





# **Proceedings Report**

# World Trade Expo 2017

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

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





A Networking Platform with Representatives from Embassies / Consulates with Business Leaders from India and Overseas



Bharat Ratna Sir M. Visvesvaraya (15 September, 1860 - 14 April, 1962)

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



M. Visvesvaraya Industrial Research and Development Centre

M. Visvesvaraya Industrial Research and Development Centre (MVIRDC) is a non-profit company registered and licensed under Section 25 of the Companies Act, 1956 (currently Section 8 of the Companies Act, 2013). MVIRDC became a member of the World Trade Centers Association, New York, in 1971 and established the World Trade Centre Mumbai.

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

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## **Preface**



Mr. Kamal Morarka
Chairman
MVIRDC World Trade Centre
Mumbai

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

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

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

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

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

I take this opportunity to thank representatives from more than 37 countries and four state governments, viz. Maharashtra, Gujarat, Telangana and Rajasthan for

participating in this event. The overwhelming response received from foreign countries to the event demonstrates the inherent competitiveness of Indian industries in the global markets. India and the participating countries can benefit mutually by diversifying their commercial engagement. Currently, India's trade basket with many of these 37 countries is limited to a few commodities such as petroleum oil, mineral resources and agro-based commodities.

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

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

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

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

## **Executive Summary**

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

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

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

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

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

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

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

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

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

Many of the participating countries were also from the SAARC region, with which India has signed FTAs. For instance, India trades commodities such as spices, tea, petroleum oil, cotton, iron and steel and machinery goods with Sri Lanka. Indian companies namely Ashok Leyland, Bharati Airtel, Piramal Glass Ltd, Taj Hotels, CEAT, among others have operations in Sri Lanka. Both countries can enhance their economic partnership by exchanging business delegations and organising joint trade fairs.

The Deputy High Commissioner of Bangladesh in Mumbai, Mohd. Lutfor Rahman, in his presentation at the Expo, explained that Bangladesh has been cited as one of the next eleven countries that are likely to follow the BRICS. The country exports to 198 countries across the globe. Bangladesh and India are members of the WTO, SAARC, BIMSTEC and other important bilateral and multilateral trade organisations; and the country offers the most lucrative incentives, both in the form of fiscal, as well as non-fiscal, to exporting industries, as also the investments are protected by law.

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

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

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

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

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

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

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

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

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

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

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

## **Messages from Diplomats**

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

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

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





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

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

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

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





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

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

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

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



## **Programme Schedule**

## November 16, 2017

TIME	PROGRAMME
9:00 am - 5.00 pm	Registration
10:00 am	Inauguration of World Trade Expo 2017 by Chief Guest, Guests of Honour and Dignitaries
10.15 am	Welcome Address Shri Vijay Kalantri, President, All India Association of Industries and Vice Chairman, MVIRDC World Trade Centre Mumbai
10:20 am	Address by Shri Vinai Kumar Saxena, Chairman, KVIC
10:25 am	Address by <b>Dr. Sonia Sethi</b> , Additional DGFT, Government of India
10:30 am	Address by <b>Dean, Consular Corps in Mumbai Dr. Norbert Révai-Bere,</b> Consul General of Hungary in Mumbai
10:35 am	Address by <b>Dr. Arun Kumar Panda</b> , Secretary, Ministry of MSME,  Government of India
10.45 am	Address by (Video message)  Shri Suresh Prabhu, Hon'ble Minister of Commerce & Industry, Government of India
10.50 am	Vote of Thanks Captain Somesh Batra Vice Chairman, MVIRDC World Trade Centre Mumbai
2.30 pm-6.30 pm	B2B Meetings and Country Presentations
	Country Presentaton - Sri Lanka
2.30 pm - 4.00 pm	Country Presentaton - Bangladesh
	Country Presentaton - Bolivia (Film)
5.30 pm-6.30 pm	Business Talk 10X by <b>Dr. Arunaagiri Mudaaliar</b> (Author, World Class Trainer, Internatonal Sportsman and Successful Industrialist)
7.00 pm - 9.00 pm	Evening Reception
7.00pm - 7.15pm	Indonesian Music Performance
7.20pm	Special Address by <b>Chief Guest - Shri Sumit Mullick</b> Chief Secretary, Government of Maharashtra
7.30pm	Felicitaton of Dr. Sonia Sethi Additional DGFT, Government of India
7.30 pm - 7.50 pm	Demonstration of Martial Arts by Brazilian artists

## **November 17, 2017**

TIME	PROGRAMME
9.30 am - 5.00 pm	Registration/ B2B Meetings
11.00 am	Country Presentaton - Peru (Film)
11.30 am	Presentation – Khadi and Village Industries Commission
12 noon - 12.45 pm	Panel Discussion on 'Women in Evolving Business'
	Moderator: Ms. Neha Kare Kanabar
	Founder of world's largest mommy community "Unimo Universe of Moms" and a business incubator for moms by the name 'Mumlncubator'.
	Panelists: Ms. Smita Deshmukh, Editor and Communications Expert
	Ms. Preetha Dave, Advocate
	Ms. Rupa Naik, Senior Director, MVIRDC World Trade
	Centre Mumbai
12.45 pm	Country Presentation - Indonesia
3.00 pm	Country Presentation - Rwanda
3.30 pm - 5.30 pm	Export Orientation Workshop

## **Inaugural Session**

World Trade Expo 2017 was inaugurated with a lamp lighting ceremony and Ganesh Vandana at Expo Center in World Trade Centre Mumbai. Dignitaries who participated at the ceremony included Dr. Arun Kumar Panda, Secretary, Ministry of MSME, Government of India; Shri B. H. Anil Kumar, Joint Secretary, Ministry of MSME, Government of India; Dr. Sonia Sethi, IAS, Additional Director General of Foreign Trade, Directorate General of Foreign Trade, Mumbai; Shri. Vinai Kumar Saxena, Chairman, Khadi and Village Industries Commission (KVIC) and Dr. Norbert Révai-Bere, Consul General of Hungary in Mumbai.

#### Shri, Suresh Prabhu

Union Minister for Commerce and Industry Government of India

#### Dr. Arun Kumar Panda

Secretary, Ministry of MSME Government of India

#### Dr. Sonia Sethi, IAS

Additional Director General of Foreign Trade, Directorate General of Foreign Trade, Mumbai Government of India

#### Dr. Norbert Révai-Bere

Dean, Consular Corps in Mumbai Consul General of Hungary in Mumbai

#### Shri. Vinai Kumar Saxena

Chairman, Khadi and Village Industries Commission (KVIC), Ministry of MSME Government of India

#### Mr. Vijay Kalantri

President, All India Association of Industries (AIAI) Vice Chairman, MVIRDC World Trade Centre Mumbai

#### **Captain Somesh Batra**

Vice Chairman MVIRDCWorld Trade Centre Mumbai



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

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

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

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

Shri. Prabhu further added that the Goods and Services Tax (GST) will create more business opportunities and provide impetus to economic growth. After reforms like GST, the world is looking more seriously toward India as a trade and investment hub.

Delivering a special address at the inaugural session, **Dr. Arun Kumar Panda, Secretary, Ministry of MSME, Government of India** said, "Every village in India has traditional expertise and skills. They need the right platform to showcase it.



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

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

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

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

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

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

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



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

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



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

Dr. Révai-Bere expressed hope that the next edition of World Trade Expo will have at least 100 countries participating which will give a big boost to international trade relations.

In his address, Shri. Vinai Kumar Saxena, Chairman, Khadi and Village Industries Commission (KVIC) explained how Khadi and Village Industries transform Indian economy through rural productivity and employment. Following are the excerpts of his speech.



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

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

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

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

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

Many forward looking and prosperous nations have

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

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

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

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

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

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

Earlier in his welcome remarks, Mr. Vijay Kalantri, President, All India Association of Industries (AIAI) and Vice Chairman, World Trade Centre Mumbai said, "The 37 participating countries account for 17% of India's total trade. There is great potential to increase this share to 25% in the course of time. This expo aims to improve India's international trade by supporting MSMEs, industry clusters, khadi and village industries and start-up companies.



The event also promotes India's ambitious policies such as Start-up India, Digital India, Make in India and so on. World Trade Expo will be made an annual event with an aim to connect India's MSMEs, women-owned businesses and startup enterprises to the world market."

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

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

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

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



demonstrates your commitment to strengthen economic partnership with India.

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

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

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

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

These presentations will highlight the economy, tourism potential, government policies and regulations in these countries. I am confident that all the participants who have registered for the B2B session will immensely benefit through useful business leads and potential business partnership.

## **Country Presentations**

### BANGLADESH | SRI LANKA | INDONESIA | RWANDA

A key highlight of World Trade Expo 2017 were the country presentations by the trade representatives of the participating countries. Trade representatives from Bangladesh, Peru, Indonesia, Rwanda and Sri Lanka shared glimpses of their economies, government policies, investment climate, tourism, culture and cuisine.

#### **BANGLADESH**

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

The People's Republic of Bangladesh in South Asia has an

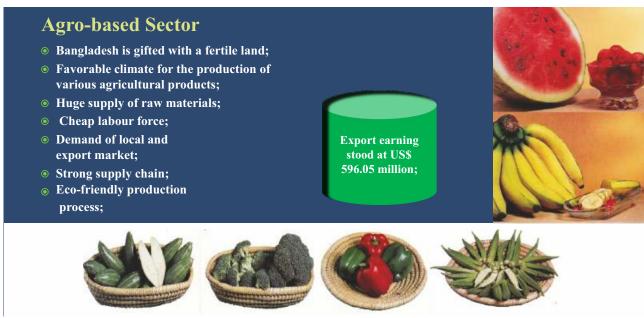


area of 147,570 sq km and a population of 163 million. The country has a nominal GDP of USD 246.00 billion in 2017 and per capita GDP of USD 1602 as in May 2017. The annual exports from the economy (excluding service sector) amounted to USD 34.19 billion in 2016-2017, whereas the annual imports during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

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

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

It also offers duty free import of machineries, office equipment & spare parts etc., duty free import and export of raw materials and finished goods and relief from double taxation, exemption from dividend tax, remittance of royalty, technical and consultancy fees, and duty & quota



free access to EU, Canada, Norway, Australia etc. in EPZs, among other incentives.

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

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

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

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

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

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

Strengths of RMG of Bangladesh include: Bangladesh is

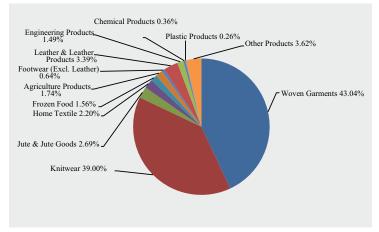
the largest cotton t-shirt exporter in the world; it is the second largest knitwear exporter of the world and third largest apparel exporter in the world; it has GSP facilities for the apparel sector to EU, Japan, Australia, New Zealand, Canada; duty-free market access to China, S. Korea and India; reputed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

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

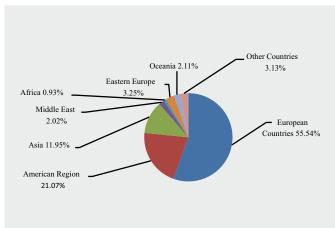
The Export Policy of Bangladesh (2015-2018) has identified the following three categories of products for product diversification:

- 1) Highest priority sector which includes high-end Readymade Garments and Garments Accessories, Software & IT enable Services, ICT products, Pharmaceutical Products, Ocean-going Ship & Fishing Trawlers Building, Shoes & Leather Products and Jute goods, among others;
- 2) Special development sector which includes Jute diversified products, Electric and Electronic products; Ceramic products, Light Engineering products including Auto-parts & Bicycles and Value added Frozen Fish, among others;
- 3) Special Development Service sector which includes Tourism, Architecture, Engineering and Consultancy Services.

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



# Major Destinations of Exports of Bangladesh



#### **SRI LANKA**

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



#### Advantage Sri Lanka

Sri Lanka is the first country to liberalise its economy in South Asia in 1977. The country is ranked 26th out of 140 countries in the Overall Quality of National Infrastructure 2015. Sri Lanka is the best performing country on the quality of national infrastructure in the entire South Asia. Sri Lanka is located at the centre of the world's busiest sea route. Hambantota Port in Sri Lanka is located only 10 nautical miles off the world's busiest East-West shipping lane. Colombo Port is the only deepwater container port in South Asia. The SAGT terminal in the port is the 4th highest in productivity in the world. Colombo is connected to more

than 100 destinations by air. The quality of the country's human capital is comparable to that of the East Asian countries. As of 2016, Sri Lanka had adult literacy rate of 93.2%.

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

#### Gateway to South Asia and China

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

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

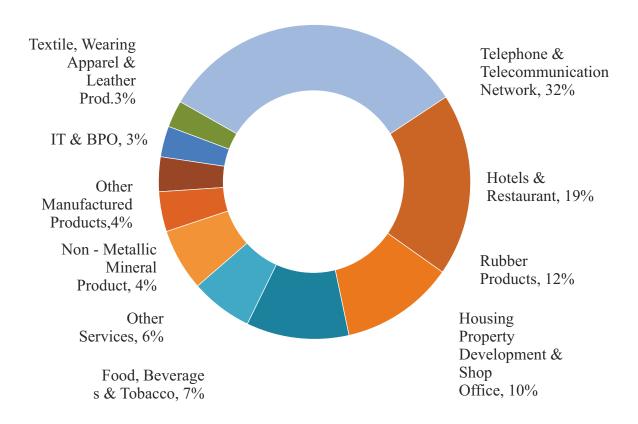
#### **International Trade**

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

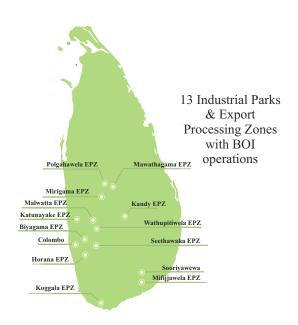
#### **Major Exports and Imports under ISFTA**

Sri Lanka's Exports to India	Sri Lanka's Imports from India
Spices (Pepper, Cloves, Cardamom)	Petroleum oil
Ships, boats and floating structures	Portland cement
Apparel	Diesel and Petrol
Prepared animal fodder	Cotton
Insulated wire and cable	Motor cycles, Motor cars and other
Tea	<b>Motor vehicles</b>
Man-made staple fibres	Medicaments
Mineral water and aerated water	Iron and Steel
<b>Essential oils</b>	Yarn and Fabric
bicycles	Paper and paper board

Top 10 sectors that attracted FDI in 2016



#### **Current EPZs**



#### Indian Investments in Sri Lanka

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

#### Sri Lankan Investments in India

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

#### Foreign Tourist Arrival in Sri Lanka

Year	No. of Tourist Arrivals from the World	% Growth of Tourists from the World	No. of Tourist Arrivals from India	% of Tourist Arrivals from the World
2015	1.8 Mn	18 %	316,247	18 %
2016	2.1 Mn	17 %	356,729	17 %

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

#### **Regulatory Regime for Foreign Investors**

**FOREIGN OWNERSHIP** TAXATION POLICIES **EXCHANGE CONTROL** 100% FOREIGN OWNERSHIP ALL CURRENT ACCOUNT DOUBLE TAX AVOIDANCE ALLOWED WITH A FEW TRANSACTIONS **AGREEMENTS WITH 38** LIBERALISED **EXCEPTIONS COUNTRIES** 100% REPATRIATION OF **CAPITAL ACCOUNT** CORPORATE TAX RATES TRANSACTIONS PARTIALLY REDUCED BY OVER 40% **PROFITS** LIBERALISED

#### INDONESIA

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



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

#### Major Highlights of the Economy

The size of the Indonesian economy is pegged at USD 941 billion (in terms of market exchange rate) and USD 3028 billion (in terms of purchasing power parity). Manufacturing sector contributes 20.5% to the overall GDP. The economy has witnessed steady growth in the last 10 years. In Jan-Mar quarter of 2017, the economy has grown at a rate of 5.01%. For the full year of 2017,

Indonesian economy is expected to grow at 5.0-5.4%. In 2017, Indonesia regained its investment grade rating from all major rating agencies. Small and Medium enterprises contribute 57.9% to the national GDP and 97.2% to employment. Indonesia is said to become the 5th largest economy in the world by 2030 in terms of purchasing power parity.

#### **Key Investment Trends**

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

#### **Key Policies**

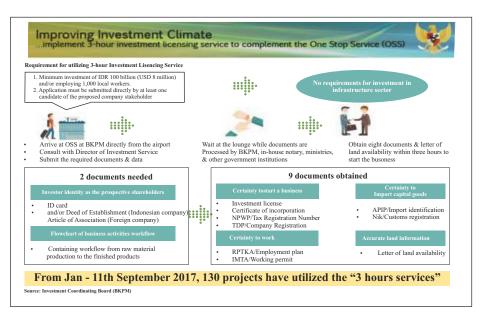
Government of Indonesia introduced 3-hour permit issuance programme in September 2015 to attract new investments.

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

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

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

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



Balance of Trade Between India & Indonesia (US \$ billion)

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

Source: Ministry of Trade, Republic of Indonesia

#### The 3 Dimensions on Economic Development **Priority Sector** Human Development **Equitable Development** Development **Food Security Education Inter - Income Group Energy & Electrical** Health **Inter - Region Maritime & Marine** (1) Rural Area Housing (2) Periphery **Tourism & Industry** (3) Outside Java Water Security, Basic Infrastructure & Connectivity (4) Easterm Area Charater **Necessary Condition** Politic Legal Certainty & Security & Order Governance Law Enforcement Democracy

National Strategic Development Plan (Nawa Cita)

#### Foreign Tourist Arrivals in Indonesia 2009-2017

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

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

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

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

#### President Joko Widodo's Infrastructure Targets in 2019 **Targets** 2019 2014 Connectivity 94% 100% National road condition 23% of GDP 100% of GDP Logistics Cost Public transports market share 23% 32% **Basic Infrastructure** Electrification ratio 815% 96.9% 1.200 kWh Power consumption per capita 846 kWh Household gas network 102.000(SR) 192.000(SR) Access to drinking water 68.5% 100% 100% Access to sanitation 60.5% 12.5% Slum area 0% Houses backlog 135 million 6.8 million Water supply Water supply capacity 514 qubic meter/second 111.6 qubic meter/second Per capita storage capacity 62.3 cubic meter 78.36 cubic meter Reservoir-based irrigation 11% 20% Irrigation network coverage 7.145 million hectares 7.914 million hectares Folld prevention design 5 to 25 years 10 to 100 years

#### **Trade Balance**

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

			T	RADE BAL	ANCE - IN	DONESIA	(US\$ billion)			
NO	Description	2011 2012	2012	2013 20	2014	2015	TREND(%) 2011- 2015	Jan-Dec*		CHANGE(%) 2015/2016
								2015	2016	
ı	EXPORT	203.496,6	190.020,3	182.551,8	175.980,0	150.366,3	-6,59	150.366,3	144.433,5	-3,95
	OIL & GAS	41.477,0	36.977,3	32.633,0	30.018,8	18.574,4	-16,60	18.574,4	13.087,0	-29,54
	NON OIL & GAS	162.019,6	153.043,0	149.918,8	145.961,2	131.791,9	-4,50	131.791,9	131.346,5	-0,34
II	IMPORT	177.435,6	191.689,5	186.628,7	178.178,8	142.695,6	-4,96	142.694,8	135.650,7	-4,94
	OIL & GAS	40.701,5	42.564,2	45.266,4	43.459,9	24.613,2	-9,38	24.613,2	18.724,8	-23,92
	NON OIL & GAS	136.734,0	149.125,3	141.362,3	134.718,9	118.082,4	-3,87	118.081,6	116.925,9	-0,98
III	TOTAL	380.932,2	381.709,7	369.180,5	354.158,8	293.061,9	-5,82	293.061,1	280.084,2	-4,43
	OIL & GAS	82.178,6	79.541,4	77.899,4	73.478,7	43.187,5	-12,77	43.187,6	31.811,8	-26,34
	NON OIL & GAS	298.753,6	302.168,3	291.281,1	280.680,1	249.874,3	-4,22	249.873,5	248.272,4	-0,64
IV	BALANCE	26.061,1	-1.669,2	-4.076,9	-2.198,8	7.670,7		7.671,5	8.782,8	14,49
	OIL & GAS	775,5	-5.586,9	-12.633,3	-13.441,1	-6.038,8		-6.038,8	-5.637,8	-6,64
	NON OIL & GAS	25.285,5	3.917,7	8.556,4	11.242,3	13.709,5	-1,69	13.710,3	14.420,6	5,18

#### WHY INDONESIA

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

#### **WHY NOW**

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

#### **RWANDA**

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



#### Major Highlights of the Economy

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

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

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

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

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

#### Attractive Features of Rwanda

- Rwanda has Africa's most efficient government followed by Mauritius and South Africa; It is the 7<sup>th</sup> most efficient government globally – Global Competitiveness Report 2015
- Rwanda is ranked as the 2<sup>nd</sup> easiest place to do business in Africa – World Bank's Doing Business Report 2017

 Rwanda ranks 1<sup>st</sup> in promotion of information and communication technologies (ICT) – Global Technology Report 2015

#### **Progressive Government Policies**

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

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

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

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

#### **Investment Incentives**

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

- Waiver of Corporate Income Tax for companies planning to relocate their headquarters to Rwanda
- Accelerated Depreciation of 50% for key priority sectors i.e. tourism, construction, manufacturing and agro-processing
- Investor After Care services to guide enterprises throughout the project life cycle
- 15% preferential corporate income tax for selected strategic sectors exporting 50% of their turnover of goods and services
- Seven year Corporate Income Tax Holiday for selected sectors i.e. manufacturing, energy, information and communication technologies and health services investing at least USD 50 million
- Duty free import of machinery, equipments and raw materials

## Panel Discussion on 'Women in Evolving Businesses'



During the second day of World Trade Expo 2017, a highly impactful panel discussion on 'Women in Evolving Businesses' was held. Women achievers from business, law, media and education participated in the panel discussion and shared their perspectives on women's empowerment in business and society.

#### **Panelists:**

#### Ms. Neha Kare Kanabar

Founder of world's largest mommy community "Unimo Universe of Moms" and a business incubator for moms by the name 'MumIncubator'.

#### Ms. Smita Deshmukh

**Editor and Communications Expert** 

#### Ms. Preetha Dave

Advocate

#### Ms. Rupa Naik

Senior Director World Trade Centre Mumbai.

In her introductory remarks, **Ms. Kare** said, "In the last couple of years, India has seen a massive surge in the number of women starting their own businesses and building products not just for India but also for the world.

While it's still a small number, it certainly brings a fresh wind of change. #SheTrades, an initiative of International Trade Centre, Geneva, is definitely a great vertical to focus and create more awareness about entrepreneurship and support existing women entrepreneurs who have succeded



in their fields. Through initiatives like MumIncubator, we ensure that this awareness is not just restricted to big cities. It is imperative that these success and support stories reach households in smaller cities and villages as well so that other women feel inspired and thereby have the courage to step out of the ordinary and do something different."

#### Ms. Smita Deshmukh

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

In her message to aspiring women entrepreneurs, Ms. Deshmukh said, "I suggest women should believe in themselves. I also advise budding women entrepreneurs to receive recommendations and suggestions from experienced business consultants, instead of taking advice



from family members." Speaking further on women's role in the economy, Ms. Deshmukh pointed out, "Womenowned businesses play an important role in the growth of the economy. According to some research studies, exports from women-owned enterprises have helped certain countries to reduce their trade deficit. In the media industry, women have broken the glass ceiling and stereotypes. In most newspapers and magazines, the journalists who track crime news are women".

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

#### Ms. Preetha Dave

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



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

#### Ms. Rupa Naik

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



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

"The International Trade Centre, Geneva has introduced a mobile app called SheTrades that aims to connect one million women entrepreneurs to the market by 2020. The app also helps business organisations to include more women entrepreneurs in their supply chains. I suggest all the women-owned enterprises should register themselves with the app to increase their visibility and expand their network."

#### **Business Talk 10X**

One of the programmes at World Trade Expo 2017 featured a talk on promoting leadership skills and management excellence.

**Dr. Arunaagiri Mudaaliar,** Author, World Class Trainer, International Sportsman and Successful Industrialist delivered a motivational talk highlighting the importance of personal qualities such as leadership, self-belief, positive attitude, courage and risk taking. Explaining the significance of positive attitude, Dr. Mudaaliar pointed out that 85% of our success depends on our attitude. "Attitude is defined as the quality or direction of our thought process with which we approach a situation," he said.



Dr. Mudaaliar gave some personal grooming tips to overcome the challenges in the current world condition, which is popularly characterised as VUCA (Volatile, Uncertain, Complex and Ambiguous).

In his hour-long speech, Dr. Mudaaliar suggested every one of us to develop self-esteem and be proud of the fact that we are Indians. "Indians are the most talented people on earth. The heads of leading business organisations such as Google, PepsiCo and Microsoft are Indians. The current period of the Indian economy can be compared to the USA and the UK of the 1970s and 1980s, when there was enormous opportunity in these economies. In the next 10 years, Indian economy will grow remarkably and produce many millionaires." said Dr. Mudaaliar.

Dr. Mudaaliar advised the audience to develop belief in oneself. According to him, "Developing self-believe leads to positive attitude, which in turn results in a positive feeling. Positive feeling leads to positive action, which in turn translates into positive results. We must not underestimate our potential by setting a low target for ourself. We must aim high to achieve great feats."

Dr. Mudaaliar shared the ingredients of success by explaining the concept of Success Pyramid. The elements of this pyramid are essential ingredients for success. These elements are common for both individuals and organisations. The base of this pyramid is mastery, which means we must develop a mindset for mastery to deliver extraordinary results. In other words, we must not be satisfied with mediocrity, we must aim for mastery. The next level of the pyramid is niche, where we must learn to focus on a particular task and aim to master it. We cannot be a master of all. Therefore, we must set our focus on a particular task and master it.

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

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

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



## **Export Orientation Workshop**

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

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



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

#### Following are the excerpts of his presentation:

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

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

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

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

#### Market/Country Selection

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

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

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

#### The export procedure involves:

- **1. Application for Importer Exporter Code (IEC):** For getting this code, one would require PAN and GST number. Today, one gets IEC in four days due to the online system of application. IEC has to be registered with the Customs department and is valid for two years. However, since the advent of GST, IEC is not required.
- **2. Registration with respective Export Promotion Council (EPC):** In order to claim rewards from Directorate General of Foreign Trade (DGFT), one requires EPC registration certificate.
- **3. Goods and Services Tax:** Under GST, exports are zero-rated. However, exporters need to pay GST first and claim refund of the same. This anomaly is expected to be corrected soon since GST implementation is still in the nascent stage.

## **Felicitation**

#### Felicitation of Key Dignitaries



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



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



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



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

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

Dr. Sethi has been making exemplary contribution to facilitate India's international trade.



## **Cultural Evening**

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

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

## Musical Performance with "Angklung", a traditional musical instrument in Indonesia



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

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



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

This causes a repeating note to sound. Each of the three or

more performers in an Angklung ansamble play one note or more, but altogether produce complete melodies.

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

#### Capoeira - Martial Art of Brazil

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



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

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

In 2014, Capoeira, was granted a special protected status as 'Intangible Cultural Heritage' by UNESCO.



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## **B2B** and Networking Session

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

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

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

Diplomats of the participating countries also discussed the evolving bilateral relationship with officials from the Government of India's Ministry of MSMEs and Directorate

General of Foreign Trade (DGFT).

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

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

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

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









## **Exhibition**

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

#### **EXHIBITORS' LIST**

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





## **EXHIBITORS' LIST (Contd.)**

Serial No.	Exhibitor	Country
27	Department of Industries, Government of Rajasthan	India
28	Royal Embassy of Saudi Arabia	Saudi Arabia
29	South African Consulate General	South Africa
30	Tourism Authority of Thailand	Thailand
31	Consulate General of Sri Lanka in Mumbai	Sri Lanka
32	Taiwan External Trade Development Council	Taiwan
33	Nashik Engineering Cluster	India
34	High Commission of the Republic of Rwanda	Rwanda
35	The Indo Italian Chamber of Commerce & Industry	Italy
36	MSME-DI	India
37	Basque Region of Spain	Spain
38	Jaggery Bags	India
39	Consulate of Gabon	Gabon





#### **CLUSTERS / STARTUPS**

Serial No.	Exhibitor
1	MOM Incubator
2	IDFC
3	CRAFT- Center for Research in Alternative Farming Technologies
4	Waggy Zone
5	Samiep
6	Iris Polymers
7	Sagar Defence
8	Accelo
9	3Dwale Rapid Prototyping Solutions
10	Offee
11	BlackCurrant
12	Rabia Patel
13	Pitara
14	Hastakshar
15	Konkan Mango Processing (Ratnagiri) Cluster
16	Lanja Ratnagiri Cashew Cluster
17	Jagruti Turmeric Cluster

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## **Media Coverage**

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

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

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

Janmabhoomi, Bombay Samachar and The Free Press Journal.

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

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

#### **New Clippings**







#### Economy to touch \$5 t, says Prabhu

MUMBAI, PTI: Commerce and

Earlier this week, the closed at \$2.26 trillion. But the

MAMBAL PTI: Commerce and Industry Minister Suresia Prabbu on Thursday or self-ill form that the properties of the conomy is not course to double to \$5 trillion and become the third largest on the world, over the next few years.

"Our economy shall grow from \$2.5 trillion and it will become the third largest conomic growth, our international trade will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to Gworth and the world will also grow. Prabbu to coross France and Britain to emerge as the world's fifth and the world will also grow. Prabbu to expense and Britain to emerge as the world's fifth and the US. At the world will also grow. Prabbu to the world will be come the world will be come to the world will be a time when the economy to the world will be come the world will be a time when the economy to the world will be come the world will be a time when the economy to the world will be come the world will be a time when the economy to the world will be come the world will be a time when the economy to the world will be a ti

Tuesday, Nov 28, 2017 | Last Update: 02:19 PM IST

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



# The Afternoon

etition against HDIL . Ahluwalia Contracts bags orders worth Rs 311 x & Kings arm . USFDA issues warning letter to Lupin's Goa, Indore plants

## World Trade Expo 2017 showcases Indian MSME excellence to global market, says Dr. Arun Kumar Panda

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



Vijay Kalantri, President, AIAI and Vice Chairman, World Trade Centre Mumbai (left) felicitating Dr. Arun Kumar Panda, Secretary, Ministry of MSME (middle), Also sees in the photograph is Dr. Norbert Révai-Bere, Consul General of Hungary in Mumbal

"World Trade Expo 2017 is a unique platform to inte-grate India's khadi and village in-dustries, micro, small and medium enterprises (MSMEs) in the global value chain. There are around 60 million MSMEs in India and they contribute 90% to the in-dustrial sector of the country. It is time for these MSMEs to look be-yond borders and showcase their skills and excellence to the global market. India's MSMEs and rural industries are known for 'frugal in-novation'. This event has provided novation. This event has provided MSMEs a platform to scale up their operation to global level," said Dr. Arun Kumar Panda, Secretary, Ministry of MSME, Government of India at the first World Trade Expo 2017 in Mumbai yesterday. World Trade Expo 2017 is jointly organized by All India Association of Industries (IAII) and World Trade Centre Mumbai. The event received overwhelm.

The event received overwhelm-ing response from more than 37 countries, five state governments and 30 industry clusters in India. Top officials from Khadi and Village Industries Commission (KVIC.), Union Ministry of MSMEs, Directorate General of Foreign Trade (DGFT), Government of India addressed the inaugural ses-sion of World Trade Expo 2017. India's Minister for Commerce and Industry Suresh Prabhu, in a

and Industry, Suresh Prabhu, in a video message, said, "This expo is being held at a time when Indian economy is growing faster than before. Size of the Indian economy shall grow from USD 2.5 trillion to USD 5 trillion and it will become the 3rd largest economy in the next few years. With growth in the economy, our international trade will also grow. I am sure this expo will help foreign countries under-stand India and its economy bet-

ter in promoting trade.
Earlier in his welcome remarks.
Vijay Kalantri, President, All India Association of Industries (AIAI)

and Vice Chairman, World Trade Centre Mumbai said, "Representa-tives from more than 37 countries are participating in World Trade Expo 2017. These countries ac-count for 17% of India's total trade. There is great potential to increase this share to 25% in the course of time. This expo aims to improve lime. This expo aims to improve India's international trade by supporting MSMEs, industry clusters, khadi and village industries and start-up companies. The event also promotes India's ambitious policies such as Start-up India, Noticelled Makeis believerde. Digital India, Make in India and so on. In future, we will consider making this expo a bi-annual

making this expo a bi-annual event and invite more than 50 countries to participate in it." Speaking on policy measures to support MSMEs, Kalantri sug-gested Ministry of MSMEs to hold periodic interactions with the re-gional MSME associations to un-destand, their crisumores, and derstand their grievances and resolve them. He also suggested Government of India to revive Standing Committees for promote export and support MSMEs. Kalantri also recommended the adoption of the concept 'One Vil-lage, One Product' to encourage grassroot entrepreneurs in

villages.
The event is attended by Ambassadors, Consul Generals, reprebassadors, Consideratas, repre-sentatives of MSMEs, industry clusters, women-owned enter-prises, start-up companies and others. The participating countries and bilateral chambers include Ar-gentina, Bangladesh, Boilvia, Rus-tia, Bostanas, Brayl, Congra sia, Botswana, Brazil, Congo, Gabon, Ecuador, Ethiopia, Geor-gia, Fiji, Indonesia, Hungary, Jor-dan, Indo-French Chamber of Commerce and Industry, Malaysia, Uzbekistan, Norway, Peru, Saudi Arabia, Thailand, Sri Industry, Lanka, Taiwan, Rwanda, The Indo-Italian Chamber of Commerce & Industry, Basque Region of Spain, Lesotho and South Korea.



## Prabhu sees Indian economy touching \$5 tn in a few years

PRESS TRUST OF INDIA MUMBAI.NOVEMBER 16

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

"Our economy shall grow from \$2.5 trillion now to \$5 trillion and it will become the third largest over the next few years. Withsuchaneconomic growth, our international trade will also grow," Prabhu told World Trade Expo 2017 here in a video message. Earlier this week, the American brokerage, Bank of America Memill Lynch, had projected that India would overtake lapan to become the third largest economy in the world by

emerge as the world's fifth largest after Germany by 2019.

Last year, the economy closed at \$2.26 trillion. But the report did not quantify the size of the economy by 2028 when it would be the third largest after China and the US. At around \$5 tn, Japan is third-largest economy. "This expo is being held at a time when the economy is growing fasterthan before. I am sure this expo will help foreign countries understand India and its economy better in promotingtrade," Prabhu said. His statement comes two days after his ministry said exports dipped 1.12 per centto \$23bn in October and trade deficit ballooned, retreating from a six-month high growth in September as shipments of textiles, pharma, leather and gems and jewellery fell. Imports, however, grew by 7.6 per cent to \$37.11 billion in October from \$34.5 billion in the



## **WORLD TRADE EXPO 2017**<sup>'</sup>

- · Expo Showcases Indian MSME Excellence To Global Market
- Receives Overwhelming Response From More Than 37 Countries
   India's Economy Set To Reach USD 5 Trillion In Few Years



mbaion November 17, 2017. Overwhelming Response The event received erwhelming re-unse from more than

37 countries, five state governments and 30 governments and 36 midustry clusters in India. Top officials from Rhadi and Village Industries Commission (KVIC). Union Ministry of MSMEs, Direction of General of Foreign Trade DGFP, Government of India addressed the innugural session of World Trade Expo 2017. It was attended by Am-bessedors, Consul Gen bssaadors Consul Gon-erala. representatives of MSMEs. industry. clusters, women owned enterprises, start-up companies and others. The participating coun-tries and bilatersi chambers include Ar-pentina. Bangladesh. Bolivia. Russia. Botewara, Bessil Con-go, Gabon. Ecuador. Ethiopia, Georgia, Fiji. Indonesia, Hungary.

Jordan, Indo French Chamber of Commerce and Industry, Malaysia, Uzbekistan, Norway, Peru, Saudi Arabia, Thailand, Sri Lanka, Taiwan, Rwanda, The Indo Italian Chamber of Commerce & Indus-

Cont. on pg. 7



# REEPRES

# Time to look beyond borders: Senior official to MSMEs

## JESCILIA KARAYAMPARAMBIL Mumbai

Murbai

Trade has become an absolute necessity, stated Arun Kumar Panda, Secretary, Ministry of Micro, Small & Medium Enterprises (MSME), at the World Trade Expo 2017. He added that it is critical for MSMEs to make their presence fet in various platforms and the ministry is helping them achieve it.

Panda told The Free Press Journal, "We are trying to help MSMEs upgrade their technology, increase the credit flow and also bring them to platforms like this (World Trade Expo) to showcase their product. Such activities essentially generate employment," Adding to it, Panda said there are people who have skills, they don't know how to scale it.

Resulting to a guerry on the credit.

skills, they don't know how to scale it.

Replying to a query on the credit flow is specified to the control of the credit flow is good among MSMEs. "Last year we have released Rs 1,280 crore as subsidy that means the credit flow has been an investment of about Rs 4,000 crore only in PMEGP scheme. The government official added that there are other schemes that are giving guaranteed credit flow as well. He further added that Goods and Services Tax regime will make the credit accessibility much easier for these MSMEs as most MSMEs are moving into formal sector (with GST).

Panda who was present on the day one of the cape, said, "There are around 60 million MSMEs in India and they contribute 90 per cent to



the industrial sector of the country. It is time for these MSMEs to look beyond borders and showcase their skills and excellence to the global monter?

skills and excellence to the global market."
While Sonia Sethi, IAS, Addition-al Director General of Foreign Trade, Directorate General of For-eign Trade, Mumbai said, "India's Foreign Trade Policy alms to In-creases share of Indian exports in world exports to 3.5 per cent from the current 2 per cent." Through a video message, Minister for Com-merce and Industry, Suresh Prabbu said, "Size of the Indian economy shall grow from USD 2.5 trillion to

USD 5 trillion and it will become the third largest economy in the next few years. With growth in the econo-my our international trade will also

ms our international trade will also grow."

The two-day expa which hosted representatives of 37 countries will turn into a bi-annual event, revealed Vijas Kalanti, President, All India Association of Industries (AIAI) and Vice Chairmax, World Trade Centre Mumbal. He added, 'In future, we will consider making this expa a bi-annual event and invite more than 50 countries to participate in it," World Trade Expa 2017 is jointly oreanised by All India Association of





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मुंबई के वर्ल्ड ट्रेंड सेंटर में वर्ल्ड ट्रेंड एक्सपो 2017 का शुभारंभ किया गया। इस एक्सपो में सूक्ष्म, छोटे और मध्यम 📙 उद्यम (एमएसएमई) को वैश्विक बाजार में उनके कौशल और उत्कृष्टता का प्रदर्शन करने का अवसर मिलेगा। इस अवसर पर ऑल इंडिया असोसिएशन ऑफ इंडस्ट्रीज के अध्यक्ष विजय कलंत्री, वर्ल्ड ट्रेड सेंटर मुंबई के वाइस चेयरमैन, अरुण कुमार पांडा और केवीआईसी के अध्यक्ष विनयं कुमार सक्सेना मौजूद थे।



## मुंबईत वर्ल्ड ट्रेड एक्स्पोला उत्स्फुर्त प्रतिसाद

ट्रेड सेंटर येथे आंतरराष्ट्रीय वर्ल्ड ट्रेड एक्स्पो-२०१७ नुकतेच यत्रस्वीरित्या घेण्यात आले.

या एसपोमध्ये फेर, ब्राहित्त, साउच आफ्रिस, बाम्लादेश, जॉर्जिया, बीलंबर, बायलंड, इंग्रेनेशिया अशा जवळजवळ ३५ देशांनी, गुजरात, महाराष्ट्र, तेलंगण, राजस्थान अभा राज्यांनी, तसेच थ्य एम एम ई., एम एम ई., एम आव ही भी... खादी ग्रामअधोग, फोलापूर चण्यत कतस्या अशा मामाजिक संस्थानी, तमेच ठेवलोग्राची, हम्लाक पंत्रकारम् उद्योजकारी मोठ्या संकोते साध्यत केवला. या एक्स्पोमध्ये राष्ट्रीय व आंतरराष्ट्रीय चके व मार्गदर्शकानी उद्योगकृष्टी, मारकारी योजना, आयात-निर्यात काचे सम्बोधन मार्गाझांन बेले. मार्गाङ्का सेंदरच्या संवालिकः स्पा नर्शक यांनी स्पीतांना आवात रियांत वा क्षेत्रात येग्यासाठी शी- देह या ऑपच्या माध्यमानून प्रेरित केले.

संपूर्ण एकस्पीमध्ये एक महत्याचा भाग छाला 'शी-ट्रेड' तावाचे मोबाईल ट्रेडिंग ऑपर, ज्याच्या



मद्रपिने आपन्या भागीय महिला जगतिक पत्रक्रीय आयात निर्यातीचे काम अगदी सहज प्रकारे करू शक्तील. या एकपेट्टरा बऱ्याच महिला उद्योजिकांनी वा शी-देह अंसमध्ये आपले ताव नोट्यले.

संपूर्ण एक्सपो हजारो नव उद्योजकांना शेती, ट्रीका, स्टार्ट-अप, रिजल एस्टेटमध्ये मार्गदर्शन, विद्यानेस नेटवर्विंग आणि विद्यानेस संपर्क मिळवन देश्यात कार्यशाली ठाला. बतर्ड देह सेंटर-मुंबई

(WTC-Mumbal)अणि-1-1 आंख नवनकी कार्यक्रम यापुरेही राजपणार असून उद्योजफांन आंतरराष्ट्रिय पातळीवर नवीन संधी प्राप्त बरून देनार आहे. मुंबईमध्ये नुषल्याच झालेल्या या बर्ल्ड ट्रेड एक्स्पेमुळे आणि वर्ल्ड हेड सेंटरच्या संपूर्ण टीममुळे आपल्या देशाचे आणि इतर आंतरराष्ट्रीय देशांचे त्रमेच इतर राज्यांचे औद्योगिक संबंध अधिक दृद पाले असे रूपा नाईक पांनी सांधिकले

## काकसत लोकमान्य लोकशक्ती

# लघुउद्योजकांनी व्यवसाय कक्षा वाढवावी'

## जागतिक प्रदर्शनात डॉ. पांडा यांची अपेक्षा

व्यापार प्रतिनिधी, मंबर्ड

भारतामध्ये सध्या एक कोटीहर अधिक मध्यम आकाराचे उद्योग असन ते भारताच्या उद्योग क्षेत्रासाठी ९० टक्के वाटा देत आहेत. मात्र या उद्योजकांनी आता कक्षा रुंदावणे गरजेचे असून जागतिक बाजारपेठेला आपले अस्तित्व दाखबन देणे गरजेचे आहे. असे मत केंद्र सरकारच्या मध्यम, लघु व सुक्ष्म खात्याचे सचिव डॉ. अरुणकुमार पांडा यांनी व्यक्त केले.

भारतामधील खादी तसेच ग्रामोद्योग, सुक्ष्म, लच्, मध्यम उद्योगांना जागतिक बाजारपेठेत आपला प्रभाव दाखविण्यासाठी 'वल्डं टेड एक्स्पो २०१७' हे प्रदर्शन महणजे एक मोटा मंच

आहे. या प्रदर्शनामुळे मध्यम उद्योजकांना जागतिक पातळीवर आपला प्रभाव दाखविण्याची मोठी संधी दिली आहे. असेही ते महणाले

टेड एक्सो'च्या 'खल्डे उद्घाटनप्रसंगी वे बोलत होते. 'ऑल इंडिया असोसिएशन ऑफ इंडस्ट्रीज' (एआयएआय) आणि वर्ल्ड ट्रेड सेंटर, मुंबई यांच्या संयुक्त विद्यमानाने या प्रदर्शनाचे आयोजन करण्यात आले. दोन दिवस चालणाऱ्या या प्रदर्शनात विविध ३७हन अधिक देशांचे प्रतिनिधी, भारतामधील पाच राज्ये तसेच ३० हन अधिक औद्योगिक पट्टपातील उद्योजक सहभागी झाले. वर्ल्ड ट्रेड सेंटर, मंब्र्डचे डॉ. पांडा यांनी या प्रदर्शनाचा उद्योग जगताला लाभ होणार असल्याचा उद्धेख केला.

:टोक्सता Tue, 21 November 2017 epaper loksatta.com//c/2388990





www.jagran.com November 28,2017

## प्रभु ने लगाया अनुमान, कुछ सालों में 5 ट्रिलियन डॉलर की हो सकती है भारतीय अर्थव्यवस्था

Publish Date: Thu, 16 Nov 2017 06:31 PM (IST) | Updated Date: Thu, 16 Nov 2017 06:48 PM (IST)



भारत चीन के बाद ब्रिक्स देशों में दूसरी सबसे बड़ी अर्थव्यवस्था वन चुका है

नई दिल्ली (जेएनएन)। वाणिज्य और उद्योग मंत्री सुरेश प्रभू ने आज विश्वास जताया है कि निर्यात अर्थव्यवस्था की गति को आगे बढ़ाएगा क्योंकि हमारी अर्थव्यवस्था दोगुनी होकर 5 ट्रिलियन डॉलर (खरब डॉलर) होने के करीब है। साथ ही उन्होंने यह भी कहा कि आने वाले वर्षों में भारत दुनिया की तीसरी सबसे बड़ी अर्थव्यवस्था बन जाएगा।

वर्ल्ड टेड एक्सपो 2017 में सुरेश प्रभू ने कहा, "हमारी अर्थव्यवस्था अब 2,5 खरब डॉलर से बढ़कर 5 खरब डॉलर हो जाएगी और अगले कुछ सालों में यह तीसरी सबसे बडी अर्थव्यवस्था बन जाएगा। ऐसे आर्थिक विकास के साथ, हमारा अंतर्राष्ट्रीय व्यापार भी बढ़ेगा।" पिछले हफ्ते अमेरिकी ब्रोकरेज बैंक ऑफ अमेरिका मेरिल लिंच ने अनुमान लगाया था कि भारता साल 2028 तक जापान को पछाडते हुए तीसरी सबसे बड़ी अर्थव्यवस्था बन जाएगा क्योंकि अगले दशक में इसकी जीडीपी के 10 फीसद की दर से बढ़ने का अनुमान है।



# वर्ल्ड ट्रेड एक्सपो में उद्योग विभाग को बेहतर रेस्पांस



जयपुर (कासं)। मुंबई में गुरुवार से शुरु हुए दो दिवसीय वर्ल्ड ट्रेड एक्सपो में राजस्थान के उद्योग विभाग की स्टॉल को शानदार रेस्पांस मिल रहा है। मुंबई में आयोजित दो दिवसीय वर्ल्ड ट्रेड एक्सपो का गुरुवार को केन्द्रीय एमएसएमई सचिव अरुण कुमार पण्ड्या ने उद्घाटन किया। एक्सपो में राजस्थान के प्रभारी पीआर शर्मा ने बताया कि एक्सपो में राजस्थान के औद्योगिक विकास, औद्योगिक विकास की योजनाओं और संभावनाओं की जानकारी लेने के लिए निवेशकों का तांता लगा रहा है। उद्योग विभाग ने पीआर शर्मा के नेतृत्व में उपनिदेशक सुभाष शर्मा के साथ ही आनंद शर्मा व शुभम पारी के दल को 16 और 17 नवंबर को दो दिन तक चलने वाले एक्सपो में हिस्सा लेने के लिए भेजा है। राजस्थान के दल द्वारा उद्योग विभाग, रीको, बीआई, आरएफसी आदि की योजनाओं की जानकारी दो दिवसीय वर्ल्ड टेड एक्सपो में प्रभावी तरीके से दी जा रही है।

> Page No. 12 Nov 17, 2017 Powered by: erelego.com

# **Business Standard**

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

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

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



Suresh Prabhu, Commerce and Industry Minister

Commerce Minister Suresh Prabhu on Thursday exuded confidence that exports will gather momentum going forward as the economy is on course to double to \$5 trillion and become the third largest in the world, over the next few

"Our economy shall grow from \$2.5 trillion now

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

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

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

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

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

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

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

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

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

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

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

Representatives from over 37 countries are participating in the expo. These countries account for 17 per cent of the country's total trade.



Suresh Prabhu sees economy touching \$5 trillion in a few years (./news/192901/suresh-prabhu-seeseconomy-touching-5-trillion-in-a-few-years)

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

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

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

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

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

Mr. Kalantri further added, that more than 35 Countries and Prominent State Government namely Maharashtra, Guiarat, Telangana and Rajashtan will also participate to showcase trade and investment opportunities in their respective states. The highlights of the Expo are Exhibition, Country Presentations, 828 Meetings, Panel Discussion for Women Entrepreneurs, Business Talk

and Workshop on How to Start Exports. World Trade Expo 2017 will witness the participation from various segments of MSMEs, KVIC Exhibits, Industry Clusters, Start-Ups, Women Entrepreneurs and State Governments. The Expo is expected to a tract more than 5000 business visitors engaging in the Conference, B2B and B2G sessions organised during these two days.

The focus sectors of the World Trade Expo are Trade/ Investments, Health & Personal Care, Education, Agro and Food Processing, Technology, Tourism and Culture etc.



WORLD

#### Prabhu sees economy touching \$5 tln in a few years **NEWS** TV

November 16, 2017 LUPDATED 17:25 IST

A + A -

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

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

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Representatives from over 37 countries are participating in the expo. These countries account for 17 per cent of the countrys total trade. PTI AP DSK BEN BEN BAS

## The Afternoon BUSINESS DESPATCH & COURIER

#### Dr. Panda to inaugurate the World Trade Expo 2017

World Trade Expo 2017 (WTE) being organized by the All India Association of Industries (AIAI) and World Trade Centre Mumbai from 16-17 November 2017, at the World Trade Centre, Cuffe Parade, Mumbai. The Expo aims to provide an ef-fective platform to interact and discuss business oppor-tunities with the Business Associations / Consulates / Embassies / Bilateral Cham-



Medium Enterprises (MSME) - Secretary, Govt of India Dr. Arun Kumar Panda will be Embassies / Bilateral Cham-bers / Diplomats and promi-nent State Government Officials, said Vijay Kalantri, President, All India Associa-tion of Industries and Vice Chairman World Trade Cen-tre Mumbai. Odisha and Telangana shall Ministry of Micro, Small & participate to share the in-

vestment opportunities of their respective states and countries

Countries.

The Expo is expected to attract more than 3000 visitors engaging in the Conference, B2B and B2G sessions organised during these two

Main features of this expo is to facilitate the opportu-nity in Trade and Invest-ments, Sector focus on Health & Personal Care, Ed-Health & Personal Care, Ed-ication, Agriculture, Tourism & Culture, Start-Ups and Information Tech-nology etc, Chief Secretary, Government of Maharash-tra, Sumit Mullick, shall be the Chief Guest to give away the Certificates and Awards.

driven entrepreneurs every day in the Afternoon D&C's 'Open for Business' column for some inspiration of your own. If you know someone who just 'has' to feature here, write to our Senior Business Correspondent, dominic.rebello@afternoondc.in

#### Bullet daily news

World Trade Expo 2017

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

Expo 2017

World Trade Expo Jüll 7, the first of its kind exent is being organized by World Trade Centre, No the All India Association of Industries (4/46) from 15 -17 November 2017 at World Trade Centre, No.

The Dago aims to provide an effective platform to interest and discuss business opportunities with Consideral Unitarylety Balancies (Basterio Grandson) item notional business Representatives and Officials from the State Government and Tode Promotions and Government Organization, said Mr. Vijav Kalanti, Penidem, All India Association of Industries and Visa Chairman, World Tode Centre Mambal.

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Would Trade Expo 2022 will witness the partitipation from sealous segments of MSMEs, KAC Eablite Industry Clothen, Start-Que, Wilmens from printers and State Governments. The Capa is exposed extent may then 2000 business violate amongsting in the Conference, 222 and 320 unusiess angests design their two delivery.



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

BY PTI | UPDATED: NOV 16, 2017, 06.39 PM IST

Post a Comment

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ESTD 1945

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Nov 16, 2017 GF-08 PM IST | Source PTI

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PTI @moneycontrolcom









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Commerce and Industry Minister Suresh
Prabhu today exuded confidence that exports
will gather momentum going forward as the
economy is on course to double to \$5 trillion
and become the third largest in the world,
over the next few years. "Our economy shall
grow from USD 2.5 trillion now to USD 5
trillion and it will become the third largest
over the next few years. With such an

economic growth, our international trade will also grow," Prabhu told World Trade Expo 2017 here in a video message. Earlier this week, the American brokerage a Bank of America Merrill Lynch had said projected that India would overtake Japan to become the third largest economy in the world by 2028

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**Panel Discussion** 

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#### Who should Attend

**Business Leaders ◆ MSMEs** Exporters • Importers Travel Agents **Trade Consultants Distributors • Students** Trade Organisations

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## WORLD TRADE EXPO 2017

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

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

#### Who should attend

Business Leaders | MSMEs
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#### **Other Attractions**

KVIC Exhibits | Industry Clusters Start-Ups | Women Entrepreneurs

#### **Business Opportunities**

Trade | Investment | Health Care Education | Tourism | Technology Agro & Food Processing

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

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## World Trade Expo 2017

Expo Center, World Trade Centre Mumbai 16 -17 NOVEMBER, 2017

#### **Other Attractions**

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

Exhibition | Country Presentations B2B Meetings | Export Workshop Business Talk

**Panel Discussion for Women Entrepreneurs** 

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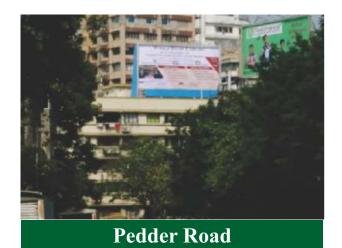


#### **Outdoor Media Campaign**

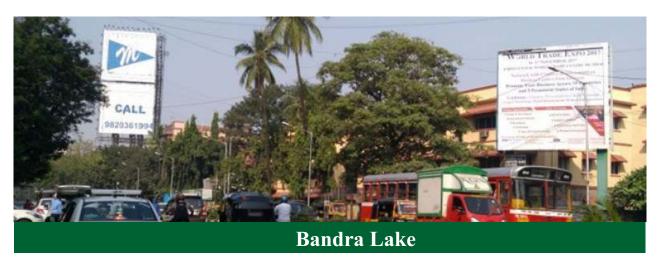




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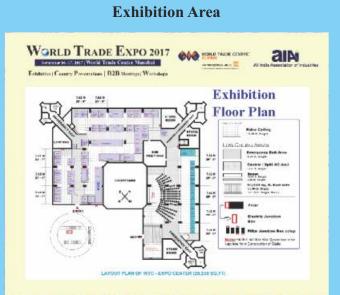
#### **Venue Arrangements**















#### **Standees**



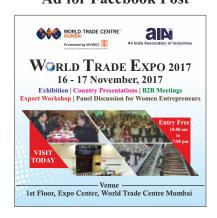


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