project-related materials and non-project related materials. Project-related goods pertain to materials used in the manufacture of aircrafts. HAL procures materials used in its aircrafts from its licensed vendors.

The company buys electrical spare parts, mechanical spare parts, accessories, computers, among others. The company also procures drugs and pharmaceuticals for the hospitals it is running for its employees. SC and ST entrepreneurs can also explore food catering opportunities for HAL and its hospitals.

HAL invites interested SC and ST vendors to register themselves on its website so that they will be notified as and when procurement tenders are floated.



Mr. Krishna Kumar Iyer, Vice President - Air Defence, Bharat Forge said that since the company has forayed into defence equipment manufacturing, it offers huge procurement opportunities for eligible SC and ST entrepreneurs. Mr. Iyer also advised SC and ST entrepreneurs to explore procurement

opportunities with other defence equipment manufacturers, the list of which is available on the Make in India defence website.

Opportunities in Start-up, Stand-up India, Venture Fund and Role of Bankers

In this session, experts from financial institutions explained various government schemes for financing start-up enterprises and youth from marginalised sections of society. Food and Drug Administration specialists explained the licensing and regulatory procedures to be followed by restaurants.



Dr. Pallavi Darade, Commissioner, Food and Drug Administration, Maharashtra State said that SC and ST entrepreneurs planning to set up food business must be aware of the procedures for registration and licensing as mandated by the Food and Drug Administration, Maharashtra. to

expedite the registration and licensing process, the Food and Drug Administration has launched online mechanism for making application.

Mr. Rajesh Rana, Indian Railway Catering and Tourism Corporation said that SC and ST entrepreneurs can explore procurement opportunities in four activities conducted by the corporation namely, rail



ticketing, rail food catering, rail neer and tourism. SC and ST entrepreneurs can access this website to learn procurement opportunities with IRCTC.

Mr. Hemal Desai, President & Senior Regional Business Leader - Micro Enterprise Banking, YES Bank said that SC and ST entrepreneurs must route all their official transactions through their bank accounts. Banks decide the credit-worthiness of entrepreneurs based on the strength of their bank accounts.



Mr. Vivek Dhavan of Bank of Maharashtra said that SC and ST entrepreneurs need to maintain a strong bank account which will help loan officers



assess the creditworthiness of loan applicants easily.



Mr. Amey Belorkar, Vice President, IDBI Capital Markets & Securities Ltd. said that Government of Maharashtra has set up a venture capital fund to provide equity funding to SC and ST entrepreneurs. IDBI Capital is the execution agency of this fund.

The criteria for receiving equity capital are that the enterprise must be innovative and scalable. Further, the entrepreneur must bring at least

30% of the equity capital.

Mr. Anant Krushnan of Small Industries Development Bank of India said that the Bank has launched the 'Udyami Mitra' Portal to promote accessibility of bank credit and to provide handholding services to MSMEs. SIDBI has 17,000 credit counselors to assist micro and small entrepreneurs in navigating through all formalities involved in availing bank credit.



Workshop on Entrepreneurship Development

Eminent speakers at this session encouraged youth by giving useful tips to become successful entrepreneurs.



Mr. Vinit Bansode, Business Coach and Founder, The Graphology Research Institute share a few tips for success to SC and ST entrepreneurs. Entrepreneurs must develop a mindset and have an attitude to make the best out of the existing circumstance. Entrepreneurs must expand their friendship

base through networking by making new contacts with people who are more powerful and influential than them. In order to become a successful businessman, an entrepreneur must have a promising friends circle, connections with powerful people, guidance from wise people and lastly capital. An entrepreneur must have less ego and more hunger for growth. Confidence is another critical input in the making of a successful entrepreneur. SC and ST entrepreneurs must develop courage to look for market opportunities in faraway places, including in foreign countries, instead of limiting their focus on neighbourhood areas.

Export is a promising option for entrepreneurs provided they can meet the quality requirement and customised needs of their potential clients abroad.

SC and ST entrepreneurs must also explore digital platforms such as Amazon and Flipkart to enhance their market reach and sell goods in foreign countries.

Mr. Ratnadeep Kamble, Entrepreneur and Director, Buddhist Entrepreneurs Association of Commerce and Industry said that the objective of the Buddhist Entrepreneurs Association of Commerce and Industry was to connect SC and ST entrepreneurs across India and the world, and find them

viable business opportunities within the community. SC and ST entrepreneurs can find procurement opportunities within its community. The association has also developed a portal where many SC and ST entrepreneurs are registered. The association's members are networked through 140 Whatsapp groups, through which they interact and find mutually beneficial business opportunities. Mr. Kamble suggested that MSME Department of the Government of India must set up dedicated offices for SC and ST entrepreneurs in various districts of Vidarbha region as it is home to a huge population of SC and ST community.



Dr. Harshdeep Kamble, IAS, Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra said that the Government of Maharashtra has set up MAITRI cell, which offers information about all government schemes to promote industries. SC and ST entrepre-

neers can send their queries and clarifications through an email to MAITRI cell. The state government has also set up a venture capital fund to provide equity funding to eligible entrepreneurs. SC and ST entrepreneurs can engage professional consultants while preparing the project reports. In future, Government of Maharashtra will incentivise SC and ST entrepreneurs in more ways

through its proposed New Industrial Policy. Government of Maharashtra has also introduced a new scheme to encourage landowners from SC and ST community to provide their land on lease to entrepreneurs for setting up factories, wherein the state government is willing to develop infrastructure such as road and electricity connection on the land.

Session on Vendor Development

The session was addressed by representatives from companies namely Liebherr, Tata Motors, Haier, Mahindra & Mahindra, Badve Group, Fiat Chrysler India, Schindler, Tata Cummins and Bauli India. They shared the procedure of vendor selection and quality control. Many of these companies source more than 50 per cent of their requirements locally. They affirmed that vendor evaluation is a stringent process. The vendors have to undergo an audit process where they are assessed on parameters such as production cost, quality and delivery. In several cases plant visits are also carried out. They are required to meet globally recognised quality standards and are expected to adhere to ISO 9000 certifications.

Since Tata Motors produce high volume of parts their in-process and quality checks have to be very strong ensuring that quality products are maintained. Haier maintains high standards of product safety and reliability. In the case of Fiat Chrysler, production of critical parts has higher functional risks, resulting in the mandatory requirement of sourcing from established suppliers. Further, the company makes the suppliers co-design partners before initiating the process of manufacturing,

so that the product is jointly developed. Since Schindler does not manufacture in volumes, its biggest challenge is to bring in innovation into the manufacturing process. Through collaborative efforts and compliance to quality standards, the company is able to meet the aspirations of the customer.

Tata Cummins has a supplier handbook which details the quality expectations from each supplier, which is made available online through the company website. This enables suppliers to understand the process of registration and to register online. Bauli India is a manufacturing hub for South East Asia. It provides training to vendors on adherence to quality standards as mandated by the company. Liebherr has designed its local quality standards to match global standards which are met through supplier site inspections, testing labs, etc. Mahindra & Mahindra maintains a long-term relationship with its suppliers and follows a regular procedure of upgrading suppliers based on their performance. Badve Group is a quality-conscious company and scouts for vendors having established capacities, tool rooms, etc. in order to meet its standards.



Valedictory Session

Mr. Ashok Khade, Managing Director, DAS Offshore Engg Pvt. Ltd.

spoke of his entrepreneurial journey where he shared his financial and societal struggles he underwent during his childhood and how he came out of his poverty days. He believes one's attitude determines his future and one should break all barriers. Challenges bring along with them opportunities, so one should not fear challenges. He finally iterated that one should share his success by uplifting weaker sections of the society.



Mr. P. Udayakumar, Director (Planning and Marketing), NSIC

spoke of the SC/ST Hub and that the success of it was in organising several conclaves to create awareness on procurement from SC and ST entrepreneurs. Mr. Udayakumar said that initially only 5-7 per cent of the targeted 20 per cent procurement from MSMEs was achieved. Eventually it has increased to 17-18 per cent. This shows that the government and PSUs have been able to identify MSMEs and are being able to meet the target.



On his part, he has been trying to take the SC/ST Hub to other parts of the country. His vision of the SC-ST Hub is to make it an independent autonomous body with dedicated banking institutions, a credit guarantee

corporation and an export facilitation corporation, along with inbuilt provisions like preference in FDI, mandatory multiplier programmes in defence, etc. These institutions should be pan-India organisations and benefit larger number of people. His aim is to make the SC/ST community elite representing futuristic technologies like artificial intelligence, e-commerce, solar power, etc. He therefore, invited the SC/ST entrepreneurs to show the drive and energy needed to build such an ecosystem and expressed his desire to see more successful SC/ST entrepreneurs in the days to come.

Mr. Dinesh Waghmare, Secretary, Social Justice and Special Assistance Department, Government of Maharashtra

said that Entrepreneurship is a competitive field. Despite government support such as subsidies, facilities, plot allotment, margin money and entrepreneurship development programmes, very few people become successful entrepreneurs. He believes that despite all the challenges, young people should move away from the notion of having secured government jobs and more people should join entrepreneurship as the number of new government and semi- government jobs being announced is dwindling. The government is outsourcing Class 3 and Class 4 jobs for improving cost efficiencies. Many state government undertakings have become redundant and defunct, thereby generating lesser number of new jobs. He finally explained that entrepreneurs need innovation, good advertising and marketing skills.



Exhibition

The exhibition witnessed participation of small and medium enterprises representing a wide range of sectors, namely food processing, engineering, textile, electrical and electronics, fertilisers, biotechnology, etc. Central public sector undertakings and large private companies also showcased their products and services in the exhibition.



Networking Session

The two-day Conclave offered an effective platform for delegates to network and explore mutually beneficial business alliance with fellow participants. Special sessions were conducted to enable delegates from public sector undertakings to interact with prospective vendors and technology service providers. Delegates from private corporate houses also participated in the networking session to identify prospective suppliers. The networking session received overwhelming response from SC and ST entrepreneurs as they could explore procurement opportunities with large corporate houses and public sector undertakings.



Felicitation

A key highlight of the event was felicitation of enterprises from the SC and ST community. The event honoured SC and ST entrepreneurs for their outstanding entrepreneurial skills and their contribution to employment generation. Companies were also felicitated for their remarkable achievement in the areas of exports and for maintaining quality standards.





Cultural Evening

The first day of the Conclave ended with a cultural programme. Veteran musician Padmashree Pandit Vishwa Mohan Bhatt enthralled the audience with a soul-stirring performance with his magical Veena. It was a spell bound session which took the audience to a timeless era.

In recognition of his excellence, Panditji was felicitated with a memento by Ms. Alka Arora, Joint Secretary, Ministry of Micro, Small and Medium Enterprises (MSMEs), Government of India.



Field Visits

As part of the SC-ST Entrepreneurs Conclave 2018, two field trips were organised for the delegates on December 5, 2018. The first trip was to the world's largest selling tractor brand - Mahindra & Mahindra unit at Kandivali East in Mumbai, where the members got a first-hand experience on farm equipment manufacturing process. The second visit was organised to the Indian Institute of Packaging (IIP), where a workshop was conducted to enlighten the participants about the various standards of packaging to be adhered to for export consignments.



Polish Investment & Trade Agency Partners to Promote International Trade

Ms. Ada Dando, Bureau Chief, Polish Investment & Trade Agency Mumbai met key functionaries of MVIRDC World Trade Center Mumbai to discuss the future course of collaborative efforts in promoting international trade between India and Poland. Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai apprised Ms. Dando of the activities of the Center and introduced the 8th Global Economic Summit on the theme 'Services: Enabler of Growth for Trade and Industry in March 6-8, 2019. Ms. Dando elicited keen interest to participate and partner in the Summit.

The visit was held at MVIRDC World Trade Center Mumbai on October 3, 2018.



Ms. Ada Dando, Bureau Chief, Polish Investment & Trade Agency Mumbai (right) felicitating Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai (left).

Economic Diplomacy with India is the Focus Area of South African Government, says H. E. Dr. Manzini

An interactive meeting was organised in honour of H. E. Dr. H. N. Manzini, High Commissioner-Designate of the Republic of South Africa in India to further explore areas of cooperation between India and South Africa on her maiden visit after being appointed High Commissioner of the Republic of South Africa in India. The meeting was organised in association with All India Association of Industries. H. E. Dr. Manzini said, "India and South Africa cherish a historical relationship dating back to the colonial days. Our freedom struggle was inspired by the teachings of India's Father of Nation Mahatma Gandhi. The year 2018 marks the 125th year of the Pietermaritzburg railway station 'incident' involving Mahatma Gandhi. We would like to take forward this historical relationship. Even though South Africa is a small country, we have something to offer to our big brother, India."

H. E. Dr. Manzini further remarked, "Economic diplomacy with India is the major focus area of Government of South Africa. We want to learn lessons from India, which

is the fastest growing economy in the world. We invite Indian companies to participate at the President Global Investment Summit to be held in South Africa on October 26, 2018. The Summit will have representatives from all the countries including BRICS members."

H. E. Dr. Manzini invited Indian companies to consider South Africa as the gateway for entry into Africa as South Africa has signed the African Continental Free Trade Area (AfCFTA) agreement with the African Union.

Mr. Debasish Mallick, Deputy Managing Director, EXIM Bank of India said, "EXIM Bank assures all possible support to Indian companies investing in South Africa. We support bilateral partnership by facilitating government-to-government projects, offering buyers' credit and facilitating overseas investment by Indian companies."

In order to promote trade and investment, Mr. Mallick suggested both countries to restore direct air connectiv-

ity, which was suspended a few years ago.

Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai said, "South Africa is the second largest trade partner of India in the African continent after Nigeria. Today, the bilateral trade volume stands at USD 10.66 billion and I hope this to double in the next three years under the leadership of H. E. Dr. Manzini."

Ms. Naik highlighted the potential for enhancing bilateral cooperation in the services sector such as tourism and financial services. Ms. Naik also suggested promotion of trade among women entrepreneurs in both countries.

Ms. Naik invited H. E. Dr. Manzini and business delegates from South Africa to participate in World Trade Expo 2018 in October and the 8th Global Economic Summit, which is scheduled in March 2019.

The meeting was attended by senior officials from the South African Consulate General in Mumbai namely Ms. Maropene Ramokgopa, Consul General; Ms. Lerato Mashile, Consul-Political; Ms. Mathapelo Makgoba, India-First Secretary; Ms. Ziphozihle Phelokazi Mgadle, First Secretary and Mr. Rajan Kumar, Economic Advisor and Mr. Ravi Issar, Economic Advisor all of whom are from the Consulate General of Republic of South Africa in Mumbai.



From (L-R): Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai, H. E. Dr. H. N. Manzini, High Commissioner-Designate of the Republic of South Africa in India and Ms. Maropene Ramokgopa, Consul General of the Republic of South Africa in Mumbai.

The interactive meeting was held at MVIRDC World Trade Center Mumbai on October 4, 2018.

Understanding the Nuances of Social Media

A Workshop on 'Understanding Social Media and Use it to Create a Brand' was conducted by Ms. Smita Deshmukh, a Senior Editor and Communication Expert. Ms. Deshmukh defined Social Media as websites and applications that enable users to create, share content and participate in social networking. It is a new age communication between business, organisations, communities and individuals.

Ms. Deshmukh explained the various features of Social Media which are 'Power to People' – enabling organisations, brands and individuals to connect to their counterparts and receive immediate responses to queries; 'Power of Numbers' - India has a growing number of internet users which is a huge advantage to all businesses. Currently, the growth of the Indian economy can be attributed to its entry into e-commerce, she added.

Ms. Deshmukh enlightened participants on the popular social media networks in India which are Facebook, Instagram, WhatsApp and YouTube. Facebook is considered to be the first social media platform in India, which is excellent for promotion of events and campaigns. Almost all brands have their presence on it. The most important feature is it does not have a word limit, however this may not be an advantage while accessing it on smartphones. The feature of FB live allows for instant reaction on events as they happen.

Twitter is also a popular social media platform for a lot of businesses to promote themselves in untapped geographies. It is also a valuable tool for providing up-to-the-minute coverage of events or new developments in businesses. Twitter-savvy businesses can gauge reactions instantly, as well as provide customer service



A view of the participants at the Workshop.

by responding to any consumer complaints, questions or concerns.

Instagram is a critical social network owned by Facebook, which gauges the visual identity of a business. It is considered as 'King' of social media, which is expected to be accessed by next generation more than other social media platforms. The use of Hashtags provides creative visual dynamics used by all businesses, as it is considered as one of the key tools for creation and promotion of brands. Instagram stories are another important feature for promoting businesses. Small businesses should leverage Instagram stories to market their products and services, getting their messages to followers that otherwise might not see regular Instagram posts

WhatsApp which is owned by Facebook is increasingly used to communicate ideas, information and is popular among media circles. Brands, MSMEs, consultants, real-estate agents can use this tool, as it is a quick way to get in touch with multiple people at one time, while user are at work and also information can be shared at a quick pace. Generally a business could have a dedicated WhatsApp number other than a personal WhatsApp number to promote products and services.

Linkedin is considered as a professional social media platform enabling people and businesses to connect for the purpose of recruitment, sales and creation of networks. It presents real-time information, expertise

and ideas and effective groups of serious networkers which find interest among HR professionals connected to the site. It provides a personalised take on events, experience sharing and expert advice. LinkedIn is best for updates and blogs which are interactive in nature.

YouTube is a visual social networking application enabling users to create ones own channel, share videos that give insights into professional and social aspects. MSMEs must make short films on their products and services on YouTube.

Ms. Deshmukh explained the importance of a Social Media Influencer to a user on social media who has established credibility in a specific industry having a large following. Their followers engage with them through re-tweets, likes and shares. The users need to find correct and right Social Media Influencers for their business.

The session ended with the topic on 'Crisis Management in Social Media'. Social Media is the first platform for handling crisis. A wrong post can be edited instantly allowing users to be careful while using social media applications.

The workshop was held at MVIRDC World Trade Center Mumbai on October 6, 2018.

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Taiwanese Businesses Explore Trade Opportunities with Indian counterparts

A twenty-nine member high-level business delegation from Taiwan which was led by Bureau of Foreign Trade, MOEA and Taiwan External Trade Development Council (TAITRA) for structured business-to-business meetings. The meetings provided an excellent opportunity for Indian MSMEs to explore markets through networking opportunities, seek technology collaborations and other trade benefits. The focus sectors were engineering; electrical & electronics; auto components; plastics; fabric; stationary; trade and investment; flooring; medical; die casting and furniture. Ms. Kathy Chen, Sales Manager, Genmore International Corp.; Mr. Jason MH Cheng from Shinyu Light Co., Ltd. and Mr. Chening Fan, Deputy Executive Director, Taiwan External Trade Development Council were the speakers at the session which was followed by business-to-business meetings.

The interactive meeting was held at MVIRDC World Trade Center Mumbai on October 8, 2018.



From (L-R): Mr. Alex Pen, Director, Taipei World Trade Center Liaison Office in Mumbai; Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai; Captain Mr. Somesh Batra, Vice Chairman, MVIRDC World Trade Center Mumbai and Mr. Chening Fan, Deputy Executive Director, Taiwan External Trade Development Council.

Newly Appointed Consul General of Ethiopia Discusses Ways to Increase Bilateral Trade



Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai (right) felicitating Mr. Demeke Atnafu Ambulo, Consul General, Consulate General of the Federal Democratic Republic of Ethiopia (center). Also present is Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai.

Mr. Demeke Atnafu Ambulo, Consul General, Consulate General of the Federal Democratic Republic of Ethiopia visited MVIRDC World Trade Center Mumbai to meet key functionaries of the Center. Mr. Ambulo discussed possible opportunities for trade between India and Ethiopia and ways for World Trade Center Mumbai to participate in them. Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai apprised Mr. Ambulo about World Trade Expo 2018 and also 8th Global Economic Summit in March 6-8, 2019 and solicited participation in both events.

The visit was at MVIRDC World Trade Center Mumbai on October 8, 2018.

India and Rwanda are Strategic Partners says H. E. Mr. Ernest Rwamucyo

An interactive meeting was organised in honour of H. E. Mr. Ernest Rwamucyo, High Commissioner of Rwanda, High Commission of the Republic of Rwanda in India with a view to explore collaborative efforts in bilateral trade between India and Rwanda. H. E. Mr. Rwamucyo said, "Rwanda and India are strategic partners. We are glad to partner with MVIRDC World Trade Center Mumbai and have collaboration in Mumbai

parks, Special Economic Zones (SEZs) and opportunities for collaboration between our countries."

The High Commissioner informed about the possibilities of direct flight from Mumbai to Rwanda and visa on arrival that will enable ease of trade and investment among countries and further invited Indian counterparts to explore tourism opportunities in Rwanda.



Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai (left) exchanging greeting with H. E. Mr. Ernest Rwamucyo, High Commissioner of Rwanda, High Commission of the Republic of Rwanda in India (center). Also present is Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai (right).

for the last few years. The Prime Minister of India recently visited Rwanda accompanied by a strong delegation of about 120 business leaders and signed eight significant agreements in the areas of defence, dairy, leather, agriculture co-operation and cultural exchanges amounting to USD 200 million."

H. E. Mr. Rwamucyo further remarked, "Indian companies in Rwanda are active in textiles, pharmaceuticals, mining sector, tea, agriculture, manufacturing sectors, auto components, engineering, etc. Rwanda is services oriented and witnessed growth in irrigation, industrial

Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai said, "MVIRDC WTC Mumbai assures all possible support to Rwandan companies and the High Commission of Rwanda in India. We support bilateral partnership by facilitating trade and investment exchanges between the two strategic partner countries. Previously, the policy that followed was 'Look Africa', but now it is time to 'Act Africa.'

Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai said, "The potential for enhancing bilateral cooperation in the services sector in areas such as tourism and financial services is immense and should be tapped."

Ms. Naik invited H.E. Mr. Rwamucyo to lead a business delegation from Rwanda to

participate in World Trade Expo 2018 held in October 29-30, 2018 and the 8th Global Economic Summit scheduled for March 6-8, 2019.

The interactive meeting was held at MVIRDC World Trade Center Mumbai on October 9, 2018.

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TAITRA Officials Partner to Explore Trade Promotion Activities

Mr. Simon Wang, Executive Vice President, Taiwan External Trade Development Council visited MVIRDC World Trade Center Mumbai to meet key functionaries of the Center and discuss ways and means to collaborate in promoting international trade between India and Taiwan. Mr. Wang was also accompanied by Mr. Alex Pen, Director, Taipei World Trade Center Liaison office in Mumbai and Mr. Welber Wang, Manager, Taipei World Trade Center Liaison office in Mumbai. Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai who was present at the meeting apprised them on the trade-related programmes of the Center. Ms. Naik further spoke about the World Trade Expo 2018 and 8th Global Economic Summit in March 6-8, 2019.

The meeting was held at MVIRDC World Trade Center Mumbai on October 19, 2018.



Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai (left) felicitates Mr. Simon Wang, Executive Vice President, Taiwan External Trade Development Council (right).

Panel Discussion on Turmoil in Emerging Markets! Can India Emerge?

A panel discussion on 'Turmoil in Emerging Markets! Can India Emerge?' was organised by MVIRDC World Trade Center Mumbai in association with All India Association of Industries and Meghnad Desai Academy of Economics.

Panellist Mr. Sajjid Chinoy, Chief India Economist, JP Morgan said, "We are entering into a phase of de-synchronised global growth, characterised by divergence in the economic growth of USA, European Union and other economies. While the US economy is growing strong, growth in the European Union and Japan has slowed down. The major driver of the strong US economic growth is the high capital expenditure led by rising corporate profitability, low cost of finance and high investor confidence. The US unemployment level is also at the lowest since the last 30-40 years. Thus, the strong

growth in the US economy is the initial cause for strengthening the US dollar and weakening of other currencies such as Euro, Chinese Yuan, Korean Won, etc. The strengthening US dollar has badly affected the macroeconomic condition in South Africa, Argentina and other countries that have huge dollar liabilities."

Mr. Chinoy, however, warned about the sentimental impact of the ongoing global trade war. He said, "The prospect of a full blown global trade war has hit the business sentiment in advanced countries and this may affect capital expenditure in the near term."

Mr. Chinoy also warned that while the US economic growth is accelerating, growth in productivity has been declining in recent years. "Between 2002-2007, productivity growth in USA was 2%, which declined subse-

quently to 1%. The growth in productivity since the 4th industrial revolution is not as strong as the productivity growth fuelled by the 1st and 2nd industrial revolutions.”

Mr. Chinoy expects the potential economic growth to decline in the medium term, both in emerging markets and in advanced countries because of the decline in productivity, falling labour force participation and ageing population (in advanced countries).

He further added, “Economic growth prospect in the emerging market is going to be challenging because of the tightening financial condition and weak global growth prospects. The global financial condition has been tightening in recent months because of the increase in policy rate by the US Federal Reserve.”

Speaking about India, Mr. Chinoy said, “India’s current macroeconomic fundamentals are far better than it was in 2013, when the US Fed first announced plans to unwind the loose monetary policy. India has witnessed three major economic reforms in the last five years. These reforms include introduction of GST, Insolvency and Bankruptcy Code, improvement in ease of doing business etc. The problem of non-performing assets (NPAs) in the banking system is being gradually addressed and in the next 2-3 years, I expect the balance sheet of the public sector banks to become strong.”

“The above reforms will deliver strong economic growth for India in the coming years. However, the looming trade war and its impact on exchange rate will affect India’s growth prospects. The recent depreciation in the Indian rupee has improved the competitiveness of Indian exporters in the global market. However, we may lose this competitiveness if China depreciates its currency in response to the trade war. This also means India may witness increase in imports from China,” Mr. Chinoy remarked.

Mr. Saurabh Mukherjea, Founder, Marcellus Investment Manager spoke about the banking system and the impact of demonetisation. According to him, since 1991, India’s banking system has failed to finance capital expenditure in a sustained manner profitably for 4-5 years.

On the positive side, people of India have started investing in financial assets such as equities and bonds

instead of parking money in gold, property and other physical asset. The change in the preference towards financial savings will increase the loanable funds in the hands of banks and other financial institutions and thereby promote growth in bank credit. This will have a positive effect on capital expenditure in the country, Mr. Mukherjea said.

Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai remarked, “I am confident that the Indian economy will maintain its growth momentum driven by dynamism and resilience of the local entrepreneurs. India’s dynamic micro, small and medium enterprises (MSMEs) are the inherent strength of the economy. The Indian business community has the ability to survive any challenging circumstance. The local



From (L-R): Captain Somesh Batra, Vice Chairman, MVIRDC World Trade Center Mumbai; Mr. Saurabh Mukherjea, Founder, Marcellus Investment Manager; Mr. Sajid Chinoy, Chief India Economist, JP Morgan; Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai and Professor Indradeep Ghosh, Dean (Faculty) and Associate Professor, Meghnad Desai Academy of Economics.

entrepreneurs have managed to overcome challenges such as demonetisation, where around 80% of the cash in circulation was made illegal overnight. The Indian business community has also adapted to the historic indirect tax reform, namely the ‘Goods and Services Tax (GST)’, within 1.5 years of its implementation, whereas in other countries it took around 5-6 years for local businessmen to adapt to this system. In future, the government and RBI must liberalise lending norms to the MSME sector to promote institutional flow of credit to this segment of the economy.”

The panel discussion was held at MVIRDC World Trade Center Mumbai on November 2, 2018.

I could not have become a Mayor without Support from Indian Community, says Mayor Turner

An interactive meeting was organised in honour of the Hon'ble Sylvester Turner, Mayor of Houston, State of Texas, USA who led a 40-member high-level business delegation representing a diverse range of sectors such as hospitality, space research, aviation, healthcare, legal consultancy, education, transportation and infrastructure, retail, engineering and construction, technology, start-ups, ports, etc. The meeting was organised in association with All India Association of Industries.

The Hon'ble Sylvester Turner said, "This is the perfect time to strengthen India's partnership with the City of Houston, which is the Energy Capital of the World and which has the world's largest healthcare centre. This is my first visit to India and I promise to visit the country again. The main purpose of my visit is to develop win-win partnership with India. We are here to build a relationship and we do not believe in building divisive walls. Houston is the most diverse and inclusive city in America.

Around 25% of Houstonians are of foreign origin. Houston is home to around 82,000 persons of Indian origin. I could not have become a mayor without the strong support of the Indian community in Houston. There is tremendous scope for developing cultural and student exchange programmes. Houston has world-class science and technology institutions, including NASA Space Center. There exist diverse areas to build synergies between both countries."

Dr. Turner added that all delegates were looking forward to promote bilateral trade and strengthen relationship between the economic capital of India and Houston.

Mr. D. R. Parmar, Deputy Commissioner of Industries, Government of Gujarat invited members of the delegation to the 9th edition of Vibrant Gujarat Summit on the theme 'Shaping a New India', which was scheduled from January 18-20, 2019. The Summit was organised in partnership with 30 countries and key highlights were sectoral sessions, vendor development programmes, special session on Africa and west Asia. The 9th edition of Vibrant Gujarat will witness participation from more than 20,000 companies and 10,000 exporters across the globe.

Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai said, "Houston is the energy capital of the world. However, the city has other competitive advantages beyond energy. Houston is the world renowned port city with excellent cargo handling infrastructure. Government of Maharashtra is also laying emphasis on building world-class infrastructure. There is tremendous potential for India to collaborate with Houston in ports, logistics, infrastructure, energy, healthcare and other sectors. Mumbai is the economic and commercial capital of India. Today, bilateral trade between Houston and India stands at USD 4.9 billion, which is expected to grow three times in the next five years."



From (L-R): Mr. D. R. Parmar, Deputy Commissioner of Industries, Government of Gujarat; Mr. Y. R. Warkerkar, Director General, MVIRDC World Trade Center Mumbai; Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai; Hon'ble Mr. Sylvester Turner, Mayor of Houston, State of Texas, USA; Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai and Mr. Jagdip Ahluwalia, Executive Director, Indo-American Chamber of Commerce of Greater Houston.

Mr. Kalantri further added, "MVIRDC World Trade Center Mumbai works with more than 40 World Trade Centers across USA. We have signed MoUs with the Governors of Utah, Kentucky and Texas in the past. Now, we would like to work closely with Houston to promote bilateral relationship."

During the event, the Indo-American Chamber of Commerce of Greater Houston signed a memoranda of understanding (MoU) with MVIRDC World Trade Center Mumbai.

Mr. Jagdip Ahluwalia, Executive Director, Indo-American Chamber of Commerce of Greater Houston shared his perspectives on the evolving India-Houston economic relationship.

The interactive meeting was held at MVIRDC World Trade Center Mumbai on November 15, 2018.

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Tanzania to Launch Direct Flight Connectivity with India by December 2018, says Mr. Mahmoud Kombo

An interactive meeting was organised in honour of the Hon'ble Mr. Mahmoud Kombo, Minister for Information, Culture & Tourism, Government of Zanzibar, Tanzania in association with All India Association of Industries. The Hon'ble Mr. Mahmoud Kombo said, "Government of Tanzania will launch direct flight service thrice a week connecting India and Tanzania starting December 2018. This will improve tourism, people-to-people connectivity and bilateral trade. I am here to strengthen the centuries old historical, cultural and linguistic relations between India and Tanzania. Gujaratis and Goans are the first settlers in the history of eastern Africa 1,000 years ago. The present day Indian community in Tanzania represents the 17th generation. The first newspaper in Zanzibar was in Gujarati language. Today, 4,000 Indian tourists visit Tanzania every year, which is far less compared to more than two lakh tourists from Italy and other European countries. I expect annual number of Indian tourists visiting Tanzania to grow to 20,000 in the next five years."

Hon'ble Mr. Kombo highlighted five key areas for collaboration between both countries. These areas are tourism, hospitality, healthcare, food processing and packaging. The Minister assured Indian investors on single window clearance, ease of land acquisition and other business support and incentives for investing in the country.

Speaking about investment opportunities in his country,



Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai (second left) exchanging signed Memorandum of Understanding with Mr. Jilesh Himat Babla, Director, Zanzibar Tourism Promotion Center, India in the presence of Hon'ble Mr. Mahmoud Kombo, Minister for Information, Culture & Tourism, Government of Zanzibar, Tanzania. (center) Also seen (L-R): Ms. Sabah Saleh Nassor, Chairperson, Zanzibar Commission for Tourism, Tanzania and Captain Mr. Somesh Batra, Vice Chairman, MVIRDC World Trade Center Mumbai.

the Minister said Government of Tanzania is privatising certain sectors such as water supply and other utilities, airport ground handling and other services. The Government of Zanzibar is promoting investment in recycling of plastic waste as it damages the marine ecology, including dolphins and other marine fauna.

Hon'ble Mr. Kombo also invited Indian companies to come and invest in convention centres, hotels, resorts,

hotels and shopping malls.

The Minister suggested India's micro, small and medium enterprises (MSMEs) to come and explore value addition opportunities in Minerals such as gold, iron ore, nickel, copper, cobalt, silver and food processing sector.

Speaking about some of the tourist attractions in Zanzibar, the Minister pointed to spice tour, dolphin games, stone town heritage, sunset cruise and red colobus monkeys.

The Minister suggested India's film industry to explore Tanzania as a shooting destination and assured them of all possible government support in this regard.

In order to promote bilateral trade and investment, Hon'ble Mr. Kombo suggested Government of India to ease visa procedures for Tanzanian citizens visiting India. The Minister announced that he would lead a high-level business delegation of more than 20 members in the near future to India.

Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai said, "Today, Africa is the focal point of India's foreign policy. India's Prime Minister is aggressively promoting bilateral partnership between India and

Africa. Apart from importing crucial raw materials, Indian companies can also explore joint venture and set up manufacturing plants in Tanzania that can serve as a gateway for their presence in the African continent. I expect trade between India and Tanzania to grow from five-fold in the near future which is currently USD 2.64 billion. India has offered USD 92 million Lines of Credit to Tanzania and I expect this to grow in future. There is tremendous scope for bilateral partnership in the MSME sector as India has the largest number of MSMEs in the world."

The Minister led a delegation of trade and government officials, which include Ms. Sabah Saleh Nassor, Chairperson, Zanzibar Commission for Tourism, Tanzania; Dr. Abdulla Juma, Executive Secretary, Zanzibar Commission for Tourism; Mr. Jilesh Himat Babla, Director, Zanzibar Tourism Promotion Center, India, among others.

During the event, MVIRDC World Trade Center Mumbai signed a Memorandum of Understanding (MoU) with the Zanzibar Commission for Tourism, Tanzania to promote culture and tourism.

The interactive meeting was held at MVIRDC World Trade Center Mumbai on November 22, 2018.

Waste Management and Sustainable Tourism Workshop Provides Tips to be An Entrepreneur

Asia's 1st replicator workshop on 'How to Build One's Own Eco-inclusive Enterprise in the Field of Waste Management and Sustainable Tourism' was jointly organised by MVIRDC World Trade Center, Mumbai and Idobro. SEEDS (UN Environment and UNDP and IUCN), Adelphi and Federal Ministry for the Environment, Nature Conservation and Nuclear Safety were associate partners.

Ms. Karon Shaiva, Founder, Idobro in her keynote address said, "Support for entrepreneurs is required in multiple ways, while access to finance is regularly spoken of, an equal if not more critical is the need to support them in non financial ways to build the operations and create a sustainable revenue model; such as what the SEED programme offers."

The main purpose of the SEED Workshop was to inspire

start up entrepreneurs and business houses and improve the well-being of local community and create positive impact and show direction and the right path to start one's own business.

To guide the participants on the path of success, the workshop provided workbooks on Agricultural Product Processing, Plastic Upcycling, and Sustainable Tourism Enterprises, which have been tried and tested business models and had been successfully utilised by more than 600 entrepreneurs worldwide. Some of the young entrepreneurs representing start-ups from different sectors included 'Shop for Change' from the Agricultural Processing sector, 'Start Up Cycling Now' from Upcycling Plastic sector; and 'One Shoe Travels' and 'The Unknown Planet' from Sustainable Tourism sector.

This knowledge sharing workshop saw participants



A view of the participants at the Workshop.

divided into nine groups, each given a case study to replicate into their own chosen business. The workshop had many interactive sessions which were a learning experience by itself and an ideal networking platform for young entrepreneurs.

Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center, Mumbai spoke of the importance of eco-friendly models of business and her support to the inspiring initiatives of SEED for young entrepreneurs. She also shared her views on the eco-friendly initiatives of MVIRDC World Trade Center Mumbai which included installation of solar panels, composting and biogas

plants, bottle crusher machine and implementation of a system to collect electronic waste from offices in the complex. In conclusion, Ms. Naik was optimistic to setup the proposed rainwater harvesting system for the Center.

A promotional film on the 8th Global Economic Summit 2019 on the theme Services: Enabler of Growth for Trade and Industry scheduled March 6-8, 2019, was also presented.

The workshop was held at MVIRDC World Trade Center Mumbai on November 27, 2018.

Polish Think Tank To Partner in Promoting Trade Ties with India

Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai signed a Memorandum of Understanding with Mr. Mariusz Luszczewski, India Market Expert, Adam Smith Center with a view to strengthen trade and economic relations between India and Poland. Ms. Naik apprised Mr. Luszczewski of the trade promotion activities undertaken by the Center and elaborated on the 8th Global Economic Summit on the theme 'Services: An Enabler of Growth for Trade and Industry' from March 6-8, 2019. Ms. Naik solicited the support of Adam Smith Center for the Summit.

The signing ceremony was held at MVIRDC World Trade Center Mumbai on December 7, 2018.



Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai exchanging signed Memorandum of Understanding with Mr. Mariusz Luszczewski, India Market Expert, Adam Smith Center.

Tacoma, USA Seeks Trade, Diplomatic and Cultural Ties with India

An interactive meeting was organised in honour of Mr. Anders Ibsen, Deputy Mayor, City of Tacoma and his delegation of government and business leaders, with a view to explore opportunities for trade and investment between India and Tacoma, a top port city in USA. Mr. Ibsen said, "Tacoma is an investor-friendly and innovation-friendly city in USA. The city ranks top on ease of doing business. It is relatively easy to start business in our city because of its small size, excellent

Tacoma, Mr. Ibsen said, "The city has the third largest port in USA with a container throughput of more than 4 million teus. The port is connected with excellent railway system, which ensures that goods can be transported to any part of America within one week. The Port of Tacoma is the closest access point to Asia. Tacoma is a trade dependent city, with an annual foreign trade volume of USD 75 billion. Trade and related sectors account for around 40% of total employment."



From (L-R): Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai; Mr. Anders Ibsen, Deputy Mayor, City of Tacoma; Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai and Mr. Mike Fowler, Incharge, The World Trade Center-Tacoma.

service delivery and faster turnaround time in getting business approvals. The city administration handholds foreign investors by providing demographic and market information and offering attractive tax incentives. We facilitate eligible foreign investors to get green cards, for their entire family, in two years. Tacoma offers excellent quality life, outdoor recreation and less congestion. Although Tacoma is small in size, the city has strong global ties and it has made 15 Sister Cities across the world. Tacoma values trade and we welcome diversity and plurality. Trade is about learning and lifting each other."

Speaking about the ports and logistics infrastructure in

Highlighting the investment opportunities in Tacoma, the Deputy Mayor said, "The city has tremendous investment potential in housing, infrastructure, hospitality, ports, logistics and technology sectors."

Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai said, "India and USA have an excellent relationship in trade, diplomacy and culture. Today, the bilateral trade between both countries stands at USD 110 billion and Prime Minister of India and USA have resolved to double this trade volume in the next three years. Businesses from both countries have tremendous scope to enter into joint ventures and exchanges of technologies in aerospace, healthcare and other sectors are possibilities."

Speaking about India-Tacoma relationship, Mr. Kalantri said, "Currently, Japan and China are the major trade and investment partners of Tacoma. However in future, India can also be a major commercial partner with this city. Government of India's ambitious programmes such as Make in India, Startup India, Digital India, among others, can be a catalyst for bilateral partnership with Tacoma. I invite companies from Tacoma to take advantage of these schemes."

The interactive meeting was held MVIRDC World Trade Center Mumbai on December 22, 2019.



Role of Tourist Guides in Tourism Industry

A two-day training programme for the State-level Government Tour Guides was organised by World Trade Centre Bhubaneswar in association with the Department of Tourism, Government of Odisha for a batch of 35 tour guides. The initiative was undertaken by the Tourism and Hospitality Think Tank of World Trade Center (WTC) Bhubaneswar with a focus on enhancing their individual capacities such as communication skills, personality modulation, presentation skills as well as giving them a broader view of the latest trends in international tourism. The programme commenced with an inaugural session which was followed by training aspect conducted by experts in the field of communication and behaviour, French language and the tourism industry.

At the Inaugural Session Mrs. Archana Patnaik, IAS, Director Tourism, Government of Odisha in her interaction with trainees assured all support for the Department of Tourism towards development and sustainability of tour guides. She further encouraged them to build their capacities since they are the backbone of the industry and assured them that the Department would take care of the issues faced at the field level.

Mr. J. K. Mohanty, Managing Director, Swosti Group of Hotels and Honorary Convener, Tourism and Hospitality Think Tank WTC Bhubaneswar in his address discussed the importance of tour guides and their immensely valuable position in the tourism industry. "Tour guides not only represent the state but they also create an overall impression about the nation," Mr. Mohanty said. While sharing his experience of travel to various destinations across the globe he explained how hospitality impacts and differs in various countries leaving back an ever-lasting impression on tourists. He further encouraged trainees to engage themselves to the best of their capacities in the training program and gain from interactions with the faculty.

Mr. Benjamin Simon, Managing Director, Travel Link India Pvt. Ltd and Co-Convenor of Tourism and Hospitality Think Tank of WTC Bhubaneswar in his



A view of the participants at the training program

address encouraged tour guides to take up the profession of tour guides with utmost dignity and showcase Odisha as one of the best and safest destinations for tourists to visit. He emphasised that tour guides should acquire the confidence of tourists so that they make recurrent visits to the State and create business through referrals.

On the first day of the training Mr. Kamalakanta Dash, a master trainer by profession deliberated on the essential aspects of communication with tourists and the importance of linguistic proficiency. Mr. Dash spoke about how to build good rapport with tourists; types and process of communication; practice effective verbal communication; difference in communicating with international and domestic tourists.

Ms. Anne Laure, a freelancer, provided an introduction to basics of the French language which encouraged participants to learn the language.

The second and concluding day of the training program witnessed a presentation by Dr. Kamlesh Mishra, a freelance expert in branding and marketing. Dr. Mishra mentored the guides on essentials of tourism such as importance of providing best services to tourists, benefits of tourism, understanding of a tourism map, exploring reasons to frequency of tourists to Odisha, understanding actors in a tourism cycle, role of ancillary services in tourism and the use of them by tourists.

Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar helped facilitate the programme.

The training programme was held at World Trade Center Bhubaneswar on October 22-23, 2018.

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Odisha Takes on Greening the Environment Initiative

An Ideathon on 'Green Pack Challenge – Innovate for Sustainability' was launched by World Trade Center Bhubaneswar in collaboration with Start – Up Odisha (an Initiative of Government of Odisha) and The Indus Entrepreneurs (TiE) Bangalore. The launch programme was set up by the relevant stakeholders to provide direction to youngsters enabling them to come up with sustainable and eco-friendly solutions. The workshop-like experience enabled youngsters to engage in a brainstorming activity for innovative ideas on alternatives in the field of reverse engineering mechanisms of plastics.

plastics play a vital role in fighting the carbon footprint across the globe. He advocated that it is important to understand which plastics should be banned, as all plastics are not hazardous to the environment.

Professor Mr. S. Peppin, Dean, Xavier School of Sustainability, Xavier University, Bhubaneswar highlighted the adverse impacts of improper disposal of plastics on the environment.

Dr. D. K. Behera, Senior Environment Scientist, Odisha Pollution Control Board, spoke on the various challenges in implementation of plastic ban. While speaking about the solutions, he emphasised the need for economically viable alternatives which could find acceptance and lead to change in the mindset of society.

Mr. Deboo Patnaik, President, TiE Bhubaneswar encouraged youngsters to become entrepreneurs and spoke about what it takes to be a successful entrepreneur.

The online link for submission of ideas was subsequently launched jointly by the panel of speakers.

The start-ups were allowed a month's time for submission of their ideas which would then undergo an evaluation process. The finalists would be provided the necessary handholding by various incubation centres with the active support of the Start-up Odisha initiative, for effectively starting up an enterprise.

The ideathon was held at World Trade Center Bhubaneswar on October 25, 2018.



Dr. P. S. G. Krishnan, Head, CIPET Bhubaneswar addresses the audience. Seated (L-R): Mr. Samarendra Sahu, Chief Executive Officer, Institute of Entrepreneurship Development; Dr. D. K. Behera, Senior Environment Scientist, Odisha Pollution Control Board and Professor Mr. S. Peppin, Dean, Xavier School of Sustainability, Xavier University, Bhubaneswar.

The programme thus witnessed presentations by senior officials from a few organisations.

Mr. Samarendra Sahu, Chief Executive Officer, Institute of Entrepreneurship Development deliberated on various initiatives of the State Government for promoting entrepreneurship and start-up culture.

Dr. P. S. G. Krishnan, Head, CIPET Bhubaneswar presented the different uses of plastics and how some

Understanding Nuances of Finance Services

A session on Financial Literacy was organised by World Trade Center Bhubaneswar in association with HDFC and Hexagon Broking Pvt Ltd for the benefit of its members.

The session was facilitated by CA Mr. Jagbir Singh who explained the basic aspects of handling finances. He made a detailed presentation highlighting the differences between savings and investments. He also

explained the valuation of trends in money over a period of time and how systematic investments could build a strong base for business and financial planning.

Mr. N. C. Patnaik, Director, Hexagon Broking Pvt Ltd. highlighted various services provided by his company. He explained concepts such as creation of financial portfolios and online tracking of funds.

Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar, spoke of the initiatives taken by the Centre under different sectoral think tanks.

The session was held at the World Trade Center Bhubaneswar on October 27, 2019.



CA Mr. Jagbir Singh making a presentation.

Corporate Social Responsibility Projects Could Address Challenges Across Sectors

An orientation program on Corporate Social Responsibility was organised by World Trade Center Bhubaneswar in association with South Eastern Region Pipeline Limited (SERPL), Indian Oil Corporation Ltd. for the employees of the pipeline division of the Corporation. The programme was organised with an objective to apprise employees of SERPL on various implementation strategies which could be adopted for different Corporate Social Responsibility (CSR) projects.

Mr. Ankit Malani, Analyst, CSR & Industry Partnerships from National Skill Development Corporation (NSDC) presented on Skill Development & Livelihood Models of NSDC. He made a detailed presentation on the importance of Skill Development and the role of NSDC. He set the context on Skill Ecosystem in India, enhancing livelihoods and entrepreneurship.

Mr. Sabyasachi Das, Marketing Manager, Stem Learning, discussed specific models designed by the organisation to give practical knowledge of scientific laws that are covered by schools and colleges to students from rural areas.



A view of the participants at the orientation program.

Mr. P. K. Panigrahi represented Hindustan Latex Ltd Lifecare (HLL Lifecare). He made a live demonstration of a sanitary napkin vending machine and an incinerator. He provided an insight into the operations of the machines and their utility.

Dr. P. Srinivasa Rao, Chief Executive Officer, Apollo Medskills discussed the issue of enhancing rural healthcare ecosystem. Dr. Rao highlighted the intricacies of healthcare with relevance to skill development and discussed the resource requirements. He suggested the possible collaborative efforts with IOCL similar to the one with Apollo Medskills.

Mrs. Sumita Sindhi, Assistant Professor, Indian Institute of Management Sambalpur spoke about improving agriculture ecosystem through CSR. Mrs. Sindhi discussed the challenges faced by farmers at the grass root level and advocated for CSR interventions in the agriculture sector.

Mr. Gaurav Jain, Assistant Manager - CSR SERPL highlighted the various CSR and Swachhta (cleanliness) interventions taken by the organisation in the Financial Year 2018-19 and showcased plans for the future.

Ms. Asha Sarangi, Assistant Manager - Trade Promotion, World Trade Center Bhubaneswar helped facilitate the event.

The orientation programme was held at the World Trade Center Bhubaneswar on November 27, 2019.

MSMEs Need to Scale Up Through Sustainable Practices, Advanced Technologies and Innovation

A session on 'Boost Your Business' was organised by World Trade Center Bhubaneswar in association with Hari Telematics Pvt. Ltd. and Institute of Entrepreneurship Development, Government of Odisha.

Mr. Samarendra Sahu, Chief Executive Officer, Institute of Entrepreneurship Development Odisha, Bhubaneswar addressed the entrepreneurs and encouraged them to develop strategies for sustainability of businesses. He highlighted the schemes and courses offered by the Institute of Entrepreneurship Development. He urged entrepreneurs to take the benefit and assistance provided by the different incubation centres.

Ms. Girija Gowda, Head (Sales), Knowlarity in her presentation described the importance of customised solutions for enterprises. Speaking on the importance of artificial technology, she explained how telephonic needs could also be handled through simple cloud-based call centre setups. She further described the services offered by Knowlarity to meet unique business needs enabling enterprises for error-free communication with their business contacts and leads.

Mr. Dilip Mohanty, President (HRM), NECO Industries in his address spoke about the existing start-up culture in the State that has influenced the young to venture into entrepreneurship. He emphasised that the dimensions of both manufacturing and service industry per say has changed over a period of time. Stating that technology



Seated (L-R): Mr. Sanjay Mishra, Managing Director, Hari Telematics Pvt. Ltd.; Mr. Prafulla Dhal, Head (CSR), J K Paper Ltd.; Mr. Dilip Mohanty, President (HRM), NECO Industries and Mr. Samarendra Sahu, Chief Executive Officer, Institute of Entrepreneurship Development Odisha.

and artificial intelligence has become a crucial component of a sustainable business. He further urged entrepreneurs to effectively look at diversification and innovation as the need of the hour.

Mr. Prafulla Dhal, Head (CSR), J K Paper Ltd in his speech spoke about non convention approach of doing business. He motivated entrepreneurs to think out of the box and focus on bringing in more innovations. "An enterprise can succeed only if it contemplates the overall need of the society at large," he said.

The session was held at the World Trade Center Bhubaneswar on December 5, 2019.

Scope for Sea Food Exports from Odisha



Mr. Aditya Dash, Managing Director, Ram's Assorted Cold Storage Ltd addresses exporters. Seated (L-R): Dr. Kamalesh Mishra, President, Sea Food Exporters Association of India Odisha Region; Mr. Prafulla Samal, Hon'ble Cabinet Minister, MSME, Government of Odisha and Mr. Abdul Nafi Sarwari, Commercial Attaché, Consulate of the Islamic Republic of Afghanistan.

An interactive session on Sea Food Exports from Odisha was organised by World Trade Center Bhubaneswar in association with Directorate of Export Promotion and Marketing, Government of Odisha and Sea Food Exporters Association of India Odisha Region.

Dr. Kamalesh Mishra, President, Sea Food Exporters Association of India Odisha Region and Director, Abba Kaba Overseas Pvt. Ltd. in his presentation highlighted the potential and speciality of sea food products of Odisha. In his address he introduced the existing scenario of sea food trade in the State with respect to international markets.

Chief Guest Mr. Prafulla Samal, Hon'ble Cabinet Minister, MSME, Government of Odisha in his speech stated about the contribution of sea food sector to the state's economy. "Odisha has been deemed 'Champion State for Exports' providing a boost to the government to promote and develop the sector into a vibrant one, that effectively meets the twin goals of broad-basing entrepreneurship and creating an ecosystem for developing exports from the State," he said.

Mr. Abdul Nafi Sarwari, Commercial Attaché, Consulate of the Islamic Republic of Afghanistan in Mumbai, in his presentation spoke of the enormous scope for export of sea food products to Afghanistan. He also explained the policies of the Afghanistan Government in inviting investments to the country and detailed the scope and opportunities for export and import in Afghanistan across sectors.

Mr. Soham Banerjee, Senior Trade Promotion Specialist,

Taipei World Trade Centre (TAITRA), introduced Taiwan International Fisheries & Seafood Show organised by TAITRA. He explained the procedure to participate in the Show and also shared his insights on strategies for exploring trade opportunities with Taiwan.

Mr. S. Ravi Kumar, Director, INDO RUS, in his address spoke about the modalities of doing trade with Russia. He explained how INDO RUS as a trade facilitation agency with expertise in Russian trade could provide the much-required handholding support for companies looking to establish a trade connection in Russia. While explaining about the Russian market scenario, he also briefed exporters about the existing norms and legal barriers one has to note before venturing into Russian markets.

Mr. Aditya Dash, Managing Director, Ram's Assorted Cold Storage Ltd, in his address gave an analytical insight of US markets for Sea Food. He advocated the significance of effective market diversification and requested exporters to explore the Russian, Afghan and Taiwan markets.

Mr. S. K. Jena, Director, Directorate of Export Promotion and Marketing, Government of Odisha helped facilitate the event.

The interactive session was held at World Trade Center Bhubaneswar on December 7, 2018.



Goan Exporters Could Benefit from Export-related Activities

An interactive meeting with the Young Indians (YI), Goa Chapter was organised by World Trade Center Goa. Mr. Nikhil Khalap, Chair - Young Indians, Goa, in his welcome address said that India is going through one of its most crucial phases and the need of the hour is to work towards achieving a trade surplus through increase in exports. He further noted that in the quest of increasing exports, production of goods often suffered setbacks on several counts, one of them being lack of adequate electricity supply.

of Goa. He also presented the Export Assistance Revenue Programme (EARP) developed by the World Trade Center, Greater Philadelphia Area, USA, which is a comprehensive programme that would be of immense value to any company desirous of increasing their exports to the United States of America.

Mr. Yogesh Naik, Chief Executive Officer, Greenfield Technology, presented a detailed study on the Solar Power Policy of the Government of Goa and gave



Seated (L-R): Mr. Cyril Desouza, Assistant Director - Trade Promotion, World Trade Center Goa; Mr. Nikhil Khalap, Chair - Young Indians, Goa Chapter; Mr. Yogesh Naik, Chief Executive Officer, Greenfield Technology and Mr. Rohit Zantye, co-Chair, Young Indians, Goa Chapter along with members of the Young Indians, Goa Chapter.

Mr. Cyril Desouza, Assistant Director – Trade Promotion, World Trade Center Goa, in his address, outlined the areas of cooperation that the Young Indians, Goa Chapter and World Trade Center Goa could jointly explore to meet the challenges. Mr. Desouza suggested that they could jointly explore the possibilities of conducting courses on trade education, organise seminars on export-related activities to promote and explore new markets, organise national and international trade missions, promote Goan exporters through trade fairs in international markets and publish white papers for boosting trade-related activities in different industry segments that could enhance the potential of the State

comprehensive insights on how the industry could benefit by considering solar power as an alternative source of energy to help industry increase efficiency and be more economically viable.

Mr. Rohit Zantye, Co-Chair, Young Indians, Goa Chapter encouraged all participants to implement appropriate strategies so that the Goan Industry could increase its exports.

The interactive meeting was held at the World Trade Center Goa on October 12, 2018.

Progressive Farmers Meet – An Educational Platform for Agricultural Best Practices

A meeting with progressive farmers of Pilgao Village was organised by World Trade Center Goa along with Young Indians (YI), a part of the Confederation of Indian Industry.

Mr. Kishore Bhave, Zonal Agricultural Officer, Department of Agriculture, Government of Goa in his address highlighted the new-age opportunities that Agriculture offers to progressive farmers. He spoke of the passion and zeal that is required to succeed in this



A view of the speakers at the event.

sector and went on to explain the various activities that can be undertaken to improve income from farms. Mr. Bhave spoke on vermiculture, harvesting hybrid roses, rearing honey bees and production of natural honey. He also explained in detail the drip irrigation process that could enhance farm yield tremendously.

Ms. Reshma Kerkar, representing the Bio Diversity Board of the Government of Goa presented on floral biodiversity and how this could yield good remuneration to farmers. Ms. Kerkar explained that turmeric, neem, medicinal plants and commercial crops like jackfruit and kokum when cultivated could also increase the return on farm. She highlighted the role of the youth and encouraged them to tap and harness their energy to build their own farm enterprise, which could also benefit the nation in the long run. Ms. Kerkar offered all help from the Bio-Diversity Board to farmers in fulfilling their mission.

Mr. Nikhil Chandra Khalap, Chair - Young Indians, in his address highlighted the role that the Confederation of Industry and Young Indians would play in getting feedback from Industry on the raw material required in their factories. Mr. Khalap said that the most essential guiding principle for progressive farmers is to produce the right kind of raw material that could be easily consumed by Industry.

Mr. Cyril Desouza, Assistant Director - Trade Promotion, World Trade Center Goa highlighted the role of a World Trade Center (WTC) in identifying the right markets for commercial crops that progressive farmers could cultivate through the network of the World Trade Centers Association, New York across the Globe. Mr. Desouza said that a good beginning could be made through exports of medicinal plants and commercial crops like roses and jackfruit that have a very high demand in international market.

Mr. Pradip Naik, Sarpanch (Village Chief), Pilgao, North Goa said that he was confident that such farmer interactive meetings would be a harbinger of prosperity to the progressive farmers of his village.

The meeting was held at MVIRDC World Trade Center Goa on October 25, 2018.

Courses on Foreign Trade Would Help First-timers in International Trade

An interactive session on Foreign Trade was organised by World Trade Center Goa in association with Young Indians (YI) of the Confederation of Indian Industry and Commercial Branch of State Bank of India for the benefit of senior students in the commerce stream interested to make a career in international trade.

Mr. S. S. Biswas, Manager Forex, State Bank of India Commercial Branch explained in detail the role of foreign exchange in international trade. He elaborated on how exporters can avail of this facility and what documentation they have to



A view of the participants at the interactive session

submit for availing foreign exchange. Mr. Biswas explained Letter of Credit (LC) and its requirements. He also shed light on the roles of an exporter, importer and bank in facilitating an entire export-import cycle. Mr. Biswas briefly touched upon high sea sales that play an effective role in international trade.

Mr. Cyril Desouza, Assistant Director - Trade Promotion, World Trade Center Goa suggested that an in-depth course on foreign trade could be prepared for budding exporters. Mr. Desouza highlighted the role of a World Trade Center in handholding new exporters in obtaining the import-export code as well as to identify new markets for exports.

Mr. Marlow Lawrence, Assistant Lecturer and Coordinator, Narayan Zantye College of Commerce expressed his desire to have an export training course for senior students of the college. He requested World Trade Center Goa and Yi to conduct similar outreach programmes to all senior commerce students of Goa.

The session was organised at World Trade Center Goa on November 23, 2018.

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Agriculture Workshop Stresses on Use of Technology and Marketing Strategies for Better Farm Produce

A workshop on Goan Agricultural Produce: Global Challenges & Opportunities was organised by World Trade Center Goa, Young Indians (Yi) and Agriculture Technology Management Agency, Government of Goa.

Mr. Sanjeev Mayekar, Project Director, Agriculture Technology Management Agency (ATMA) in his opening address said that the initial focus of his agency was on creating awareness in crop production which is now shifted to the marketing aspect of the crop. This would go a long way in empowering the farmer. Further, to enable

a complete control on the entire farming chain, the farmer could reap the advantage of better profit margin with the help of new technology for better yield and profits. Mr. Mayekar said that Goa has a vast potential to produce rice, vegetables and cash crops like coconut and jackfruit and the Government of Goa through his department would offer progressive farmers all the support that they would require. He suggested that farmers should think of being businessmen and work on effectively implementing farming on a commercial basis.

Mr. Nikhil Khalap, Chair - Young Indians (Yi) in his address impressed upon participants to acquire more knowledge on processing and sorting agricultural produce to cut wastage and increase overall marketable surplus. Mr. Khalap stressed that Industry and farmers must cooperate through exchange of ideas so as to encourage farmers to produce more crops that can be directly used as industrial raw material. Young Indians (Yi), he said will be a conduit to facilitate industry and farmer interactions for the betterment of farm yield



Mr Nikhil Khalap - Chair, Young Indians (Yi), Goa Chapter addressing the participants. Seated (L-R): Mr. Madhukar Harkal - Regional Sales Manager, Aires Agro Limited; Mr Jonathan Fernandes, Executive Member Yi, Mr. Cyril Desouza, Assistant Director - Trade Promotion, World Trade Center Goa; Dr. Anil Ahire - Head, Field Research & Training, Aires Agro Limited and Mr. Sanjeev Mayekar - Project Director, Agriculture Technology Management Agency, North Goa.

Dr. Ahire, Head - Field Research & Training, Aires Agro Limited, highlighted the aspects of the entire farming process and suggested different areas that farmers should revisit in order to produce more for the global markets. He presented a detailed study on the importance of fertilisers, use of essential and balanced plant

nutrition that would facilitate improved resistance to pest, show improved quality and increase overall productivity which would result in higher Return on Investment(ROI).

Dr. Pradeep Salgaonkar analysed the marketing aspect of agricultural produce and addressed the issues of agricultural marketing process, its challenges and opportunities. Progressive farmers, he emphasised should be informed of demand approximations, they should take care of reasonable pricing of produce, understand consumer segmentation and implement a marketing strategy that would result in a win-win situation for both farmers as well as end consumers.

Mr. Cyril Desouza, Assistant Director - Trade Promotion,

World Trade Center Goa explained the concept of the World Trade Center, the facilities it offers and the Global reach that it can offer farmers to market their produce.

Mr. Jonathan Fernandes, Executive Member, Yi, expressed confidence that the workshop would go a long way in enhancing farmer knowledge and would be a guiding light for progress through use of better technology and enhanced marketing strategies. This would lead to better farm yield that would greatly enhance profitability.

The workshop was held at the World Trade Center Goa on December 6, 2018.

■

WTC Goa Showcases its Services to Banking Fraternity

World Trade Center Goa was invited to make a presentation to a distinguished gathering of officials of leading public and private sector bank officials during a District Consultative Committee (DCC)/ District Level Review Committee (DLRC).

Mr. Agnelo Fernandes, Additional Collector, South Goa chaired the meeting while officials of Reserve Bank of India, National Bank for Agriculture and Rural Development, State Bank of India, Indian Overseas Bank, Dena Bank, Central Bank of India, Corporation Bank, ICICI Bank along with officials of more than fifty public and private sector banks actively participated in the discussions at the meeting.

Mr. Cyril Desouza, Assistant Director - Trade Promotion, World Trade Center Goa introduced the concept of a World Trade Center (WTC), facilities it offers and the activities of the parent body namely, World Trade Centers Association (WTCA), New York, in offering a strong international network of WTCs across the globe that promotes global trade.

Mr. Desouza, explained the role of WTC Goa in handholding exporters in obtaining Import Export Code



From (L-R): Mr. Tushar Sawantz, Community Manager, Forum for Innovation Incubation Research and Entrepreneurship (FiIRE); Mr. Cyril Desouza, Assistant Director - Trade Promotion, World Trade Center Goa; Mr. Agnelo Fernandes, Additional Collector, Goa South; Mr. Carey Mascarenhas, Manager, Reserve Bank of India (RBI) and Mr. Sushil L. Naik, District Development Manager, National Bank for Agriculture and Rural Development (NABARD).

(IEC), export counseling, and backward and forward linkages to promote producers, exporters, importers and final consumers to grow and expand exports from Goa.

Further reflecting on the exports from Goa, Mr. Desouza, highlighted the sectors that Goa currently has a strong

presence. He also explained the role of WTC Goa in interacting with the Directorate of Industry Trade and Commerce, Government of Goa. Further, the interactive meetings arranged with members of trade and business to identify exporters' bottlenecks as well as the Center's role in offering tangible solutions to increase exports from Goa.

Mr. Desouza said that WTC Goa had made suggestions to the government for an exclusive export policy for Goa that would be shortly released in consultation with the central government. Mr. Desouza also informed that WTC Goa has also requested Chairman of Central Board of Direct Taxes (CBDT) New Delhi, to kindly consider commencement of Export - Import (EXIM) services from Goa which would greatly benefit exporters of Goa, who primarily rely on the city of Mumbai for this facility.

Mr. Desouza solicited participation in the 8th Global Economic Summit of World Trade Center Mumbai in

March 6-8, 2019 on the theme Services: Enabler of Growth for Trade and Industry.

In conclusion, Mr. Desouza said that the banking sector, requires promotion especially in the state of Goa and suggested that the sector must come together on one platform and organise a conference-cum-exhibition to highlight the various activities of each bank and also deliberate on the new and emerging technologies in this sector. This would enable banks to share the new initiatives and also receive feedback from customers. Further, banks could enable customer-friendly solutions for an enhanced banking experience.

The presentation was made at the World Trade Center Goa on December 14, 2018.



World Trade Center (Goa) Association

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- ✿ Promotes Competitiveness through Research and Trade Promotional Activities

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Session on Solar Energy Stresses on Renewable Sources

A session on Global Opportunities in Solar Energy Sector was organised by World Trade Center Jaipur in association with MSME Development Institute, Jaipur; Employers Association of Rajasthan; Rajasthan Renewable Energy Corporation Ltd. and EAPRO Global Ltd. The session covered contemporary challenges and effective solutions to ensure adoption of green technology by maximum households and corporate sector and saving on rising energy costs.

Chief Guest Mr. Jagdeep Chauhan, Managing Director, EAPRO Global Limited said, "Unlike most systems that are under Goods and Services Tax (GST) of 12% to 28% tax bracket, the solar rooftop generating systems are under 5%. In addition, duty on imported solar cells, which is used in solar panels manufactured in India is 0%." Mr. Chauhan added, "India attained 6th position in the world in terms of installed capacity for solar power. Growth in 2017 has given a clear indication that renewable energy will account for more than 30% of total global energy generation of the world by 2022. Policy support too had given a favourable environment for green energy growth. Solar parks in India have recorded 100% year-on-year growth by generating excess of 8 billion kwh of electricity in the first quarter of 2018. Indian solar



From (L-R): Mr. Mr. Navneet Agarwal, Assistant Director - Trade Promotion, World Trade Center Jaipur and Mr. Jagdeep Chauhan, Managing Director, EAPRO Global Ltd.

capacity also increased in Q1 2018. Many large scale solar parks have been commissioned in 2018, thus adding to the existing capacity."

Mr. M. K. Saraswat, Director, MSME Development Institute, Jaipur in his address said, "The losses in transmission and distribution of electricity are still huge. Today more than 15% of electricity generated is lost in transmission and distribution whereas solar energy could be produced right on ones roof and can be consumed within the premises, thereby limiting transmission losses to minimum."

Mr. Navneet Agarwal, Assistant Director - Trade Promotion, World Trade Center Jaipur said, "World Trade Center Mumbai is the first

commercial organisation in South Mumbai to install rooftop grid-connected solar photovoltaic power plant with a capacity of 250 kwp in September 2016. The plant has helped reduce carbon footprint by around 172 tonnes per annum. The plant uses 808 waree make solar modules and nine SMA Germany made invertors."

The session event was held at World Trade Center Jaipur on October 5, 2019.

Seminar Provides Road Map for Textile Exporters

A seminar on Export Promotion, Documentation and Procedure was organised by World Trade Center Jaipur in association with Export Promotion Council for Handicrafts with a view to provide a platform for interaction among handicraft and handicraft exporters.

Mr. Ravi Veer Chaudhry, Development Commissioner, Office of Development Commissioner, (Handicrafts), Ministry of Textile, Jodhpur was the Chairman of the session. Mr. Chaudhry said, "While the ultimate objective

of any manufacturer in the region is to increase exports to international buyers, it is also important to understand the buyers side of export-import business, their requirements in terms of delivery schedule, quality and resistance to frequent cost-escalations. Repetitive orders are possible only when artisans understand the buyer's profile and their expectations from manufacturer, well in advance."

Mr. Rais Ahmed, Founder, JIES urged manufacturers to invest in technology. He said, "We have surpassed the



From (L-R) in the foreground: Mr. Navneet Agarwal, Assistant Director – Trade Promotion, World Trade Center Jaipur; Mrs. Ruma Devi, President, Gramin Vikas Evam Chetna Sansthan, Barmer; Mr. Mangi Lal Dosi, leading textile exporter from Barmer and Mr. Pitamber, Officer, Department of Industries, Barmer together awarding an artisan. Also seen in the background is Mr. Gopal Sharma, State Coordinator, EPCH Jodhpur who is at the podium.

age of exploration and experiments. The quality bar has to be raised with infusion of technology with tradition. It is only by bringing in technology, niche markets could be captured and retained.”

Mr. Navneet Agarwal, Assistant Director – Trade Promotion, World Trade Center Jaipur said, “Venturing into intelligent textiles is the future. Technology has played a major role in the production of fabric. Today intelligent textiles are not only limited to hi-end stores, but the use extends to military and defense, automobile, construction and healthcare.”

The speakers also enlightened exporters about upcoming international fairs and exhibitions with focus on textile and the apparel industry. They discussed many schemes of Ministry of Textiles that enable them to subsidise their logistics and boarding requirements.

Mr. Gopal Sharma, State Coordinator, EPCH Jodhpur helped facilitate the event.

The event was held at the World Trade Center Jaipur on November 2, 2019.

Seminar on Unemployment Reveals Opportunities for Entrepreneurs

A seminar on Curbing Unemployment through Entrepreneurship Promotion: Challenges and Opportunities was organised by World Trade Center Jaipur in association with JECRC Foundation and JECRC University.

Dr. Rajiv Jain, Director, JECRC Foundation, said, “For a startup to be successful, the three vital people required in today’s business set up are: mentor, finance advisor and social media expert. They are important in ensuring success both in commercial and social contexts.”

Mr. Akhilesh Trivedi, Founder and Chief Executive Officer, StartupCheers said, “Usually there is a tendency to assume that ones grit and hard work are sufficient to drive the success of a startup. While these things can take you far,



Seated (L-R): Mr. Akhilesh Trivedi, Founder and Chief Executive Officer, StartupCheers; Mr. Navneet Agarwal, Assistant Director – Trade Promotion, World Trade Center Jaipur; Dr. Rajiv Jain, Director, JECRC Foundation; Mr. Abhay Deep Mishra, Director, Workmate Technologies and C. A. Mr. Sourabh Malpani, and financial advisor to Startups.

they’re surely not a substitute for the experiential knowledge that comes from in-depth knowledge of mentors. Hence surrounding oneself with the right

people, at the right time are instrumental for growth of you're an idea and its timely success."

C. A. Mr. Sourabh Malpani and financial advisor to Startups said, "Once the first round of angel funding is secured, internal monitoring is a must. Besides, one has to do away with stringent compliance requirements of investors looking for early Return on Investment (ROI)."

Mr. Abhay Deep Mishra, Director, Workmate Technologies remarked, "Social media has changed the

way business is done, one can test ones idea in no time, get reliable feedback which is low cost followed by all."

Mr. Navneet Agarwal, Assistant Director – Trade Promotion, World Trade Center Jaipur helped facilitate the event.

The event was held at the World Trade Center Jaipur on November 27, 2019.

Seminar Advocates Participation in International Trade Fairs for Handicrafts Sector

A seminar on International Marketing: A Contemporary Approach to finding New Markets and Perpetual Buyers with a Focused Discussion on Handicraft and Stone Exports was organised by World Trade Center Jaipur in association with JIESM, Jodhpur.

Mr. Ishwar Chand Sharma, Office of Development Commissioner – Handicrafts, Ministry of Textiles, Government of India suggested, "Rather than focusing on how to procure a large order, it is better to start with small export orders, focus on quality right from raw material purchase, have a standard logistics partner and to have a dependable banking relationship." Mr. Sharma added, "The industry can only thrive if newer technology is adopted, which will not only expedite the process but also save on process wastage."

Mr. Gopal Sharma, Regional head, EPCH said, "Today one has to showcase products at national and international exhibitions hosted by government and trade associations. Trade fairs play an important role in finding newer buyers and an opportunity to foreign visitors to meet large number of manufacturers. All artisans should make it a practice to attend at least 3-4 such exhibitions."

Mr. Navneet Agarwal, Assistant Director – Trade Promotion, World Trade Center Jaipur apprised participants about the upcoming Global Economic Summit



Mr. Navneet Agarwal, Assistant Director – Trade Promotion, World Trade Center Jaipur addressing the audience. From (L-R): Mr. Rais Ahmed, Director, JIESM; Mr. Ishwar Chand, Office of Development Commissioner, Handicrafts – Ministry of Textiles and Mr. Gopal Sharma, Regional head, EPCH.

2019, to be held from March 6-8, at World Trade Center Mumbai which will bring together Indian and international delegates and invited all participants to take advantage of it.

Mr. Rais Ahmed, Director, JIESM suggested that more seminars could be hosted in collaboration with World Trade Center Jaipur.

The seminar was held at the World Trade Center Jaipur on December 22, 2019.

Seminar Stresses on Additive Manufacturing Designs

A session on Potential for Additive Manufacturing Design was organised by World Trade Center Jaipur in collaboration with Sudarshanpura Industrial Area Association, one of oldest Rajasthan State Industrial Development and Investment Corporation (RIICO). The session was targeted to manufacturers and MSMEs in Jaipur with a view to creating a cleanliness drive marking the 150th Anniversary of Mahatma Gandhi.

assemble the same product. This has resulted in reduced complexity of supply chains."

Mr. Pradeep Ojha, Deputy Director, MSME, Jaipur said that "Topology optimisation, multi-scale structure design, multi-material design, design for mass customisation, parts consolidation and lattice structures are various methods to implement the manufacturing process."



From (L-R): Mr. Navneet Agarwal, Assistant Director – Trade Promotion, World Trade Center Jaipur (extreme right); Mr. Y. S. Bhati, President, Sudarshanpura Industrial Area Association (second right) along with MSME team members at Sudarshanpura Industrial Area Association facility.

Mr. Y. S. Bhati, President, Sudarshanpura Industrial Area Association welcomed the collaborative efforts on the part of World Trade Center Jaipur and MSMEs, and further called for more such coordinated meets in the near future. Mr. Bhati said, "There are around 150-175 manufacturing set ups in a designated area managed by RIICO, that were established decades ago. The area is now witnessing the arrival of service sector units such as warehouses, cold storages, etc." He added, "While skilled labour has been in existence for a long time, introduction of new machinery has reduced material turning time which has together given the necessary impetus to manufacturing process. Additive manufacturing design which is a tool whereby functional performance and other key product life-cycle considerations such as manufacturing, reliability, and cost can be optimised, subjected to the capabilities of additive manufacturing technologies. For example you use lesser parts to

Mr. Ojha proposed a workshop to be organised with members of Sudarshanpura Industrial Area Association, which would orient SMEs of the various training programmes for manufacturing units which can be held across India. He suggested setting up a camp for Udyog Aadhaar registrations under ease of doing business agenda of the government.

Mr. Navneet Agarwal, Assistant Director – Trade Promotion, World Trade Center Jaipur helped facilitate the event.

The sessionj was held at the World Trade Center Jaipur on December 27, 2019.



WTCA 2018 Member Seminar: Partners in Progress

— A Report

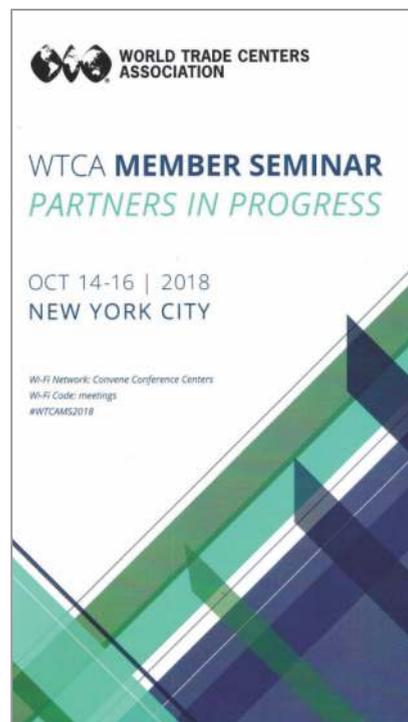
Mr. Vijay Kalantri, Vice Chairman, Mr. Anil Velde, Joint Director – Trade Promotion and Marketing and Mr. Santosh Kotre, Deputy Director – Finance and Accounts of MVRDC World Trade Center Mumbai participated in World Trade Centers Association (WTCA) 2018 Member Seminar which was held at the Convene Conference Centers, New York City from October 14-16, 2018. The Seminar is the premier learning and development event for the WTCA community, including new member orientation. At this year's Member Seminar leaders of World Trade Centers across the globe congregated to:

- Meet in tracks that closely align to common business models to share and examine best practices through facilitated, interactive workshops and round tables
- Explore common challenges and map out joint projects that result in concrete, tangible achievements
- Host experts from outside the network to discuss the issues that face all of us, and how best to thrive in today's 'new normal'
- Learn about innovative approaches to problems new and old alike
- Find out about the latest programming and offerings from WTCA headquarters

The Seminar was attended by World Trade Centers (WTCs) from across 60 countries and more than 200 delegates with a view to promote and strengthen the growing WTC network and explore trade and investment opportunities. The Member Seminar is a great opportunity to meet with

peers and fellow Members face-to-face, while gaining actionable insights from WTCA's global network.

The sessions at the Member Seminar were focused on Global Best Practices in Real Estate, Trade Services, and Conferences and Exhibitions, newly-revamped WTCA Accreditation Programme, initiatives of WTCA Foundation, Member Advisory Councils on Real Estate,



Trade Services Americas, Trade Services APAC & EMEA and Conferences & Exhibitions, Media Training Workshop with Allison + Partners, among others.

There was a special briefing sessions on recently-signed MOU between WTCA and the International Association of Science Parks and Areas of Innovation followed by a panel discussion on 'WTCA Trade &

Investment Report: Partners in Development'.

During the Seminar, members were given the opportunity to have one-on-one meetings to understand about WTCA digital platform including infoShare, Reciprocity Desk and other online tools. Delegates attended a series of training sessions including Digital Strategy, Media Training along with New Member Orientation.

In addition, delegates also attended the regional meetings which were organised during the seminar. Discussions and deliberations were held with a focus to strategies and develop the action plan for the growth of the region as well as encourage establishment of new WTCs. Deliberations were held on enhancing and improving services and facilities provided to members through sharing of best practices and innovative ideas.

Presentations were made by experts like Mr. Tom Smith from Allison + Partners on Media Training outlining WTCA's communication objectives and Mr. Brian Stelter, Senior Media Correspondent and Host of Reliable Sources, CNN on 'The Fourth Estate in the New Normal, and Why Media Matters'. There was a special presentation on the 50th WTCA General Assembly to be hosted by WTC Queretaro, Mexico in 2019 by Mr. Carlos Uribe Menéndez, Chief Operations Officer, WTC Queretaro. During the flash presentations on October 15, 2018 8th Global Economic Summit was promoted and invitations were extended to all the delegates for their participation in the Summit.

Mr. Kalantri also attended the WTCA Board meeting prior to Member Seminar in Toronto. Mr. Kalantri paid



From (L-R): Mr. Scott Richie, Secretary to the Board, World Trade Centers Association, New York; Mr. Y. R. Warkerkar, Director General, MVIRDC World Trade Center Mumbai; Mr. Scott Ferguson, Chief Executive Officer, World Trade Centers Association, New York; Mr. Anil Velde, Joint Director - Trade Promotion and Marketing, MVIRDC World Trade Center Mumbai and Mr. Santosh Kotre, Deputy Director - Finance and Accounts, MVIRDC World Trade Center Mumbai.

a courtesy visit to Consul General of India in Toronto and had fruitful discussions with Mr. Dinesh Bhatia, Consul General and discussed the promotion of bilateral trade and cultural relations between India and Canada at the Consulate office. Mr. Kalantri apprised him on various initiatives and activities undertaken by WTC Mumbai in promoting bilateral trade. He also informed the Consul General about the 8th Global Economic Summit focusing on 'Services: Enabler of Growth for Trade and Industry' scheduled on March 6-8, 2019 at WTC Mumbai and requested him to promote this Summit to



Mr. Y. R. Warkerkar, Director General, MVIRDC World Trade Center Mumbai and Mr. Anil Velde, Joint Director - Trade Promotion and Marketing, MVIRDC World Trade Center Mumbai together presenting on the 8th Global Economic Summit on Services: Enabler of Growth for Trade and Industry.

businesses and associates in Canada and facilitate their participation at the Summit.

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World Trade Center Mumbai Institute

Management Development Programme on Trade Finance

A one-day 'Management Development Programme' on Trade Finance was organised by the Institute with a view to equip businessmen, first-time exporters and importers on various options available to access trade credit. Mr. Eknath Birari, consultant and trainer in exim finance and senior faculty of the Institute conducted the programme. He provided in-depth knowledge on topics such as, risk in export-import finance; RBI guidelines on export finance; pre-shipment and post-shipment

finance; crystallisation of overdue export bills; issuance of letter of credit and Uniform Customs and Practice for Documentary Credits (UCPDC) and case studies on letters of credit.

The programme was held at MVIRDC World Trade Center Mumbai on October 11, 2018.

Post Graduate Diploma in Forex & Risk Management

Post Graduate Diploma in Forex and Risk Management, the flagship training course of the Institute was relaunched. The six-month course was first launched in 1999. The course curriculum provides traders and investors knowledge about forex markets and its dynamics, forex exposures and dealing room operations. Further, it helps in using proper risk management techniques by identifying and managing risks and increasing chances of profitability. Practical hands-on



experience through its one-day bourse game programme is an added feature of this programme.

This course can be undertaken by exporters and importers; finance students and professionals; personnel in treasury departments, bankers, consultants, analysts, etc. The course is conducted on the 2nd and 4th Saturdays of the month.

The relaunch was held at MVIRDC World Trade Center Mumbai on October 13, 2018.



Prasanna Academy Students Visit WTC Mumbai

A group of 10 entrepreneurs undergoing training on import-export business at Prasanna Academy visited the MVIRDC World Trade Center Mumbai. Mr. A. O. Kuruvila, Advisor – Trade & Education, MVIRDC World Trade Center Mumbai addressed entrepreneurs with a brief on the activities of the Center. Mr. Kuruvila





provided clarifications on specific queries such as understanding overseas markets and also provided information on export-import trends for a number of products.

The students visited the MVIRDC World Trade Center Mumbai on November 28, 2018.

MIT College Students Visit WTC Mumbai

A group of 31 students pursuing international business in their course curriculum visited MVIRDC World Trade Center Mumbai. The students were updated on services and facilities of the Center and were also introduced to the courses offered by the Institute especially the Certificate Course on Export-Import Business which is conducted on Saturdays.

During an interactive session, students discussed specific products in agri markets, environmental issues and recent economic developments with Mr. A. O. Kuruville, Advisor – Trade & Education, MVIRDC World Trade Center Mumbai.

The student visited the MVIRDC World Trade Center Mumbai on November 30, 2018.



Seminar on International Transportation of Goods: Procedures & Practices

A seminar on International Transportation of Goods: Procedures & Practices was organised by the Institute. The seminar was conducted by Mr. Brian Bony Moraes, a trainer in shipping law, chartering, hazardous goods handling and shipping practice. He explained the most important aspects of international logistics,





incoterms, bill of lading as well as hazardous cargo handling. The participants gained insights on the topics of discussion.

The session was held at MVIRDC World Trade Center Mumbai on December 6, 2018.

Field Visits to JNPT Port and Container Freight Station

Field visits were organised by the Institute for 30 students of Post Graduate Diploma in Foreign Trade (PGDFT) batch 58 and 59 and Certificate Course in Export-Import Business (CEIB) Batch 5 to Jawaharlal Nehru Port Trust (JNPT) and a Container Freight Station (CFS) of Ameya Logistics Pvt. Ltd. at Uran. The field visits were led by Mr. S. Binju, expert faculty of the Institute.

The students got first-hand experience of the warehouse where the imported goods were destuffed and stored at the Container Freight Station. They witnessed different types of containers like dry bulk container, open load container, reefer container, flat rack container, cattle container, car storage container, tanker container, etc.

At JNPT, Mr. Ravi Gharat, Public Relations Officer took the students on a guided tour of the jetty and briefed them on port operations and information about the history and importance of the port. The students were excited to see the functioning of vessels, loading and unloading of cargo by latest material handling equipments. They also gained experience on the different types of cranes such as rail-mounted gantry cranes, rubber tyre gantry cranes, etc. They were explained the operations of the ICD port at JNPT and Mr. Gharat also informed them about the charges levied on different liners.

The field visits were held at JNPT and CFS on December 7, 2018.



Project Presentation and Viva voce

Viva voce was conducted for students of Post Graduate Diploma in Foreign Trade (PGDFT) Batch 59 based on the project reports prepared by them. Professor Mr. Arvind Khedkar, faculty of the Institute evaluated the project reports and conducted the viva voce. The students prepared their report on interesting topics such as Export of Agarwood Products, Industrial Robots – India an Emerging Exporter, Study on ASEAN – India Free Trade Agreement, etc.

The viva voce was held at MVIRDC World Trade Center Mumbai on December 19, 2018.



Basic Chinese Practical Business Conversation Course

The second batch of Basic Chinese Practical Business Conversation Course was conducted during October-December 2018 by Ms. Jennifer Makhecha. The course was jointly organised by MVIRDC World Trade Center Mumbai in association with Taipei World Trade Center, Liaison Office. The course curriculum was designed to help students to read, write and understand the basics of Mandarin Chinese. The students acquired fluency in basic daily conversation such as exchanging greetings with business partners, make appointments, self introduction, etc. Ms. Makhecha conducted the class in a methodical yet entertaining and fun-filled manner. On completion of the course, participants were awarded certificates. Ms. Rupa Naik, Senior Director, MVIRDC World Trade Center Mumbai and Mr. Alex Pen, Director, Taipei World Trade Center Liaison Office in Mumbai together presented the certificates to the students.



The Course was held at MVIRDC World Trade Center Mumbai during October 11 – December 18, 2018.



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▶ Basic Chinese Practical Business Conversation Course

Duration: 3 Months | Thursdays : 6.30 p.m. to 8.30 p.m.

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