



**WORLD TRADE CENTRE®  
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M. Visvesvaraya Industrial Research and Development Centre



**All India Association of Industries**



## Proceeding Report

# WORLD TRADE EXPO 2018

October 29-30, 2018

Expo Center, World Trade Centre **Mumbai**

**Exhibition | Conference | B2B / G2B Meetings**





**MVIRDC**

M. Visvesvaraya Industrial Research and Development Centre



## **Bharat Ratna Sir M. Visvesvaraya**

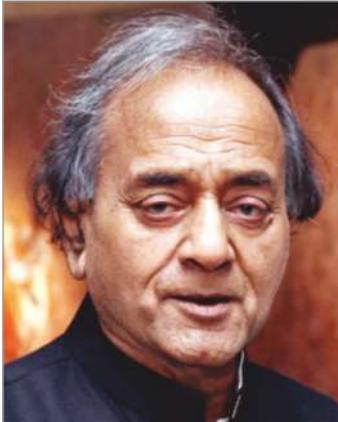
(15 September, 1860 - 14 April, 1962)

MVIRDC World Trade Centre Mumbai is the realization of the vision of one man - Sir M. Visvesvaraya - engineer, scientist, and a great son of India. Named after him, M. Visvesvaraya Industrial Research & Development Centre (MVIRDC) is a company registered and licensed under Section 25 of the Companies Act, 1956 (currently Section 8 of the Companies Act, 2013). MVIRDC is the promoter of World Trade Centre Mumbai, which stands tall as a symbol of excellence in industry and trade services.

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## Preface



**Mr. Kamal Morarka**  
Chairman  
MVIRDC World Trade  
Centre Mumbai

It gives me great pleasure to say that MVIRDC World Trade Centre Mumbai's flagship event World Trade Expo stands testimony to our philosophy of 'Connect Locally Trade Globally'.

International trade enhances the income generating capacity of a nation. The objective of World Trade Expo 2018 is to empower MSMEs, women entrepreneurs and industry clusters that aspire to expand their business footprint in the global market.

The overwhelming response received from more than 30 countries to this event demonstrates the willingness of foreign governments and investors to partner with the Indian business community.

I am proud to say that India is a promising trade partner in the emerging scenario of trade war and anti-globalisation rhetoric. Government of India believes in trade liberalization and fostering fruitful economic relationship with the participating countries. International trade and cross-country cooperation are essential for the success of Government of India's flagship programmes such as Make in India, Skill India, Digital India and Smart Cities.

I extend my profound gratitude to Shri. Suresh Prabhu, Hon'ble Minister of Commerce & Industry, Department of Commerce, Government of India for sharing his goodwill message for the event. I also take this opportunity to offer my sincere appreciation to Mr. Jayakumar Jitendrasinh Rawal, Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra for his gracious presence at the event.

World Trade Expo 2018 showcased the manufacturing excellence of Indian MSMEs, women entrepreneurs, Khadi and Village Industries, and industry clusters to the global audience. I am delighted that several state governments are promoting exports from their states as is evidenced from the participation of seven states at the event. An effective export promotion strategy must involve all levels of the administration right from the central government to the local bodies.

Diplomats and trade representatives from the participating countries showcased the business climate and market opportunities in their countries. They also highlighted the potential for cooperation in areas such as tourism, education and infrastructure.

The United Nation's Sustainable Development Goals (SDGs) has broadened the vistas of international cooperation to areas such as clean energy, climate-smart agriculture, sustainable aquaculture, healthcare and smart cities. The event offered a platform for least developed countries, middle income countries and high income countries to exchange best practices on sustainable development goals.

As countries across the world are bracing for the fourth industrial revolution, India's start-up enterprises demonstrated their excellence in new age technologies such as artificial intelligence, robotics, machine learning, 3D printing and so on. World Trade Expo featured an excellent line-up of exhibitions, country presentations, B2B meetings and field visit. As we successfully conclude the second edition of World Trade Expo, this report documents the key highlights of the event and records the key discussions and deliberations.

We are confident that the report will serve as a useful reference for diplomatic corps and other government agencies, trade and industry, academic institutions and students.

## Executive Summary



**Mr. Vijay Kalantri**  
Vice Chairman  
MVIRDC World Trade  
Centre Mumbai &  
President  
All India Association of  
Industries (AIAI)

World Trade Expo 2018 served as an effective forum for the exchange of trade and investment opportunities in more than 30 countries and seven state governments of India. These 30 countries represent all the continents of the world and they belong to various stages of economic development as some are least developed countries, while others fall in the middle income or high income categories.

These 30 countries represent 19% of the world population and contribute 14% to global GDP. Trade with these countries account for 18% of India's total trade and India receives 37% foreign direct investment (FDI) from these countries.

The participating countries together contribute more than 20% to world exports and around 18% to world imports. Four of the participating countries figure in the top 10 exporters of food, while two participating countries are among the world's top 10 exporters of fuel and mining products.

Countries such as Indonesia and Malaysia are part of the ASEAN group, with which India is trying to bolster relationship through its Act East Policy. Countries such as Bangladesh, Sri Lanka and Bhutan are part of the BIMSTEC group, with which India is championing regional cooperation.

At World Trade Expo 2018, diplomatic corps from these countries and delegates from Indian industry reviewed the unfolding opportunities for partnership in trade, investment, tourism, skill development and other areas. Senior officials from

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

More significantly, the event provided a valuable networking opportunity for micro, small and medium enterprises, women owned businesses, industry clusters and startup enterprises and set the stage for their engagement with the participating countries. The event witnessed participation from more than 1200 delegates and generated 2000 B2B and B2G meetings.

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

We are confident that events like this will be a catalyst for mutually beneficial economic relations among different countries. The outcome of this event owes in no small measure to the willingness of the participating countries in strengthening greater ties with India.

This report presents a detailed account of the key highlights of this event and puts forward actionable policy measures to enhance the global footprint of the Indian MSMEs.

We hope readers will find the substance and recommendations of the report useful as we continue our endeavors to strengthen the bridges between the local industry and diplomatic corps of foreign countries.

# Programme Schedule

October 29, 2018

| TIME                | PROGRAMME  |
|---------------------|--|
| 9.00 am – 10.00 am  | Registration   |
| 10.00 am – 10.30 am | Inauguration of the World Trade Expo<br>By Chief Guest and other dignitaries and visit to the Expo   |
| 10.30 am – 10.40 am | <b>Welcome Address</b><br><b>Mr. Vijay Kalantri</b> , Vice Chairman, MVIRDC World Trade Centre Mumbai  |
| 10.40 am – 10.50 am | <b>Special Address on 'India in the emerging world trade scenario'</b><br><b>Dr. Rajan Sudesh Ratna</b> , Economic Affairs Officer, Trade, Investment and Innovation Division, UNESCAP |
| 10.50 am – 10.55 am | <b>Special Address on 'Africa as a Strategic Partner to India with a focus on Rwanda'</b><br><b>H.E. Mr. Ernest RWAMUCYO</b> , High Commissioner of Rwanda in India                    |
| 10.55 am – 11.00 am | <b>Special Address on 'EU as a Strategic Partner to India with a focus on Poland'</b><br><b>Mr. Damian Irzyk</b> , Consul General of Poland in Mumbai                                  |
| 11.00 am – 11.10 am | <b>Release of following publications:</b><br>1. <b>India and Free Trade Agreements: Opportunities and Challenges</b><br>2. <b>Country Profiles: World Trade Expo 2018</b>              |

|                         |  |
|-------------------------|--|
| 11. 10 am – 11.25 am    | <b>Address by Chief Guest</b><br><b>Amb. Manoj K. Bharti</b> , Additional Secretary (ED and States), Ministry of External Affairs, Government of India   |
| 11.25 am – 11.30 am     | <b>Video Message by</b><br><b>Mr. Suresh Prabhu</b> , Minister of Commerce & Industry and Civil Aviation, Government of India  |
| 11.30 am – 11.35 am     | <b>Vote of Thanks by</b><br><b>Capt. Somesh Batra</b> , Vice Chairman, MVIRDC World Trade Centre Mumbai  |
| 11.35 a.m. – 01.30 p.m. | <b>Moderated Session on Country Presentations with emphasis on export competitiveness</b><br><b>Overview on</b><br><b>Doing Cross-border Trade and Investment</b><br><b>Mr. Michael Green</b> , General Manager-India, Sannams4<br><b>Country Presentations:</b><br>Afghanistan<br>Argentina<br>Bangladesh<br>Basque<br>Ecuador<br>Egypt<br>Ethiopia<br><br>Moderator: <b>Dr. Rajan Sudesh Ratna</b> , Economic Affairs Officer, Trade, Investment and Innovation Division, UNESCAP<br>Followed by Question & Answer |
| 1.30 p.m. – 3.00 p.m.   | Networking Lunch   |
| 03.00 p.m. – 04.30 p.m. | <b>Moderated Session on Country Presentations with emphasis on Export Competitiveness</b><br>Hungary<br>Malaysia   |

|                         |   |
|-------------------------|---|
|                         | Mauritius<br>Poland<br>Rwanda<br>South Africa<br>Taiwan<br>Uzbekistan<br><br>Moderator: <b>Dr. Rajan Sudesh Ratna</b> , Economic Affairs Officer, Trade, Investment and Innovation Division, UNESCAP<br>Followed by Question & Answer |
| 04.30 p.m. – 06.00 p.m. | B2B Meeting   |
| 06.00 p.m. – 08.00 p.m. | <b>Cultural Programme</b><br>'The Dance of Goddess' by Aadi Shakti<br>'Tari Piring', 'Tari Indang Kombinasi' and 'Tari Jaipong' by Indonesian dance troupe  |

October 30, 2018

| TIME                    | PROGRAMME   |
|-------------------------|---|
| 10.30 a.m. – 01.00 p.m. | <b>Open House Meet with:</b><br><b>Session Chair:</b><br><b>Dr. Harshdeep Kamble</b> , Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra<br><b>Panellists:</b><br><b>Mr. Sambhaji Chavan</b> , Senior Deputy Director General of Foreign Trade, Directorate General of Foreign Trade, Mumbai<br><b>Mr. Ramesh Chander</b> , Commissioner – Customs, Mumbai<br><b>Mr. Subhash Agrawal</b> , Commissioner of Customs, Nhava Sheva, Jawaharlal Nehru Customs House, Department of Revenue, Ministry of Finance<br><b>Dr. Rajat Srivastava</b> , Director & Regional Head, EEPC INDIA, Western Region |

|                         |   |
|-------------------------|---|
| 1.00 p.m. – 1.15 pm     | <b>Special Address on</b><br><b>Mr. Jayakumar Jitendrasinh Rawal</b> , Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra  |
| 01.15 p.m. – 02.30 p.m. | Networking Lunch  |
| 2.30 p.m. – 3.00 p.m.   | <b>Moderated Panel Discussion on 'Rise in Social Status of Women in Society'</b><br><b>Panellists:</b><br><b>Ms. Neha Kare Kanabar</b> , Founder, Unimo Universe of Moms<br><b>Ms. Zenobia Khodaiji</b> , Consultant and Life Coach on Mind Mapping, Healing Processes, Law of Attraction and Neuro Linguistic Programmes<br><b>Ms. Chaitali Chatterjee</b> , Founder, Women Entrepreneurs Enclave<br><b>Ms. Jyoti Agarwal</b> , Founder, Maa2Mom Global Online Community<br><b>Ms. Leena Ahluwalia</b> , Gemologist, Spiritual Guide and Face Reader<br><b>Ms. Asia Women of Universe Navnidhi K Wadhwa</b><br>Moderator: <b>Ms. Simran Ahuja</b> , International Celebrity Anchor |

## Video Message



**Mr. Suresh Prabhu, Minister of Commerce & Industry and Civil Aviation, Government of India**

“India is poised to increase its share in global trade. Already, in 2017-18, India’s exports have recovered and started growing at 9% after declining for several years. I am very happy to note that India’s exports started recovering during my tenure as Minister of Commerce. In the current year, India’s exports are growing at 15-16%, despite a small blip in last September.”

“India’s Ministry of Commerce is working on a very comprehensive strategy to promote exports. We have already prepared a comprehensive roadmap on how to promote India’s exports. For the first time in India’s history, Government of India called all the line ministries

together to discuss the strategy to promote exports. As part of this strategy, each one of the line ministry has been given a target and ideas to enhance exports. The implementation of this strategy is monitored on a real time basis and it is improved on a day-to-day basis. I would like to inform that the Ministry of Commerce has already prepared and cleared the agriculture export policy, which will soon be cleared by the cabinet. We have also prepared a policy for each and every territory or geography what can happen and what will happen. Officials from India’s Commerce Ministry are holding meetings with their counterparts in African countries, where India’s export share is hardly 8%. Our officials are also holding discussions with their counterparts in Latin America, where there are 22 countries and despite this, the region’s share in India’s total exports is small. Government of India is also identifying potential new markets in central Asia.”

“The Ministry of Commerce has also prepared a strategy for champion sectors in services to promote exports. As part of this strategy, 12 champion sectors have been identified with an export potential of Rs 5,000 crore. We are working on this strategy to encourage India’s services sector exports.”

I am not able to attend the World Trade Expo 2018 in person. However, I would like to share my best wishes for the success of the event.”



## Special Address

Mr. Jayakumar Jitendrasinh Rawal, Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra

"World Trade Expo 2018 is a wonderful platform to showcase India's global commercial excellence highlighting India's role in the emerging world trade map, cross border exchange and investments. The business environment in India has evolved consistently, thereby assisting in creating and sustaining avenues for growth in the country."

"I am certain that World Trade Expo 2018 will emphasise on the opportunities created by progressive initiatives by the government such as Digital India, Make in India, Start-up India and Skill India, wherein the advent of technology and India's expertise with sophisticated technology has been playing a crucial role."

"Tourism has been a significant business contributor to the economic spectrum. Over the last few years, tourism has experienced continued expansion and diversification and it has become one of the fastest growing sectors in the world. The tourism sector considerably contributes to the country's economic growth."

"According to a recent study, the international tourist arrival worldwide has grown from 25 million in 1950 to nearly 1.3 billion today. The sector also represents an estimated 10% of the world's GDP and one in ten jobs globally. The United Nation World Tourism Organisation (UNWTO) expects the tourism to continue to grow at an average of 3% annually until 2030."

"As for Maharashtra, tourism has been continuously driving economic growth. Several measures have been taken to offer a more holistic experience to the travellers and generate job opportunities for the local community."

"We are more connected to the world today than we have ever been. The impact of digital revolution has snowballed exponentially into wider corners of the world. As the theme of this year's World Tourism Day rightly suggested our country has benefited from a steady growth of travellers, which can be attributed to the digital advances in various fields."

"This year, the digital evolution and innovation have taken centre stage for the continued growth in conjunction with greater sustainability in tourism."



**Mr. Jayakumar Jitendrasinh Rawal, Minister of Tourism, Employment Guarantee Scheme, Government of Maharashtra**

"I am happy that the World Trade Expo 2018 also highlights the prospects of Women Entrepreneurship. The UN WTO global report 2010 highlighted the aspect of Women in Tourism. The tourism sector is a vital component for economic development through foreign earnings and generates employment opportunities."

"The Tourism Policy 2016 is expected to generate 10 lakh new jobs and is focussed on promoting private investment and accelerating project implementation through a public private partnership model."

"The tourism sector has huge potential to generate significant employment opportunities for women. There is a streamlined focus on mega and MSME tourism units. We are also leveraging all state and central skill development schemes. We are facilitating the Ministry of India's Hunar Se Rojgar Tak programme in Maharashtra."

In association with hospitality institutes like IHM-Mumbai, MTDC has carried out various hospitality courses comprising of six to eight weeks duration such as food production, food and beverages, bakery and patisserie, housekeeping utility and certified guide training programme across the state of Maharashtra."

"I would hence like to express my sincere gratitude to the organizers, investors and other stakeholders for their constant support. I am sure that the productive discussions by several business experts will support in framing new strategies and achieve our objectives."

## Inaugural Session



**Amb. Manoj K. Bharti, Additional Secretary (ED and States), Ministry of External Affairs, Government of India**

Speaking on this occasion, Amb. Manoj K. Bharti, Additional Secretary (ED and States), Ministry of External Affairs, Government of India said, "I am pleased to attend this prestigious event on the very first day of my assuming office at the division of economic diplomacy and states."

"The 2nd Edition of World Trade Expo, which has, in its relative infancy, managed to make a mark for itself as a distinct but distinguished forum for promotion of trade and commerce. It owes this success in no small measure to the dedication of the All India Association of Industries (AIAI)."

Speaking about the measures of Government of India to promote trade, Amb. Bharti said, "Economic diplomacy is a crucial element of our government's foreign policy. In keeping with India's growing economic strengths and potential, the Ministry of External Affairs, through the Economic Diplomacy & States Division, endeavors to utilize economic diplomacy to provide a diplomatic fillip and strategic direction to the government's policies and actions aimed at the holistic and inclusive development."

"Government of India has undertaken a number of initiatives during the last four years to provide a focused direction to economic diplomacy. Our efforts are aimed at ensuring greater coordination between the central government, state governments, business chambers and our missions or posts abroad to promote the global reach of Indian companies."

"India has the global advantage on three major aspects:

Democracy, Demography and Demand."

Speaking further on this subject, Amb. Bharti informed, "The practice of economic diplomacy has been championed at the highest levels, with the Prime Minister addressing the World Economic Forum in 2018, where he delivered the plenary address on the theme of 'Creating a Shared Future in a Fractured World'- a first since 1997."

"And the world has reciprocated those efforts, with the 8th annual Global Entrepreneurship Summit coming to India on November 28-30, 2017 in Hyderabad – the first time it travelled to South Asia."

"Our government has also led a delegation to inaugurate the India Pavilion at the prestigious Janadariyah Festival in Saudi Arabia in February 2018-the first time India was the Guest of Honour country since the festival was started in 1985. These efforts have been in line with the focus of the flagship economic schemes of 'Make in India' and 'Invest India'."

Speaking about the significance of international partnership in skill development, Amb. Bharti said, "Around 50% of India's population or 625 million people are less than 25 years of age. If India has to maintain its strong economic growth, it has to focus on education and skill development."

"We need to partner with countries that can skill our people. We must also emulate the best practices of countries such as Ukraine in this regard. The education system in Ukraine has a 2-year optional diploma programme in industrial training for students after 9th grade."

Amb. Bharti concluded his speech by suggesting AIAI to come out with a report that maps the competitive advantage of different countries in terms of technology, human resource development, trade and investment, among others.

"Such a report will help Government of India strategize its partnership with foreign countries. The report will also guide state governments of India to partner with foreign countries in the areas of their identified potential," he added.

Speaking on this occasion, H.E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda in India said, "India and Africa enjoy a long and historic connection going back centuries. The theme that I have been asked to talk about 'Africa as a strategic partner to India with a focus on Rwanda' is very timely and compelling. It is a discussion we are having at a time when there is truly a renewed momentum, with very tangible outcomes in the partnership between India and Africa. Indeed, the foundation of the relations between modern India and Africa was firmly cemented by Mahatma Gandhi who famously said that 'the commerce between India and Africa will be of ideas and services, not of the manufactured goods against raw materials after the fashion of the Western exploiters'. This was very powerful and visionary. I am happy to note that India has lived upto the wise and farsighted vision of the Mahatma."

Giving an overview of the evolving India-Africa relationship, H.E. RWAMUCYO said, "In the last 15 years, India-Africa bilateral trade has grown 20 times and today it stands at USD 70 billion. This has the potential to grow much faster and needs to cross the USD 100 billion mark in the next couple of years. India's investment in Africa is estimated at about USD 30 billion. Indian entrepreneurs are among the largest contributors to the foreign direct investment (FDI) inflows in Africa."

The Ambassador further added, "Data from Government of India shows, India has given concessional lines of credit equivalent to about USD 7.5 billion supporting about 137 projects in 41 African countries. Increased investments to Africa targeted towards manufacturing and value addition and increased technology transfer will help improve the quality of trade for mutual benefit."

Africa is doing its part to position itself to be a meaningful and attractive player on global trade, investment and business.

Shedding light on the Africa Continental Free Trade Agreement (AfCFTA), the Ambassador said, "The process of ratification of this agreement has started and it will need 22 countries to ratify it to come into force. This will create the largest Free-Trade Area in terms of participating countries since the formation of the World Trade Organisation. According to the United Economic Commission for Africa, AfCFTA will boost intra-Africa trade by 53% by eliminating import duties and non-tariff barriers."



**H.E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda in India**

Speaking about India-Rwanda bilateral partnership, H.E. RWAMUCYO informed, "India and Rwanda are implementing infrastructure development projects worth more than USD 460 million under concessional lines of credit. The development cooperation portfolio between both the countries stands at about USD 550 million covering energy, agriculture, roads and education."

"Rwanda has undertaken reforms to create an investor friendly environment and it has opened borders with visa on arrival for citizens of the world. What is happening in Rwanda demonstrated the overall trend that Africa is taking to engage with India and rest of the world."

Giving details about the high level diplomatic visits, H.E. RWAMUCYO mentioned, "Highest level visits have taken place between India and Rwanda. The President of Rwanda has visited India three times between 2014 and 2018. The Prime Minister of India had a very successful visit to Rwanda in July 2018. This was preceded by the visit of the Vice President of India to Rwanda in February 2017."

"During all these visits, highly impactful agreements and MoUs were signed covering cooperation in trade, defence, agriculture, visa exemptions, cultural exchange, aviation and air connectivity and cultural exchange among others."

H.E. Mr. RWAMUCYO concluded his speech by pointing out that India and Africa will together make a vibrant economy of 3.5 billion people and USD 5 trillion economy, with greater voice in the world trading regime.



**Dr. Rajan Sudesh Ratna, Economic Affairs Officer, South and South West Asia Office of UNESCAP, New Delhi**

Delivering Special Address on 'India in the emerging world trade scenario', Dr. Rajan Sudesh Ratna, Economic Affairs Officer, South and South West Asia Office of UNESCAP, New Delhi said, "At the outset, let me thank the MVRDC World Trade Centre Mumbai for inviting me to this prestigious event. Let me begin my address by highlighting a few statistics. India's share in world trade has risen from 0.49% in 1980 to 2.13% in 2017. On the other hand, India's share in world GDP has risen from 1.64% in 1980 to 3.21% in 2017. India's export of goods and services as share of GDP is 18.8% in 2017, which is far lower than world average of 28.5%. Another major issue with India is the adverse balance of trade whereby India has a trade deficit of around USD 150 billion. The major reason for India's high trade deficit is the considerable import of oil and gold from the world and huge imports from China."

Speaking about the strength of the Indian economy, Dr. Ratna said, "though India has a very strong manufacturing sector, due to its large domestic market, the industry was never desperate to search for global market. Thus, unlike countries in Asia-Pacific, India has not been able to benefit from export led growth. India's export market is well diversified and thus it did not face severe export fall due to global economic recession as its exports were not totally dependent on markets of European Union or USA." Sharing his views on India's engagement in trade agreements, Dr. Ratna said, "India, being a founding member of World Trade Organisation, has given high importance to universal rules based multilateral system and has always championed for multilateralism. Therefore, the country initially did not pursue regional trade agreements (RTAs) aggressively. Although India has signed some RTAs, such as the Asia Pacific Trade Agreement (APTA, earlier known as Bangkok Agreement in 1975), Global System of Trade Preferences (GSTP) [in

1988], SAPTA and South Asian Free Trade Agreement (SAFTA) [in 2006], all of which were South-South agreements that promote trade among developing countries. India is also strengthening its relations with South East Asian countries through its Act East Policy."

Highlighting key concerns in India's trade agreements, Dr. Ratna said, "India has entered into multiple trade agreements with same countries under different forum. Every agreement is different in terms of its scope and coverage, rules of origin and other technicalities. It is difficult for Indian MSMEs to interpret the nuances of these complex trade agreements and take advantage of their benefits. Further, most trade agreements are signed keeping in view the geopolitical consideration rather than the purely economic interest of the country." Explaining other shortcomings of India's trade agreements, Dr. Ratna said, "India's commercial missions lack technical skills to assist the negotiators. Lack of institutional support i.e. not building institutions like EU Trade Commission or USTR in India is another reason why the agreements have not yielded desired results of the negotiations. Though India has an expert Service to deal with trade issues and their frequent transfers in the middle of negotiations, prevent them from pursuing one agreement to its logical end. Clarifying the issue of India's FTA partners dumping their goods in the country, Dr. Ratna said, "As per estimates, only 6% of India's total imports come through the preferential route, while the remaining 94% of the imports do not take advantage of the FTAs signed by India."

Given the importance of services to most of economies in the world, Dr. Ratna suggested Government of India to pursue negotiation on seeking market access on Mode 3 of services from its trading partners, rather than focusing only on mode 1 (which is mostly liberalized) and mode 4 (which is very sensitive to many countries).

Dr. Ratna called for promoting trade finance, bringing in technology, implementing reforms in labour laws, and power sector to improve ease of doing business for exporters.

Speaking on measures to enhance India's participation in global value chains, Dr. Ratna emphasized on promoting outward FDI and liberalizing imports. He said, "Government policy must treat Indian companies' outward investment on par with inward investment."

Dr. Ratna concluded his speech by suggesting India to enhance its competitiveness through adoption of artificial intelligence and bringing in domestic regulations and policies to govern e-commerce, an area which has vast future.



**Mr. Damian Irzyk, Consul General of Poland in Mumbai**

In his remarks, Mr. Damian Irzyk, Consul General of Poland in Mumbai said, "In the past years, European Union-India relations have evolved significantly. They are now encompassing not only trade and development but foreign and security policy, energy, climate change, environment, transport, research and innovation, education, as well as people-to-people contacts. The European Union (EU) is India's largest trading partner, accounting for 13% of India's overall trade, ahead of China and the USA. India is among the EU's top ten partners, with the value of EU exports of goods to India amounting to Euro 42 billion in 2017."

Mr. Irzyk further informed, "Bilateral trade in commercial services has almost tripled over the past decade, increasing from Euro 10 billion in 2005 to Euro 29 billion in 2016. In 2016, the EU exported services worth Euro 14 billion, of which ICT, transport and travel are the dominant ones. India exported Euro 15 billion worth of services, which largely includes business services, ICT and travel." "EU is the second largest investor in India, with Euro 70 billion of cumulative FDI from April 2000 to March 2017, accounting for almost one-quarter of all investment flows into India. The EU is also key destination for India's outward investment."

Sharing his views on the Polish economy, Mr. Irzyk said, "Being the member of the European Union since 2004, Poland is one of the most attractive locations for foreign investments within the EU. International reports highlight the steady economic growth in the past 30 years, as well as educated and competent human resources – regularly scoring high in all human capital indices. Poland's 38-million strong consumer market is one of the biggest in Europe. The country's favourable location, in the center of Europe, where the main communication routes intersect, makes it possible to export goods to all European countries and thus reach over 500 million consumers."

"During global economic crisis 10 years ago, Poland has only strengthened its position in the region of Central Europe and all over the continent. Our economic growth this year will reach 5.1% which is well above the EU average," Mr. Irzyk added.

"According to the recent World Bank report, Poland is listed among the most connected countries in Europe, mainly because of its strong infrastructure transport links, which spur international trade of goods and services. During our economic transition, we boosted our links with Germany, the best connected country in Europe. Additionally, Poland leveraged its growing ties to Germany to develop connections with that country's trading partners and expand trade to broader markets within Europe and beyond," Mr. Irzyk informed.

Mr. Irzyk concluded his remarks by highlighting the tourism potential of Poland. He said, "European tourists are enchanted by Polish hospitality and friendliness, Poland's cultural heritage, pristine environment and the country's natural landscape and the highest quality of reasonably priced service. Surprisingly, this part of Europe is still waiting to be discovered by Indians."



**Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Centre Mumbai**

Delivering Welcome Address for the inaugural session, Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Centre Mumbai said, "World Trade Expo 2018 brings together diplomats and business delegates from more than 30 countries, seven state governments of India, industry clusters, Khadi and Village Industries, micro, small and medium enterprises (MSMEs)."

"MSMEs are the backbone of the Indian economy as they contribute about 45% to the manufacturing output, more than 40% to the total exports and around 8% to the GDP. MSMEs in India produce more than 6000 products ranging from traditional to high-tech goods."

Speaking further about the event, Mr. Kalantri said, "World Trade Expo 2018 is in line with our philosophy of 'Connect Locally, Trade Globally'. Government of India's ambitious programmes such as Make in India, Skill India and Digital India are also part of the theme of this event."

"I am confident that World Trade Expo will promote trade, investment, technology collaboration, joint ventures with the participating countries. As Indian economy is growing at more than 7%, we look forward to technological collaborations and joint ventures with our neighbours and other countries."

"India is opening its economy to global investors and business partners at a time when some other countries have started taking trade restrictive measures. In future, India and its trade partners must consider settling trade in local currencies."



**Capt. Somesh Batra, Vice Chairman, MVIRDC World Trade Centre Mumbai**

In his Vote of Thanks, Capt. Somesh Batra, Vice Chairman,

MVIRDC World Trade Centre Mumbai said, " We are indeed privileged , honoured and grateful to the eminent panellists, representatives of over 30 countries and the delegates to join us for the WTC Expo being held here.As you will all agree, international trade is the engine of economic growth and a key dimension of foreign policy of a country."

"The role of small and medium enterprises is significant in international trade. The inaugural session generated valuable insights on India's international trade, trade agreements and use of local currency for settling bilateral trade."

"Some of the issues emphasized during the session are: the imperatives of enhancing negotiating skills for trade agreements, the need for attaining trade balance and improving ease of doing business."

"Distinguished speakers also highlighted the significance of e-commerce in promoting international trade. I am happy to note that delegates from many African countries are participating in this event. Africa is an emerging economic region with immense potential in tourism, mining, infrastructure and other sectors."

"We had the privilege to hear from the Consul General of Poland to Mumbai. Poland is a fast growing economy in the European Union and India has huge potential for collaboration with this country."

"I thank all the dignitaries for sharing their valuable perspectives at the session. I also thank all our exhibitors, distinguished delegates in the audience and members of media for their continued support."



Hon'ble dignitaries at World Trade Expo 2018. (From Left to Right) Ms. Rupa Naik, Senior Director, MVIRDC World Trade Centre Mumbai, Mr. Y. R. Warekar, Director General, World Trade Centre Mumbai, Mr. Damian Irzyk, Consul General of Poland in Mumbai, Mr. Vijay Kalantri, President, All India Association of Industries and Vice Chairman, MVIRDC World Trade Centre Mumbai, Amb. Manoj K. Bharti, Additional Secretary (ED and States), Ministry of External Affairs, Government of India, H.E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda in India, Dr. Rajan Sudesh Ratna, Economic Affairs Officer, Trade, Investment and Innovation Division, UNESCAP and Capt. Somesh Batra, Vice Chairman, World Trade Centre Mumbai

## Country Presentations

In this session, diplomats and trade representatives from more than 12 participating countries made presentation on trade and investment opportunities in their countries. The session began with a brief presentation on market entry strategy by Sannam S4, which assists global companies in entering and expanding in foreign markets.



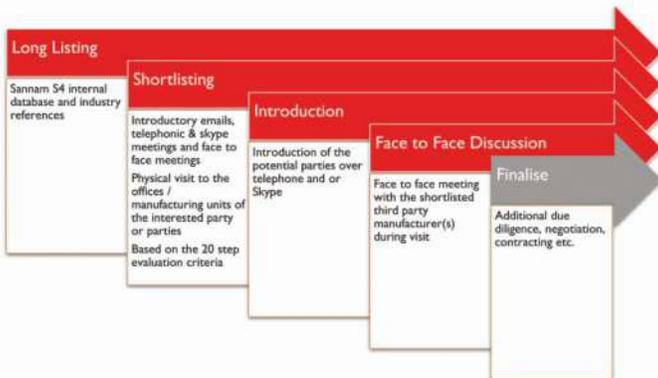
**Mr. Michael Green, General Manager-India, Sannam S4**

Mr. Michael Green, General Manager-India, Sannam S4 said his company is present across four continents with a staff strength of around 190. The company has assisted more than 350 organisations to explore, expand and enter into markets such as India, China and Brazil. The company is launching support network in other markets such as Australia, Canada, Colombia, Eastern Europe, France, Germany, Hong Kong, Indonesia, Italy, Malaysia, Mexico, Russia, UAE, Singapore, Thailand, UK, USA and Vietnam. In India, the company has set up US Business Centers to support American companies enter into the Indian market.

Sannam S4 guides companies in exploring new markets by conducting market research and opportunity assessment in the target market. It also supports the company with identification of right business partners and development of sales channel in the new market. Apart from market entry strategy, Sannam S4 also offers supports companies in day to day operations such as finance, accounting, payroll processing, tax compliance, human resource support and company secretarial practice.

Mr. Green concluded his presentation by sharing a few tips for companies looking to enter new markets. He said foreign investors must consider the following factors before entering into new markets: detailed research on the target market, such as pricing, competitors, branding and other marketing strategies, cost of operation etc. apart from these factors, foreign investors must also keep in mind the tastes and preferences of the consumers in the new market, engage with reliable partners on ground and estimate the maximum time horizon it takes to make profit in the new market.

### Solutions – Partner Search





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- Dedicated research and partnership team
- Robust approach
- Impartial and independent
- Market insight – both formal and informal
- Our focus is long term success

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## Argentina



**Mr. Alejandro Zothner Meyer – Acting Consul General, Consulate General of Argentina in Mumbai**

Mr. Alejandro Zothner Meyer – Acting Consul General, Consulate General of Argentina in Mumbai made a presentation on the attractiveness of the Argentine economy and prospects for trade and investment. Argentina is the third largest economy in Latin America after Brazil and Mexico. The country has a population of 43 million people, but it has preferential market access to the 270 million consumer market of the Mercosur group (Argentina, Brazil, Paraguay and Uruguay).

Argentina is the world’s leading exporter of soybean, corn, lemon, lithium and it also has the world’s second largest shale gas reservoir and fourth largest shale oil reservoir.

Government of Argentina aims to double shale gas and oil output by 2025 and it is inviting global companies to participate in the tender for offshore exploration of these commodities.

Argentina has more than USD 300 billion worth of investment potential in sectors such as energy and mining (230 billion), infrastructure (USD 55 billion), agribusiness (USD 10 billion), industrial goods (USD 10 billion) and value added services (USD 5 billion).

Renewable energy is another high potential sector in the country as the government aims to add 10 GW of renewable energy capacity by 2025. The share of renewable energy mix in total power is targeted to increase from 2% in 2015 to 20% by 2025.

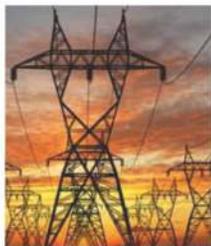
Besides renewable energy and oil & gas, the country has potential in the manufacturing and agribusiness sectors. Prominent manufacturing sector in the country is auto-components. There are more than 500- auto-component manufacturers specializing in areas such as air conditioning system, suspensions systems, engine components, transmissions, breaking, tires, batteries, seats etc.

In the agro-based industries, potential sector of investment is pulp and paper products. Government of Argentina is also offering thrust on aquaculture and beef industries.

The port of Buenos Aires offers a USD 600 million investment opportunity as the government plans to modernize the port and expand the existing terminals. The country offers USD 750 million investment opportunity in modernization of 30 airports, USD 4 billion opportunities in metro rail, road repair and other urban mobility projects.

**ARGENTINA’S PPP PLAN COVERS THE MAIN INFRASTRUCTURE SECTORS** 

ENERGY AND MINING



TRANSPORT, COMMUNICATIONS & TECHNOLOGY



WATER, SANITATION AND HOUSING



HEALTH, JUSTICE AND EDUCATION



## Bangladesh



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

Mr. Md. Lutfor Rahman – Deputy High Commissioner, Bangladesh Deputy High Commission in Mumbai made a presentation on the attractiveness of the Bangladesh economy and prospects for trade and investment.

The People’s Republic of Bangladesh, with a population of 163 million people, is the eighth most populous country in the world. The country exports USD 34 billion worth of goods and imports 43.49 billion worth of goods annually. The country’s major exportable items are readymade garments (Knit & Woven Garments], pharmaceuticals, ship building, light engineering, environment friendly jute goods, frozen foods (Fish & Shrimps), furniture, footwear and ceramic. Of these, woven garments constitute 43% and knitwear accounts for 39% of its total exports. Jute and jute products and home textiles account for around 2% of export goods each.

Japanese Importers are planning to source 10% of their apparel requirements from Bangladesh. Further, Bangladesh is the sourcing country for reputed world chain stores such as Wal-Mart, C&A, H&M, Marks & Spencer, Zara, Mango, Matalon, GAP, Tesco and Puma.

The country is cited as one of the next 11 emerging economies to watch out for after the BRICS countries. Bangladesh, the 77th largest trading nation in the world, has now emerged as a trading hub with prosperous and sustainable growth. The country has a substantial youth population as around 73% of its population is aged 40 years or less. The country exports 55% of its goods to European Union and 21% to the Americas.

Besides textiles, the other export oriented industry in Bangladesh is pharmaceuticals. The country exports USD

82.11 million worth of medicine annually to 156 countries. In fact, pharmaceutical industry is the second largest contributor to the National Exchequer of the country. Bangladesh is the only least developed country (LDC) in the world to produce generic medicine.

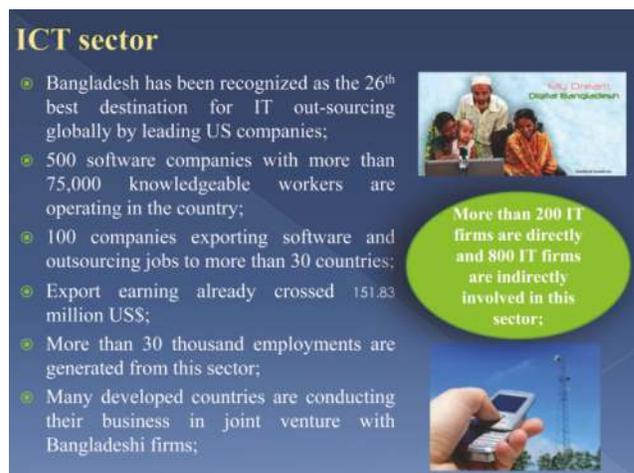
Another emerging sector with tremendous scope for export is ship building, which has the potential to earn USD 2.0 billion by exporting ships and vessels in the next five years. Other sectors with untapped export potential are aquaculture, furniture, footwear and agro-based industries.

In the services sector, information and communication technology (ICT) has huge export potential. Bangladesh has been recognized as the 26th best destination for IT out-sourcing globally by leading US companies. The country’s Export Policy (2015-2018) has identified tourism, architecture, engineering and consultancy services as special development services sector.

Bangladesh enjoys duty-free market access for many goods in China, South Korea, Thailand, India, Malaysia and Chile, besides advanced markets of EU and USA.

Bangladesh has eight Export Processing Zones already in operation and 10 Special zones are being established. Besides, the country is developing two private Export Processing Zones. Bangladesh has principally developed labor-intensive industries but she is now going for labour-cum-capital intensive industries.

Government of Bangladesh offers various tax and non-tax incentives for units being set up in the above mentioned zones.



**ICT sector**

- Bangladesh has been recognized as the 26<sup>th</sup> best destination for IT out-sourcing globally by leading US companies;
- 500 software companies with more than 75,000 knowledgeable workers are operating in the country;
- 100 companies exporting software and outsourcing jobs to more than 30 countries;
- Export earning already crossed 151.83 million US\$;
- More than 30 thousand employments are generated from this sector;
- Many developed countries are conducting their business in joint venture with Bangladeshi firms;

More than 200 IT firms are directly and 800 IT firms are indirectly involved in this sector;

## Basque, Spain



**Mr. Mikel Garcia Romeo - Trade Consultant, Basque Business Development Agency in Mumbai**

Mr. Mikel Garcia Romeo - Trade Consultant, Basque Business Development Agency in Mumbai made a presentation on the attractiveness of the Basque economy and prospects for trade and investment.

Located in the northern part of Spain and bordering Southern France, the Basque Country is one of Europe's oldest and most culturally rich regions. According to a report by the OECD, Basque is the region with the highest life quality level in Spain. The natives of the Basque Country refer to their land as Euskal Herria, which means 'the land of the Basque speakers'.

The city of Bilbao in Basque is known as the mecca for design and architecture as it underwent a gigantic transformation with the help of some of the finest architects in the world in recent decades.

The Basque Country has three major regions, viz. Araba, Bizkaia, Gipuzkoa. Araba is home to world's leading car

maker Mercedes-Benz and it also houses the Basque government and its public institutions.

Bizkaia has cutting edge technology and business parks and it is also home to the world famous Guggenheim Museum. The region of Gipuzkoa is famous for its strong industrial base and it is home to several machine tool companies such as Danobat, Fagor, Soraluce.

The Basque Country is ranked third largest producer of machinery and equipment in the European Union and its network of qualified suppliers is concentrated in a radius of less than 300 km.

The region boasts of three major globally competitive sectors, viz. energy, advanced manufacturing and bioscience. The focus segments in the energy sector are smart grids, onshore and offshore wind power, marine energy and electrical vehicle. The region has 'The Wind Power Advanced Manufacturing Centre (WINDBOX)', which competes with the best in the world.

In advanced manufacturing, Basque houses world reputed institutes for machine tool training and research. In biosciences, Basque has reputed research centres for cellular, molecular and structural biology, besides research centres for bionanomaterials and molecular imaging.

The provincial administration of Basque is attracting technology-oriented start-up enterprises from across the world under its Basque Industry 4.0 (BIND 4.0) Accelerator Programme. Under this programme, the administration provides various fiscal benefits for start-up enterprises in energy, advanced manufacturing and healthcare technologies.

A PLACE TO LIVE

### BASQUE CULTURE



**BIGlitter**  
BASQUE COUNTRY

*- "Basques speak the oldest language in Europe and the most difficult language in the world" - British Government -*

*- "The 64% of the Basque population practice some sport and the 98% of the population consider it important to keep them healthy"*

*- Basque culture is very tied to the sea. In fact, the Basque Juan Sebastian Elcano completed the first circumnavigation around the world*

## Ecuador



**Mrs. Christina Chiriboga - Trade Officer, Consulate General of Ecuador in Mumbai**

Mrs. Christina Chiriboga - Trade Officer, Consulate General of Ecuador in Mumbai made a presentation on the attractiveness of the Ecuador economy and prospects for trade and investment.

Located in Northwestern part of South America along the coastline of Pacific Ocean, Ecuador has one of the world's most diverse ecology. The country is home to more than 50 multinational companies, that figure in the list of Fortune 500 companies. Ecuador is one of the fastest growing economies in South America, with an average GDP growth of 7.3% during 2007-2017 compared to 4.2% for the entire region. The country is a major exporter of banana, palm heart, balsa wood, and roses. Ecuador also exports electricity from its hydropower plants to neighbouring countries. Ecuador is the world's largest exporter of canned tuna because of its favourable geographical location.

Ecuador also exports its famous Toquilla Straw Hat, which is recognized as an intangible cultural heritage of humanity by UNESCO in 2012. The country contributes 65% to the world production of fine aroma cocoa.

Crude oil is another export-oriented sector in Ecuador. According to Boston Consulting Group, Ecuador is a

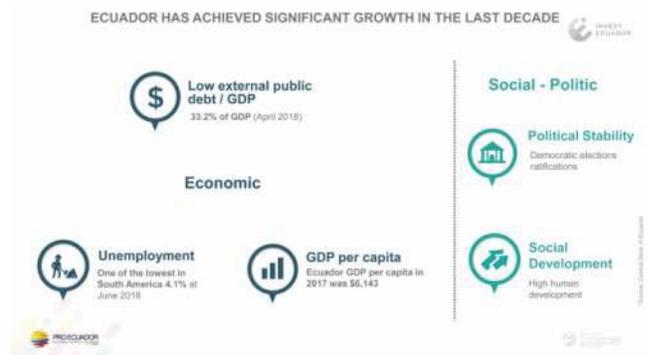
leading oil country on global scale in using its rich crude oil reserves for the well being of its citizens.

The country has signed trade agreements with 47 countries, including the European Union, Andean Pact and MERCOSUR. This provides companies in Ecuador preferential access to a market of 1 billion people in these 47 countries. The country is also negotiating trade agreements with Honduras and South Korea. Besides, it has signed initial stage negotiation agreements with Costa Rica, India, Dominican Republic and Canada. Some of the competitive advantages of Ecuador are macroeconomic stability, renewed airport infrastructure, sophisticated port system, first class highway system and nation-wide optical fiber coverage.

Government of Ecuador provides non-discriminatory treatment to both local and foreign investors. It also offers right to property and legal security to foreign companies. Some of the priority sectors for foreign investment in the country are petrochemicals, logistics, tourism, fresh frozen and processed food, biotechnology and applied software, pharmaceuticals, agro-forestry chain and processed products and metal working.

The Global Sustainable Tourism Council has recognized Ecuador as the first Latin American country that works under the criteria of sustainability and quality. The World Travel Award has rewarded Ecuador under various categories such as leading green destination, leading airport, leading luxury train and leading business trip.

Ecuador is a leading supplier of teak woods and cocoa beans to India. The country's trade and investment promotion agency Pro Ecuador is strengthening bilateral trade with India through the Joint Economic & Trade Committee and joint studies on potential areas of collaboration. Pro Ecuador also conducts periodic trade promotion events such as business matchmaking and it offers personalized advisory and assistance to foreign companies seeking to invest in Ecuador.



## Egypt



**Dr. Khaled Melad Rezek - Commercial Counselor, Embassy of the Arab Republic of Egypt in India**

Dr. Khaled Melad Rezek - Commercial Counselor, Embassy of the Arab Republic of Egypt in India made a presentation on the attractiveness of the Egyptian economy and prospects for trade and investment.

Egypt, the country belonging to one of the world's oldest civilizations, is strategically located between north east Africa and the middle-east region. The country attracts foreign investment with an improving investment climate, led by the introduction of new investment laws, competitive electricity and labor costs, policy incentives, low cost of shipping and easy access to Europe.

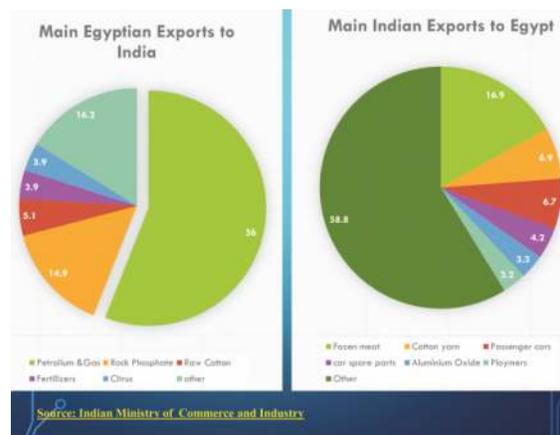
The country has preferential access to a consumer market of 1.6 billion people as a result of its trade agreements with European Union, Turkey, EFTA countries (Iceland, Liechtenstein, Norway and Switzerland), Jordan, Morocco, Tunisia, MERCOSUR countries (Brazil, Argentina, Uruguay and Paraguay) and other African countries. Further, Egyptian companies have preferential market access to the US market under the Qualifying Industrial Zones Protocol signed by the country with USA and Israel. Under this protocol, qualified companies located in designated areas of Egypt are eligible for duty-free export to the US market as long as the products contain 10.5% of inputs sourced from Israel. Government of Egypt introduced a new investment law to provide a safe and secure regulatory environment for foreign investors. Under this law, foreign investors will receive the same treatment as local investors, there is explicit assurance against nationalization of private investment projects. The law also provides that no administrative authority can revoke or suspend investment project licenses without proper warning, due process, and time to correct any issues. Foreign investors can employ foreign nationals upto a certain limit. Also, investors have the right to transfer their profits abroad. The investment law also provides tax

incentives and mechanism for alternative dispute resolution.

Some of the investment opportunities in Egypt are Suez Canal Economic Zone on an area of 461 square km and urban development projects in the Egypt's new capital on an area of 700 square km. Government of Egypt has also launched its ambitious agriculture project, 1.5 Million Feddan ((1 feddan = 1.038 acre). Under this project, the government aims to convert uninhabited marginal or desert areas into farm lands. Other ambitious projects in the country are the Golden Triangle on an area of 9,200 sq km, New Alamein city (on an area of 48,000 feddan) and Dameitta furniture city. Potential sectors for investment in the country are information and communication technologies, agri-business, logistics and transportation, petrochemicals, real estate, renewable energy, retail, textiles, tourism, oil & gas, pharmaceuticals, automotive and domestic appliances.

### India-Egypt relations

Bilateral trade volume between India and Egypt stands at USD 3.5 billion today and the Government of Egypt aims to enhance this to USD 8.0 billion in the near future. Similar target has been made for promoting bilateral investment. More than 52 Indian companies operating in Egypt with total investments around USD 3 Billion, while Egyptian investments in India around USD 150 million. The Egypt-India Business Council is engaged in regular exchange of business missions, participation in trade fairs and exhibitions, discussions of mutual economic cooperation and making representations for actionable policy measures to promote bilateral partnership. Egypt can be a gateway for Indian companies looking to enter the African market. In future, India and Egypt propose to establish a joint bank, promote customs cooperation, introduce dispute settlements mechanism, collaborate for the development of MSMEs, and facilitate movement of business persons.



## Ethiopia



**Mr. Demeke Atnafu Ambulo - Consul General, Consulate General of the Fed. Dem. Rep of Ethiopia in Mumbai**

Mr. Demeke Atnafu Ambulo – Consul General, Consulate General of the Fed. Dem. Rep of Ethiopia in Mumbai made a presentation on the attractiveness of the Ethiopian economy and prospects for trade and investment.

Ethiopia is a fast growing economy in Africa with an average annual growth of 11% for the last decade. It is the second most populous country in Africa after Nigeria with a population of almost 100 million people. The country has 74 million hectare of arable land with significant potential for livestock and agro-processing. The country exports gold (21% of total exports), coffee (19%), live animals, oilseeds and flowers.

Ethiopia has a stable economic and political environment, and access to a wide global markets because of its membership in trade agreements such as African Growth and Opportunity Act (AGOA), Everything but Arms (EBA) and COMESA. EBA offers Ethiopia duty-free and quota-free access to the European Union. Under AGOA, Ethiopia is eligible for preferential market access to USA. Ethiopia offers abundant and wage competitive labor force, with a minimum average wage of USD 50 to USD 100. The local workers are easily conversant and trainable.

Other attractive features of Ethiopia are fast growing infrastructure, very cheap green energy, improving air,

internal rail and road connectivity, growing number of industrial parks, attractive policy incentives focusing on export, naturally conditioned weather (no need for heater or cooler) and active and continuous government support. The government offers exemption from income tax, customs duty and other forms of incentives to the industry.

The Ethiopian Constitution and the Investment Law guarantee protection of private property and investment. Further, Ethiopia is a signatory of 29 Bilateral Investment Treaties and 6 Multilateral Investment Agreements that stipulate: protection of private properties, principle of national treatment, repatriation of capital and profit.

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

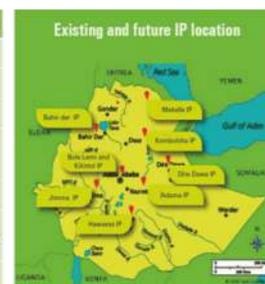
### India-Ethiopia relations:

Bilateral relationship between both the countries can be traced back to Axumite period, around 1st Century AD, when Indian merchants traded silk and spices for gold and ivory. In recent years, bilateral relationship grew significantly, especially in the areas of trade, investment, agriculture and infrastructure projects.

India is the second largest investing country in Ethiopia after Turkey and China. Ethiopia exports pulses, precious and semi-precious stones, vegetable and seeds, leather and spices to India. India is the second most important source of imports for Ethiopia, contributing 7.4% to the overall imports of Ethiopia next to China. India exports iron and steel products, rice, pharmaceuticals, transport equipments, machineries, sugar, paper products, plastics, rubber, textile and clothing. Indian companies such as Asian Paints, Arvind Mills, Raymonds, Fontana Flowers, Balaji Manufacturing, Kanoria Africa Textiles have set up operations in Ethiopia.



| By 2017   | Cluster                     |
|-----------|-----------------------------|
| Hawassa   | Apparel & Textile           |
| Mekelle   | Apparel & Garment           |
| Adama     | Textile                     |
| Dire Dawa | Apparel & Textile, Assembly |
| Kombolcha | Apparel & Textile           |
| Kilinto   | Pharma, Food & Beverages    |
| Bole Lemi | Apparel and Textile         |



## Hungary



**Mr. Andras Halasz - Commercial & Cultural Counsellor, Consulate General of Hungary in Mumbai**

Mr. Andras Halasz - Commercial & Cultural Counsellor, Consulate General of Hungary in Mumbai made a presentation on the attractiveness of the Hungarian economy and prospects for trade and investment.

The central European country of Hungary is strategically located at the cross roads of four main European transportation corridors with easy access to a consumer market of around 500 million in the continent.

Hungary has a consumer market of 10 million people and its GDP per capita is USD 26,778, which is 151% of the world average. The country's GDP is forecast to grow more than 4% every year, much above the European Union average of less than 2%.

Although Hungary is landlocked, it has access to the North Sea and the Black Sea through the river Danube. The country boasts of excellent infrastructure as it has the third highest road density after Belgium and Netherland in the European Union and fifth highest rail density.

Hungary has the most competitive tax system as its corporate tax rate at 9% is significantly lower than other countries in the region. The country is moving from an income tax based system to a consumption tax based one.

Government of Hungary has signed around 80 strategic cooperation agreements with top companies that give the companies privileged access to the government.

According to 'The Global Best To Invest' survey, based on data of 2017, Hungary has managed to rank among the top 10 countries by investment value per capita in Eastern Europe and Central Asia.

According to the World Economic Forum, Hungary has the most flexible hiring and firing policy in central and eastern Europe. It has the third most competitive industrial wages in the region after Lithuania and Latvia.

Government of Hungary offers subsidies for investment, job creation, R&D projects and technology-oriented investments. Government of Hungary promotes balanced regional growth by announcing various levels of investment incentives based on the development profile of the region.

The World Economic Forum ranked Hungary at 34 out of 138 countries in the quality of scientific research institutions. Out of 13 Nobel laureates of Hungarian origin, 12 are in sciences. Hungarians are famous for their innovative outlook. No wonder, that the European Institute of Innovation and Technology is located in Budapest.

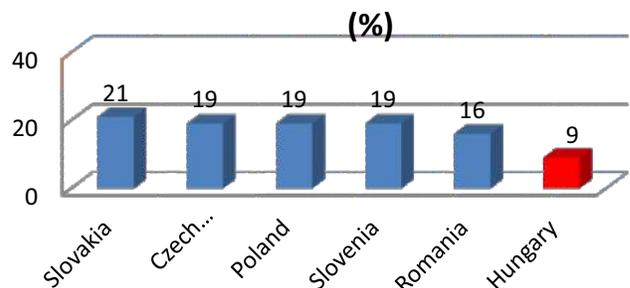
India is the 11th biggest investor in Hungary, by total FDI stock. In 2017, Indian companies invested USD 47 million in Hungary.

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

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

HIPA was awarded the top Investment Promotion Agency in Eastern Europe & Central Asia by the Global Best To Invest survey.

**Corporate income tax rate in the region**



## Malaysia



**Mr. Zainal Azlan – Consul General, Consulate General of Malaysia in Mumbai**

Mr. Zainal Azlan – Consul General, Consulate General of Malaysia in Mumbai made a presentation on the attractiveness of the Malaysian economy and prospects for trade and investment.

The fast growing economy of Malaysia is positioning itself as a gateway to ASEAN, China, South Korea, Japan and other economies with a combined consumer market of 2.8 billion people. Malaysia has signed seven bilateral trade agreements with Japan, New Zealand, Pakistan, Chile, India, Australia and Turkey. Besides, the country is also negotiating trade agreements with European Union and EFTA countries. Malaysia is part of the proposed 11-member trading bloc - Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP).

The 11th Malaysia Plan (2016-20) has identified three catalytic subsectors (namely electrical and electronics, chemicals, machinery and equipment) and two high growth sectors (aerospace and medical devices) for promoting investment. In the services sector, the government attracts investment in green technology, logistics, private healthcare, education, tourism and research and development.

Government of Malaysia is developing a global scale international finance and business hub by the name Tun Razak Exchange (TRX) on an area of 70 acre in Kuala Lumpur. This project, which is being developed in phases, will have world-class residential, hospitality, retail, leisure and cultural offerings.

The country is also developing Rubber City on 1,300 acre land with focus on latex, rubber products, precision engineered rubber products and green rubber products. The four islands of Melaka Gateway are being developed into Free Trade Economic Zone, port, maritime industrial park, tourism, entertainment and commercial hub. Other emerging investment hubs in the country are Pengerang Integrated Petrochemical Complex, Asian

Aerospace City, Malaysia Vision Valley and Island Medical City. The country is fast evolving into a regional aviation and MRO (Maintenance Repair and Overhaul) services hub as is evident from the presence of leading players in the sector such as Aviation Group, Airod Aerospace Technology and UMW Aerospace.

### India-Malaysia relations

India was Malaysia's 10th largest trading partner in 2017 with bilateral trade volume of USD 14.3 billion or 3.5% of its total trade. The country exports palm oil and palm based products, electrical and electronic products, crude petroleum, metal products and chemical products.

Many Indian companies such as Tech Mahindra, TCS, Ranbaxy, Sun Pharma, ICICI Bank, Infosys, WIPRO and Thermax have set up operation in Malaysia. Malaysian companies that are operating in India are Petronas, IJM, UEM, Sunway, Air Asia, UMW, Khazanah Nasional etc. Malaysia External Trade Development Corporation (MATRADE) is the National Export Promotion Agency of the Government of Malaysia and it is the source for Malaysian Products & Services and facilitating Malaysian investment overseas.



## Mauritius



**Mr. Seewraj Nundlall – Counsellor (Investment & Trade), High Commission of Mauritius in India**

Mr. Seewraj Nundlall – Counsellor (Investment & Trade), High Commission of Mauritius in India made a presentation on the attractiveness of the Mauritian economy and prospects for trade and investment.

The Island nation of Mauritius in the Indian Ocean has witnessed significant economic transformation from a sugar-based economy five decades ago to a diversified and dynamic economy today. The per capita income of the country grew from USD 400 in 1968 to USD 10,400 in 2017 and the country aims to become a high income economy (countries with per capita income of USD 12,000 and above) by 2023.

Mauritius ranks 1st in Africa in the World Bank's Doing Business in 2018. It also ranks 1st in Africa on other parameters such as political stability, good governance and economic freedom based on surveys conducted by various agencies. The government's economic policy focuses on new export strategy and innovation. The geographical location of Mauritius makes the country within seven hours of reach from main cities such as Dubai, Mumbai, Kuala Lumpur, Singapore, Nairobi, Johannesburg etc.

Real estate activities and financial services are the major sectors that together attracted 65% of foreign direct investment (FDI) into the country in the last five years, with the former having a share of 50%. Other sectors that attracted significant FDI include hospitality (13%), construction (6%), manufacturing (6%) and commerce (4%).

The country has the most competitive policy environment, with corporate tax at 15% (3% for export-oriented companies), no capital gains tax and foreign tax credit of 80%. Foreign investors can incorporate a company in 2 hours, there is no minimum capital

requirement for incorporation and the government allows 100% foreign ownership.

The country has an efficient port with deep water quays and an airport city that handles to high value cargo. The country is a signatory to several trade agreements and this gives it preferential market access to 20% of the world population.

The country is moving towards high value added manufacturing and the government offers incentives such as no import duties, no export duties, reimbursement of VAT, investment tax credit, accelerated depreciation, waiver of registration duty, 8-year income tax holiday and preferential electricity tariffs to manufacturing companies.

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

In the agriculture sector, the government invites investment in agro-biotechnology, seed production, bio farming, dairy, hydroponics, aquaponics, vertical farming etc. Other potential investment sectors are smart cities, hospitality, financial services, information and communication technologies, life sciences and ocean economy. In media and entertainment, the government offers Film Rebate Scheme under which local and foreign film producers can claim 30-40% reimbursement on audited Qualified Production Expenditure (QPE) in Mauritius.

The Economic Development Board, under the aegis of Prime Minister's Office, promotes investment, exports and financial services through investor facilitation.

### MODERN INFRASTRUCTURE: SSR INTERNATIONAL AIRPORT



## Poland



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

Mr. Mieszko Pilecki – Business Development Manager, Polish Investment & Trade Agency in Mumbai made a presentation on the attractiveness of the Polish economy and prospects for trade and investment.

Poland is the sixth largest country in European Union in terms of area and population. The country has a population of 38.5 million and of this 26.5 million are below 55 years of age and 10.4 million are below the age of 25.

The country has abundant supply of qualified human resource as more than 364,000 graduates pass out of colleges annually (2016); the country attracts more than

65,000 foreign students from 156 countries and more than 90% of students speak foreign languages.

The country ranks first in the Central and Eastern Europe in terms of business friendly environment and the country improved 47 positions in World Bank’s Doing Business ranking since 2012. Poland’s Katowice special economic zone (SEZ) is ranked the best free zone in Europe in 2015, 2016 and 2017.

Poland has the fourth longest road network in Europe and it has one of the most competitive power tariffs in the Central and Eastern European region.

Indian companies such as ArcelorMittal, Videocon, Escorts, Strides Arcolab, Reliance Industries, Ranbaxy, Essel Propack, KPIT Cummins, Zensar Technologies, Tata Consultancy Services, among others, have invested in Poland.

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

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

### Why Poland?

#### Highlights of the presentation



#### Highly skilled and young labor force

**26.5 million** inhabitants under the age of 55  
Healthy unemployment level of **5.9%**



#### Big internal market

**6th biggest country** in the EU (area, population)  
Unlimited access to the EU market of **510 million** inhabitants



#### Quickly developing infrastructure

Over **1100 km** high-speed roads under construction  
**4th longest** road network in Europe



#### Academic hub

**1.35 million** students and  
**365 thousand** graduates each year



#### Business friendly environment

**1st place** in the CEE region –  
the most attractive country to establish operations  
Katowice SEZ - best free zone in Europe in **2015, 2016 and 2017**  
Łódź SEZ best free SMEs zone in Europe in **2017**  
Poland has advanced in Doing Business ranking by **47 positions** since 2012



#### Attractive incentives system

**Poland: Investment Zone**  
**Government Grants** for strategic projects  
**50% public aid** intensity in Eastern Poland



## Rwanda



**H.E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda in India**

H.E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda in India made a presentation on the attractiveness of the Rwandan economy and prospects for trade and investment.

The East African country of Rwanda is the second fastest growing economy in Africa and it holds the second rank in the continent for ease of doing business. It takes just six hours to register business in Rwanda (the fastest time in East Africa). The country is also ranked high in terms of transparency of governance and it is the leading country in the world in terms of women's representation in Parliament.

Rwanda is witnessing transformation from a predominantly agrarian economy to one with increasing share of services and industry. The share of services in the economic activity has risen to 48% in 2016 from 44% in 2005, while the share of industry grew to 17% from 14% in the corresponding period.

Rwanda has preferential market access to the USA on account of its AGOA free trade agreement. The country also has preferential market access to the European Union under the Everything But Arms Agreement. In the

African continent, Rwanda is signatory to the East African Community free trade agreement and COMESA free trade agreement.

Population in Rwanda is increasingly fluent and in western language and many of them are bi-lingual. Rwandans under the age of 30 years old are twice as likely to have fluency in English as those over 65 years old. English as instruction language (from lower primary onwards) was introduced in 2008.

Government of Rwanda is taking steps to improve further the language education. The country has a steady supply of qualified youngsters as around 47,000 students graduate every year.

Government of Rwanda offers enabling business environment for foreign investors. International companies planning to set up regional headquarter in Rwanda are exempt from corporate income tax. The government offers 7-year corporate income tax holiday for large projects in strategic sectors such as energy, exports, tourism, health, manufacturing and ICT.

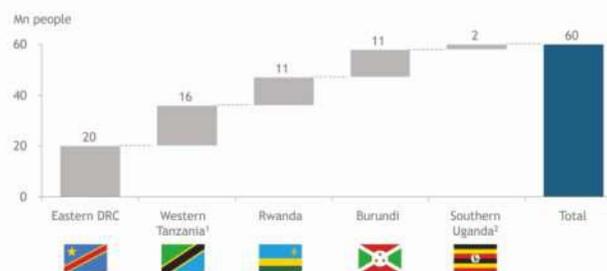
The country imposes 15% corporate income tax on companies in strategic sectors such as energy, transport, affordable housing, ICT, financial services, among other things. Similarly, businesses that export more than 50% of their annual turnover of goods and services also come under the 15% corporate tax bracket.

Government of Rwanda also offers other fiscal and non-fiscal benefits to attract foreign investment in agriculture, manufacturing and services sectors.

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

### Rwanda's immediate proximity market counts 60 Mn+ people...

Rwanda's proximity market population, 2016 (Mn people)



1. 8 westernmost regions: Kagera, Kigoma, Mwanza, Shinyanga, Tabora, Rukwa, Alibeyi, Singida 2. 7 southernmost districts: Rukwa, Mbarara, Katala, Kisoro, Rukungiri, Bushenyi, Asukuma  
Source: The World Bank; interviews with Local Champions; Press Search

## South Africa



**Mr. Rajan Kumar – Advisor : Business Development, Consulate General of the Rep. of South Africa in Mumbai**

Mr. Rajan Kumar – Advisor : Business Development, Consulate General of the Rep. of South Africa in Mumbai made a presentation on the attractiveness of the South African economy and prospects for trade and investment.

South Africa is a diverse and promising economy and it is part of the high growth potential emerging market group of BRICS (Brazil, Russia, India, China and South Africa). It is the second largest economy in Africa and it enjoys stable economic and political condition.

South Africa is the fourth largest source of gold and diamond globally and it holds 75% of global platinum reserves. The country also has large deposit of uranium, coal and other mineral resources.

World Bank has ranked South Africa the 82nd most attractive destination for foreign investors globally. South Africa is a potential gateway to Africa and it has preferential market access to other African countries, European Union, MERCOSUR countries (Brazil, Argentina, Uruguay and Paraguay), EFTA countries (Iceland, Liechtenstein, Norway, and Switzerland), India and USA under various regional trade agreements.

South Africa also boasts of excellent transport and logistics infrastructure, availability of skilled labour, favourable cost of doing business and several investment incentives and industrial financing.

Some of the sectors with potential investment opportunities are agro-processing, business process outsourcing & IT-enabled services, manufacture of fiberglass, carbon fibre, composites, renewable energy, waste management, automobile and auto-components, chemicals, plastic fabrication and pharmaceuticals and creative design.

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

The government also offers non-taxable cash grant ranging from 10% -25% of manufacturing value added over a two year period to encourage enterprises to upgrade their technologies and become more competitive.

The country is attracting foreign investment in export-oriented industries in its world-class Industrial Development Zones (IDZ's). These zones are strategically located near international ports and they are equipped with sound infrastructure facilities. Export oriented units in these zones are exempt from value added tax on inputs sourced from South African customs territory and they are also allowed to import raw materials and other inputs duty-free.

Besides these zones, South Africa has also identified 10 Special Economic Zones to promote targeted economic activities, supported through incentives, business support services, streamlined approval processes and infrastructure.



**The Policy Environment**

**PUBLIC PROCUREMENT : LOCALISATION & DESIGNATION**

| Designated Sectors   | Sectors Ready for Designation   | Sectors for future Designation   |
|--|---|--|
| <ul style="list-style-type: none"> <li>Rolling stock</li> <li>Power Pylons</li> <li>Bus Bodies</li> <li>Canned / Processed Veg.</li> <li>Textile, clothing, Leather &amp; Footwear</li> <li>Pharmaceuticals</li> <li>Set - Top boxes</li> <li>Furniture</li> </ul> | <ul style="list-style-type: none"> <li>Power &amp; Telecom Cables</li> <li>Solar Water Heaters</li> <li>Valves</li> <li>Manual &amp; Pneumatic Actuators</li> </ul> | <ul style="list-style-type: none"> <li>Energy efficient lights</li> <li>Tissues</li> <li>Pre-payment Meters</li> <li>Medical Textiles</li> <li>Coated Paper</li> <li>Sanitary Towels &amp; Related</li> <li>Plastic products</li> <li>Building Construction Materials</li> </ul> |

South Africa

## Uzbekistan



**Mr. Azamjan Mansurov - Second Secretary (Political) - Embassy of the Republic of Uzbekistan in India**

Mr. Azamjan Mansurov - Second Secretary (Political) - Embassy of the Republic of Uzbekistan in India made a presentation on the attractiveness of the Uzbek economy and prospects for trade and investment.

Uzbekistan, the largest country of Central Asia, has an area of 448,978 sq km and houses about 33 million people. Its local currency is soum and 1USD equals about 8000 soum. Uzbekistan's bilateral trade with India stood at USD 366.5 million in 2016 with imports amounting to USD 318.2 million and exports USD 48.3 million. Pharmaceuticals hold a 74.1 per cent share in Uzbekistan's total imports from India. Other imports include IT, auto components, chemicals, transportation services etc. Uzbekistan's major exports to India constitute services, pulses and fertilizers. Other exports include balzams, aircraft components and raw silk.

Uzbekistan has a rich raw materials base (ferrous & non-ferrous) with over 1644 deposits and 100 types of mineral resources. The average price for electricity is USD 0.06 per kWt/h, coal – USD 42.5 per MT and gas – USD 0.06 per cubic metre. Uzbekistan has a Free Trade Agreement with

all CIS countries and Georgia. It enjoys Most Favoured Nation treatment with 45 countries including China, Japan, US, EU countries, India, Korea and others. Uzbekistan has a well-diversified industry in sectors such as automotive, oil and gas, chemical, mining and metallurgy, agricultural machinery, electrical engineering, pharmaceuticals, food processing, textile and construction materials, and has export potential in many of these industries.

FEZ NAVOI, FEZ DJIZAK and FEZ ANGREN are active Free Economic Zones (FEZs) of Uzbekistan. FEZ Navoi residents are exempted from all types of taxes with period of privileges and incentives ranging from 7 to 25 years based on the amount of FDI. FEZ ANGREN & DJIZAK residents are exempted from all types of taxes, except land tax with period of privileges and incentives ranging from 3 to 7 years based on amount of investments. Uzbekistan has 7 new FEZs coming up such as Nukus Pharm FEZ, Zomin Pharm FEZ, Kosonsoy Pharm FEZ, among others.

Uzbekistan also has new industrial FEZs coming up such as Gijduvan and Kokand. Activities of FEZ Gijduvan include fruits and vegetables and deep processing of agricultural products, storage and packaging industry, textile industry, pharmaceuticals industry, motor-car construction, among others. The FEZ offers tax benefits under land tax, income tax, property tax etc. The Kokand FEZ also offers all residents exemption from land tax, profit tax, property tax of legal entities, tax on improvement and development of social infrastructure and customs payments for equipment, raw materials, and component parts imported for their own production needs, among others.

The Navoi International Airport operates 41 flights per week to cities such as Delhi, Mumbai, Bangkok, Frankfurt, Istanbul, Dubai, Brussels etc. Annually more than 100 international exhibitions and fairs are held in Uzbekistan.

**Chemical and petrochemical products**

More than 1000 types of chemical and petrochemical products

- All types of fertilizers (nitrogen, potash, phosphate, complex)
- Plant protection products
- Calcined soda
- Polymers
- Household chemicals
- Cosmetics
- Industrial Oils
- Engine oils
- Paraffin



**Plastic products**

- Containers, tanks, buckets, boxes
- Pipes and fittings
- Tables, chairs
- Toys
- Boxes
- Playgrounds



## Afghanistan



**Mr. Abdul Nafi Sarwari, Commercial Attache, Consulate General of Islamic Rep. of Afghanistan**

Mr. Abdul Nafi Sarwari, Commercial Attache, Consulate General of Islamic Rep. of Afghanistan made a presentation on the attractiveness of the Afghan economy and prospects for trade and investment.

The strategic location of Afghanistan makes it a connecting link between Central Asia, South Asia and Europe, which together have a consumer market of 2.6 billion people. Historically, the country served as a trade route for many years connecting Asia, Europe, and the Middle East. Afghanistan shares borders with Iran, Pakistan, China, Tajikistan, Turkmenistan, and Uzbekistan. The free market economy of Afghanistan witnessed unprecedented growth in recent years, with its GDP growing from USD 2.2 billion in 2002 to USD 22 billion in 2017. The country has preferential market access to India, China, Europe, USA, and other countries under various trade agreements.

Afghanistan allows 100% foreign ownership in many sectors without any restriction on profit repatriation. Foreign investors can lease real estate, for periods up to 50 years for arable land or longer for non-arable land (contract extendable). The economy has tremendous investment potential in agriculture, mining, construction, manufacturing and services sectors. In the agro-processing and allied sectors, investors can look for opportunities in processing of dry fruits and nuts, olive oil,



olive pickle, dairy products, meat, producing jams, beverages, sauces, biscuits etc. establishing cold chain storages is another significant investment opportunity for foreign companies.

In the mining sector, Afghanistan possesses 1,400 kinds of mineral deposits and 30% of its land area is covered with natural resources. Afghanistan also has significant quantity of gemstones, chromite, sulfur and talc. Currently Government of Afghanistan has announced cement production facilities and marble mine for private investment.

In the energy sector, Afghanistan produces 600 million watts of hydropower electricity, and there is huge potential for producing up to 23,000 mw.

Afghanistan is keen on establishing a light and low-end manufacturing sector, which will absorb many unemployed youth. The government aims to attract investment in manufacturing those products that are largely imported by the country now.

Construction is a high growth potential sector in Afghanistan as the sector holds USD 200 million worth of new opportunities. Construction materials account for 35%-45% of the construction market, which is estimated at USD 2.7-USD 3.5 billion. The country also holds huge unmet demand for affordable housing.

In the financial services sector, the country has huge unmet demand for insurance and affordable long-term loans. Investors can also look for promising opportunities in the information and communication technology sector as the country seeks to connect with central Asia, China and India through Fiber Optics Cable. Government of Afghanistan seeks to transform its economy into an IT hub with innovative and creative approaches.

The private investment law of Afghanistan provides equal treatment to all registered or approved enterprises, whether domestic or foreign. Upon receiving license, foreign companies are eligible for national treatment.



**FUTURE OPPORTUNITIES**

- New construction: USD 200 million – new opportunities throughout Afghanistan
- USD 80 million in site-adapted
- USD 120 million in design-build
- Ongoing projects: USD 380 million opportunities for subcontracting

## Taiwan



**Mr. Welber Wang, Manager, TAITRA (Taiwan External Trade Development Council)**

Mr. Welber Wang, Manager, TAITRA (Taiwan External Trade Development Council) made a presentation on the attractiveness of the Taiwanese economy and prospects for trade and investment.

Located in East Asia, Taiwan has a GDP of about USD 579 billion. There are 23 million people living in Taiwan in an area of about 36,000 sq km. However, Taiwan possesses competitive industry clusters and a world-class infrastructure.

Taiwan is the world's 6th largest holder of foreign exchange reserves, ranks 6th in Purchasing Power Parity (PPP) in Asia and has complete R&D and production capabilities, a skilled workforce, and a strong entrepreneurship ecosystem. Taiwan was the largest buyer of integrated circuit (IC) production materials in the world for 7 years in a row in 2016.

As per BERI (Business Environment Risk Intelligence) 2018, Taiwan is the 4th leading country for foreign investment. IMD World Competitiveness Yearbook ranks Taiwan as the top 17th; and WEF Global Competitiveness Report 2017-18 ranks Taiwan 13th among 137 economies in the world.

Taiwan is very important in the global supply chain. It accounts for 2 percent of the global manufacturing output; and excels at resource integration and highly integrated supply chains, both upstream and downstream, as well as across industries. In 2016, Deloitte included Taiwan in the world's top 10 manufacturers.

Taiwan's economy is driven by foreign trade. It is among the world's leading exporters and importers.

According to WTO, Taiwan was the 19th largest trader in the world in 2017, with exports of USD 317 billion and imports of USD 259 billion. Trade between India and Taiwan stood at about USD 6.4 billion in 2017. Top five economies that Taiwan trades the most with include China, USA, Japan, Hong Kong and South Korea. Although India stood 16th in 2017, trade between India and Taiwan is improving and increasing. Taiwan supplies ICT products, electronics products, and machinery products to the world, whereas it mainly exports petrochemical products and electronic products to India. It imports petrochemical products, agriculture products and semi finished products from India. For 2018, the growth forecasts for export and import are 4.5% and 5.5%, respectively. Taiwan was most famous for its manufacturing capability 10 years ago. Today, Taiwan is best known for its innovation.

There are three major regions of industry cluster in Taiwan. The industry clusters in Northern Taiwan are specialized in electronics and information technology. In Central Taiwan, they are well known for their precision machinery. And in Southern Taiwan, there are world-leading industry clusters in the petrochemical and green energy sectors, as well as other types of heavy industries. Many countries around the world are launching smart city initiatives, and they are all built on IoT technology. As a major player in high-tech manufacturing, Taiwan has become a key supplier of a wide range of products and solutions such as equipment, systems and solutions necessary for IoT.

TAITRA organizes about 40 international trade shows every year. In 2017, the Taiwan International Trade Shows were attended by 84,109 international visitors. Five major trade shows organized by TAITRA include TIMTOS, Taipei Cycle, AMPA, COMPUTEX and Food Taipei. Besides organizing shows in Taiwan, TAITRA also organizes two shows in India, namely Taiwan Expo and Smart Asia. TAITRA also organizes sourcing events in Taiwan. During the sourcing events, it invites Indian buyers visiting Taiwan and have one-on-one meeting with the suppliers in Taiwan.



## Open House Meet

MVIRDC World Trade Centre Mumbai organized an Open House Meeting with senior officials from the Directorate of Industries, Government of Maharashtra, Directorate General of Foreign Trade (DGFT) and Customs authority, Government of India. The objective of the Open House Meeting was to promote healthy interaction between the industry and government officials so that the former can seek redressal for their grievances. During the Session, Government officials highlighted various policies and schemes introduced for promoting ease of doing business, attracting foreign direct investment and enhancing exports.



**Dr. Harshdeep Kamble, Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra**

Speaking on this occasion, Dr. Harshdeep Kamble, Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra said, "The Government of Maharashtra is working on a new industrial policy with special focus on promoting exports, supporting MSMEs and enhancing ease of doing business. Maharashtra has around 3 million MSMEs, the largest number in any state of India and also the leading industrial state that attracts more than 31% of total FDI in the country. The state government is promoting industry 4.0 technologies such as artificial intelligence to enhance its export competitiveness."

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



**Mr. Sambhaji Chavan, Senior Deputy Director General of Foreign Trade, Directorate General of Foreign Trade Mumbai**

In his remarks, Mr. Sambhaji Chavan, Senior Deputy Director General of Foreign Trade, Directorate General of Foreign Trade Mumbai said, "DGFT has taken various initiatives to reduce cost of trading. Some of them are introduction of automatic approval of export incentives, relaxation of norms for duty-free imports and introduction of digital signature. Delay in customs clearance of cargoes reduces the competitiveness of Indian exporters in the global market. Therefore, DGFT, along with other departments of Government of India, is taking various measures to promote ease of trading across borders. These measures are reflecting in the improvement in India's ranking in the ease of doing business of the World Bank in recent years," said in his remarks.



**Mr. Ramesh Chander, Commissioner - Customs, Mumbai**

Mr. Ramesh Chander, Commissioner - Customs, Mumbai said, "The Central Board of Indirect Taxes and Customs (CBIC) has taken various measures to automate filing and verification of documents and thereby reduce manual intervention. CBIC is integrating into its system the international best practices on ease of paying taxes and ease of trading across borders. Some of the best practices adopted by the customs department are RFID-enabled electronic cargo tracking system, onsite port clearance audit and introduction of ICEGATE."

He further suggested exporters and importers to make use of e-sanchita portal for uploading their documents instead of carrying hard copies of papers to the customs office.



**Mr. Subhash Agrawal, Commissioner of Customs, Nhava Sheva, Jawaharlal Nehru Customs House, Department of Revenue, Ministry of Finance, Government of India**

Mr. Subhash Agrawal, Commissioner of Customs, Nhava Sheva, Jawaharlal Nehru Customs House, Department of Revenue, Ministry of Finance, Government of India said, "JNPT will increase its container handling capacity by 4.8 million TEUs (twenty foot equivalent units) through setting up of one more terminal. I invite all exporters and importers to make use of the Direct Port Delivery (DPD) scheme and Authorized Export Operator (AEO) schemes of Government of India to reduce time and cost of cargo clearance. Under the DPD scheme, importers can reduce cost by upto Rs 15,000 for one TEU of cargo. So far, 40% of importers have availed of the DPD scheme and we target to enhance this to 80-90% in the days ahead."



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

Another prominent speaker of the open house session Dr. Rajat Srivastava, Director & Regional Head, EEPIC INDIA, Western Region said "Engineering sector represents 25% of India's total exports, with a volume of USD 76 billion, which is expected to rise further to USD 78 billion in the current year. We need to encourage local engineering enterprises to adopt cutting edge technologies to enhance their global competitiveness and exports."



**Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Centre Mumbai and President, All India Association of Industries**

In his welcome address, Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Centre Mumbai and President, All India Association of Industries said, "India has one of the highest cost of cargo transport in the world. The final cost of this is borne by the consumer which reduces the overall growth of the economy. Therefore, Mr. Kalantri suggested government officials to relax inspection and audit norms for long standing businessmen and traders. Instead of tightening rules and regulations in response to stray instances of misconduct by some businessmen, the government must relax procedures for the majority of businessmen, who are honest."

Mr. Kalantri suggested Government of Maharashtra to come out with notification for all the new policy announcements on the same day for the industry to benefit.

He also proposed the state government to revive Maharashtra State Financial Corporation (MSFC). States such as Gujarat have reaped desirable outcomes by reviving their state financial corporations.

"Foreign trade binds different nationalities to make them realize their interdependencies, to understand each other's culture and heritage, to create opportunities for inclusive growth", said Ms. Rupa Naik, Senior Director, MVIRDC World Trade Centre Mumbai in her vote of thanks.

During the session, exporters, importers and other representatives from industry raised various queries and sought clarifications on customs procedures, duty drawback schemes and other government incentives.

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

MVIRDC World Trade Centre Mumbai organized an interactive panel discussion with six distinguished women speakers who excelled in varied fields, ranging from neuro linguistic programming to business incubation to social media training and pageant industry. The session explored the changing status of women in family, corporate world and rural areas. Ms. Simran Ahuja, International Celebrity Anchor moderated this panel session.



**Ms. Neha Kare Kanabar, Founder, "Unimo Universe of Moms"**

Ms. Neha Kare Kanabar, Founder of the world's largest mommy community "Unimo Universe of Moms" and a business incubator for moms by the name 'MumIncubator' spoke about the importance of returning back to the corporate career for mothers who had to quit jobs because of family responsibilities.

"I see lot of women taking a step back in their career midway and loose opportunities. A lot of women talent is wasted as women quit the job at the wrong age because of reasons such as marriage or pregnancy. These are times when women have to stretch themselves and make sure that they are in the lead. After quitting their corporate job, women can still pursue freelancing

assignments from home to maintain continuity in their career until such time they resume their full time corporate job. Women must take the responsibility on themselves rather than blaming family circumstances for leaving their career."

Sharing her career history, Ms. Kanabar said, "I have worked in big companies such as Times of India and UniLever before taking a sabbatical for a few years. However, even while I was at home, I was engaged in freelancing. We are in an amazing time, where there is lot of opportunities for women, both in free lancing and in the corporate world, especially in urban areas."

Ms. Kanabar invited women entrepreneurs to make use of the social media to enhance their business prospect. "I have recently joined Facebook as global lead for India. Facebook has chosen 35 people across the world to rule its community circles. I am one of the 3 leads (and only woman in India) chosen by Facebook in India for this purpose. I am incharge of the Facebook community circle in Mumbai. As part of its social commitment, Facebook offers free training to women entrepreneurs for enhancing the popularity and visibility of their Facebook page. Such an effort brings meaningful difference in the visibility and social profile of women entrepreneurs."



**Ms. Zenobia Khodaiji, Consultant and Life Coach on Mind Mapping, Healing Processes, Law of Attraction and Neuro Linguistic Programmes**

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

She said, "Every millionaire in the world follows one morning ritual. They invest morning time in programming themselves. Similarly, every woman must give time for themselves, the way they give time to family. Women must compulsorily take a 'Me Time' from their busy schedule and start loving themselves. Every woman must look at themselves in the mirror once a day and say 'I love myself'. They must look into their eyes in the mirror and love themselves. Unless you are passionate about loving yourself, you cannot succeed in any of your field. I have taught this exercise to millions of people and it has worked wonders for many of them."

Speaking about herself, Ms. Khodaiji said she was working with mothers of differently-abled children. "I am working with a community of women who stand-up for their special children," she said.

Sharing a few tips for women entrepreneurs, Ms. Khodaiji said, "Businesswomen must give priority to three types of clients. They are - past clients, present clients and the future clients. Many a times, enterprises lose past clients because of various factors such as price, or the attitude of the entrepreneurs and so on. Entrepreneurs must maintain rigorous follow-up with past clients through various ways such as wishing them on their birth days, seeking them feedback at regular intervals and so on."

Raising concern about the prevalence of gender discrimination and violence in some families, Ms. Khodaiji said, "At home, mothers must stand up for the progress of their daughters. In order to prevent domestic violence

rural women must not hesitate to approach police stations or the local panchayats to seek justice. Women must be aware that government has introduced laws to protect them against any discrimination or violence."



**Ms. Chaitali Chatterjee, Founder, Women Entrepreneurs Enclave**

Ms. Chaitali Chatterjee, Founder, Women Entrepreneurs Enclave shared her thoughts on the evolving status of women in society. She said, "In the vedic times, women were empowered, educated before marriage, had the right to choose life partner and they were also participated in the battlefield. After the vedic period, position of women in the society was marginalised. However, in recent years, women started recognizing their true potential and began questioning the norms and customs of the society. Modern women are breaking the social and traditional barriers and today most of them are financially independent."

Speaking about her career profile, Ms. Chatterjee said, "I have 22 years of professional experience including 15-16 years of work experience in the corporate world. I was working as national sales head for a large organization, when I had to quit the job to take care of my son. My husband was working in a different city. After I quit my corporate job, I started working from home on various projects as a free lancer for five years. This gave me enormous success and sense of fulfillment. Eventually, my husband suggested me to take up a full time job. When I applied for a corporate job after a gap of five years, I was offered 1/4th of the salary that I earned before quitting my earlier job and I was also offered a lower designation. It is time employers recognize the freelancing experience on par with full time corporate job."

Ms. Chatterjee concluded her remarks by emphasizing that women should pursue their passion and dream. "Everything will fall in place if you are committed to your dream. Self motivation is very important."



**Ms. Jyoti Agarwal, Founder, Maa2Mom Global Online Community**

Ms. Jyoti Agarwal, Founder, Maa2Mom Global Online Community feels that the attitude towards women has changed considerably in urban areas, although it is still prejudiced in some rural areas. "I feel there is drastic change in the attitude of male members in the family. Today, even in my state Rajasthan the birth of a girl child is celebrated. Women need this support and encouragement from male members in their families. In my family, my husband supports me and gives me wings to fly. However, people in some rural areas still hold traditional mindset on gender issues and they have a lot to learn from their urban counterparts." Pointing to the need for appropriate parenting, she said, "Parents must not impose gender roles on their children. Today, men must be taught to cook food, wash utensils and perform other household chores as any other woman is expected to do. This will not only allow women in the family to pursue their career, but also make men independent. Ms. Agarwal concluded her remarks by encouraging women to pursue their passion. "Be passionate about your dream, keep learning and keep spreading love; there will be a positive shift in your life," Ms. Agarwal asserted.



**Ms. Leena Ahluwalia, Gemologist, Spiritual Guide and Face Reader**

Ms. Leena Ahluwalia, Gemologist, Spiritual Guide and Face Reader offered her views on how women are shedding their inhibition and making their presence felt in public platforms. Ms. Ahluwalia is running an association

for women entrepreneurs in Navi Mumbai and this association has a membership of around 150 entrepreneurs. She said "Earlier, women were scared of being in the limelight. Today, women are more empowered, they are conscious of their aspirations and they love to be in the limelight. Today, women are free to pursue their aspirations in the glamour industry and they also fearlessly express their views on social media. I encourage all women to set their goals, pursue them fearlessly and feel empowered.



**Mrs. Asia Women of Universe Navnidhi K Wadhwa**

Mrs. Asia Women of Universe Navnidhi K Wadhwa shared her views on the prevailing status of women in northern India. She said, "I come from a district in north India, where people still discriminate against women. In my native place, couples still prefer male child over female child. Although sex determination has been made illegal, people still practice in some parts of north India by bribing the medical practitioners. This discriminatory mindset can be changed only through education and creating awareness on women's rights. While providing proper education to girls, we must also educate men about the gender equality. The education system, along with the parents, must inculcate the right mindset in male children." Encouraging women to be self-starters in life, Ms. Wadhwa said, "The real empowerment begins from within. Irrespective of the support from family members or society, women must have the confidence to move ahead by heeding to their inner voice and feeling empowered by their own self. Women must learn from prominent personalities such as actor Priyanka Chopra who made a mark for herself in her chosen field. Women can also feel inspired from actor Kareena Kapoor, who was working even during her pregnancy."

The panel session inspired women and men in the audience and generated fruitful interactions on a wide range of subjects including career opportunities for women, role of social media in promoting women-owned enterprises, personality development tips for young women.

## Release of MVIRDC Publications

MVIRDC World Trade Centre Mumbai released a research study titled 'India and Free Trade Agreements: Opportunities and Challenges' at the inaugural session of World Trade Expo 2018. India has signed 16 trade agreements, which include bilateral and regional Free Trade Agreements, Comprehensive Economic Partnership Agreements, and Comprehensive Economic Cooperation Agreements.

The study convincingly illustrates that from a market access perspective, India has not gained from its Free Trade Agreements (FTAs). Although India's overall trade in goods has grown with FTA partner countries, the increase in imports has outweighed that in exports, causing the bilateral trade balance to deteriorate with FTA partners. For partner after partner country, India's market share has remained relatively low and stagnant and has even declined in some cases, suggesting that these FTAs have been of limited use. The study thus concludes that these FTAs are not sufficient in themselves to deliver market access gains.

The study investigates the factors behind India's limited gains from its FTAs and guides constructive discussions concerning the utility of these agreements for Indian exporters. The release of this study is timely as Government of India is negotiating a trade agreement with ASEAN+6 countries under the 'Regional Comprehensive Economic Partnership'.



Dignitaries releasing MVIRDC Research Publication titled 'India and Free Trade Agreements: Opportunities and Challenges' at the inaugural session. (From Left to Right) Mr. YR Warkerkar, Director General, World Trade Centre Mumbai, Mr. Damian Irzyk, Consul General of Poland in Mumbai, Mr. Vijay Kalantri, President, All India Association of Industries and Vice Chairman, MVIRDC World Trade Centre Mumbai, Amb. Manoj K. Bharti, Additional Secretary (ED and States), Ministry of External Affairs, Government of India, H.E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda in India, Dr. Rajan Sudesh Ratna, Economic Affairs Officer, Trade, Investment and Innovation Division, UNESCAP and Capt. Somesh Batra, Vice Chairman, World Trade Centre Mumbai

At 40.6 percent, India's trade as a percentage of GDP ratio is relatively lower (when compared to the average for lower middle income countries i.e. 53.3 percent). Expanding India's external footprint can bring additional sources of growth for the economy. In this context, India's Free Trade Agreements (FTAs) serve as deeper determinants of the direction and intensity of flows (of goods, services, capital and people). It is hence vital to engage in a discussion surrounding their capacity to generate gains for exporters. This report attempts to stimulate such discussions.

While evaluating any impact of trade agreements on services exports is tortuous given the limited scope of data, it is possible to evaluate the benefits that could accrue from service trade agreements. This report discusses India's services exports and the possible role that trade agreements can play in expediting their flows.

The study highlights several services where India is competitive and the significance of various modes for realizing India's export interests in services. However, the discussion indicates that the expected gains in services have not materialized. MVIRDC World Trade Centre Mumbai extends gratitude to all the experts who have contributed their valuable perspectives to this study. In particular, the organization acknowledges the invaluable guidance of Dr. Rupa Chanda, Professor, Indian Institute of Management, Bangalore for conducting this study.

## Release of MVIRDC Publications

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



Hon'ble dignitaries releasing the MVIRDC Publication titled 'Country Profiles: World Trade Expo 2018': (From Left to Right) Mr. Y R Warekar, Director General, World Trade Centre Mumbai, Mr. Damian Irzyk, Consul General of Poland in Mumbai, Mr. Vijay Kalantri, President, All India Association of Industries and Vice Chairman, MVIRDC World Trade Centre Mumbai, Amb. Manoj K. Bharti, Additional Secretary (ED and States), Ministry of External Affairs, Government of India, H.E. Mr. Ernest RWAMUCYO, High Commissioner of Rwanda in India, Dr. Rajan Sudesh Ratna, Economic Affairs Officer, Trade, Investment and Innovation Division, UNESCAP and Capt. Somesh Batra, Vice Chairman, World Trade Centre Mumbai

The countries profiled in this compendium are of different sizes ranging from the smallest country of Bhutan to the world's seventh largest country France. The degree of trade openness also varies considerably across these countries as on the one hand Argentina has the lowest merchandise trade to GDP ratio of 19%, on the other hand Hungary has the highest ratio of 153%.

Georgia and Ghana are among the most open economies in terms of investment as foreign direct investment accounts for respectively 45% and 32% of their total investment.

Many of these countries such as France, Taiwan and Malaysia are advancing in high-tech sectors such as aerospace, computers, pharmaceuticals, scientific instruments, and electrical machinery.

Most of these countries belong to the emerging market, where the rising disposable income and increasing middle class offer huge market opportunity for foreign companies. Micro, small and medium enterprises will benefit from exploring the untapped market potential for consumer goods such as electronics, leather, textile, processed food, among others in these countries.

India has signed free trade agreements with many of these countries such as Malaysia, Bhutan, Sri Lanka, Thailand and it is negotiating similar agreements with some of the other participating countries such as Australia and Russia.

As we attempt to deepen our collaboration with these countries, MVIRDC World Trade Centre Mumbai has brought this Compendium to highlight the key competitive advantages of these countries.

The compendium also offers websites of the investment promotion agency in these countries, directory of exporters and importers and industry associations in select countries.

## Cultural Evening

MVIRDC World Trade Centre Mumbai organised cultural programme on October 29, 2018 as part of World Trade Expo 2018. During the programme, artists from India and Indonesia staged enchanting performance of their traditional dance forms, which depict the religious, social and economic life of these two countries.

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

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

In yet another performance depicting the Indonesian culture, artists performed Tari Piring (or Plate Dance), which is the traditional dance of the Minangkabau tribe in West Sumatera and which originated in Solok Town. This dance is performed by the farmers of Minangkabau tribe to express gratitude to God for the bounty harvest of rice crop. From the Indian side, artist Ms. Ritu Manek and her troupe performed Devi ADI SHAKTI dance, which is a tribute to the womanhood.



## B2B and Networking Session

World Trade Expo 2018 witnessed participation from at least 1200 delegates representing diplomatic and consular corps of more than 30 countries, senior officials from Government of India and various state governments, officials of trade and industry, financial institutions, academic institutions and think tanks.

The event witnessed more than 2,000 Business to Business Meetings (B2B) and several Government to Business Meetings (G2B). The B2B meetings helped representatives from trade and industry generate new business orders and explore new areas of partnership with fellow business delegates.

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



## Exhibition

The Exhibition at World Trade Expo 2018 witnessed participation from more than 30 countries, seven state governments, startup enterprises, women-owned enterprises, industry clusters, Khadi & Village Industries, among others. Trade representatives from these countries showcased the potential for trade, investment, tourism, and other sectors in their economies. The following table provides the names of some of the countries, states or organizations that participated at the exhibition.

| Sr. No. | Exhibitor  | Country/States/Type of Exhibitors |
|---------|--|-----------------------------------|
| 1       | Consulate General of Islamic Rep. of Afghanistan       | Afghanistan                       |
| 2       | Consulate General of Argentina                         | Argentina                         |
| 3       | Government of Western Australia                        | Australia                         |
| 4       | Bangladesh Deputy High Commission                      | Bangladesh                        |
| 5       | Basque Trade & Investment                              | Basque                            |
| 6       | Royal Bhutanese Embassy                                | Bhutan                            |
| 7       | Czech Trade  | Czech Republic                    |
| 8       | Consulate General of Ecuador & PROECUADOR              | Ecuador                           |
| 9       | Embassy of the Arab Republic of Egypt                  | Egypt                             |
| 10      | Consulate General of the Fed. Dem. Rep of Ethiopia     | Ethiopia                          |
| 11      | The Fiji High Commission                               | Fiji                              |
| 12      | Consulate of the Rep. of Gabon                         | Gabon                             |
| 13      | Consulate of Georgia                                   | Georgia                           |
| 14      | Consulate General of Hungary                           | Hungary                           |
| 15      | Consulate General of the Islamic Rep. of Iran          | Iran                              |
| 16      | Consulate General of Malaysia                          | Malaysia                          |
| 17      | High Commission of Mauritius                           | Mauritius                         |
| 18      | Indo-French Chamber of Commerce & Industry             | France                            |
| 19      | Polish Investment And Trade Agency                     | Poland                            |
| 20      | INDORUS  | Russia                            |
| 21      | High Commission of The Republic Of Rwanda              | Rwanda                            |
| 22      | High Commission of South Africa                        | South Africa                      |
| 23      | High Commission of the Socialist Republic of Sri Lanka | Sri Lanka                         |
| 24      | Taipei World Trade Center                              | Taiwan                            |
| 25      | Royal Thai Consulate General                           | Thailand                          |
| 26      | Consulate General of Indonesia                         | Indonesia                         |
| 27      | Embassy of the Republic of Uzbekistan                  | Uzbekistan                        |

|    |  |                           |
|----|--|---------------------------|
| 28 | High Commission of Uganda  | Uganda                    |
| 29 | MSME Department, Government of Odisha                                | Odisha                    |
| 30 | Uttar Pradesh Handicrafts  | Uttar Pradesh             |
| 31 | Ministry of Textiles, Development Commissioner (Handicrafts) Jodhpur | Rajasthan                 |
| 32 | Maharashtra Industrial Development Corporation                       | Maharashtra               |
| 33 | Madhya Pradesh Tourism   | Madhya Pradesh            |
| 34 | Jammu & Kashmir Government Arts Emporium                             | Jammu & Kashmir           |
| 29 | Vardan Jewellers   | Women Entrepreneurs       |
| 30 | Shreeji Comsec   | Women Entrepreneurs       |
| 31 | Farmous Multitrade LLP   | Women Entrepreneurs       |
| 32 | Maruti Door Process  | Women Entrepreneurs       |
| 33 | Healthtech Pivot LLP   | Start-up Enterprises      |
| 34 | Indexify   | Start-up Enterprises      |
| 35 | Toch   | Start-up Enterprises      |
| 36 | Khawa Cluster, Bhoom   | Industry Clusters         |
| 37 | Turmeric Cluster   | Industry Clusters         |
| 38 | Auto Cluster Pune  | Industry Clusters         |
| 39 | Khadi And Village Industries Commission                              | Industry Clusters         |
| 40 | WTC Navi Mumbai  | Trade Support Institution |
| 41 | EEPC INDIA   | Export Promotion Council  |



## Field Visit

MVIRDC World Trade Centre Mumbai organised a field visit to the Engineering Cluster in Pune and Auto Cluster in Chinchwad in support with MAITRI, Department of Industries, Government of Maharashtra on October 31, 2018. The field visit was attended by distinguished delegates at World Trade Expo 2018. Some of the participants are: representatives of consular corps from Bangladesh, South Africa, Sri Lanka and Mauritius and officials from trade and investment promotion agencies of Poland and Taiwan, chambers of commerce in India.

During the visit, Mr. Kiran Nawathe, Chief Strategist, Engineering Cluster Pune delivered a presentation on how a group of young and dynamic entrepreneurs came together to form a highly impactful industrial cluster Pavana Industrial Cluster. This cluster houses several micro, small and medium enterprises (MSMEs) from all engineering disciplines. The common facility center in this cluster houses cutting-edge machineries, and it also offers various services, such as skill training and incubation to small enterprises.

This cluster is a training partner of Maharashtra State Skill Development Society (MSSDS) and the National Skill Development Corporation (NSDC). The cluster is the proud recipient of accolades such as the First Technical Partner in Pune for 'Suryamitra Skill Development Program (SSDP)'. The Engineering Cluster also offers Entrepreneurship Development Programmes to students and under-privileged children in association with academic institutions, corporate houses and government departments.

The success story of this cluster encouraged Government of Maharashtra to adopt this model and create such Industrial Estates in every district of the state.

During the field visit, officials from the cluster demonstrated the working of various machines such as metallography, universal testing, Vickers Brinell hardness tester, rockwell hardness tester, sample preparing machine, cutting & moulding machine, spectrometer and foundry lab.

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

Officials from the Auto Cluster demonstrated the working of machines such as moulds manufacturing, sheet metal cutting, deep hole drilling, direct digital manufacturing, vacuum casting and so on.

The field visit generated fruitful interaction between the participating delegates and senior functionaries of the two clusters.



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## White Paper

### Enhancing India's Export Competitiveness

In an international trade environment characterised by protectionism and a political appetite for 'de-globalization', adaptability in strategy is vital for the acceleration of exports.

World Bank data suggests that at 40.6 percent, India's trade as a share of GDP is lower than the average for lower middle income countries i.e. 53.3 percent. Consequently, India's share of world trade remains low. In 2017, for instance, India accounted for 1.7 percent of global merchandise trade and 3.5 percent of global trade in commercial services. In perspective, the World Trade Organization had forecast a growth of 3.6 percent in global trade in 2017, higher than the initial forecast of 2.4 percent.

Such figures are indicative of untapped opportunities and unexplored avenues. The exploration of which could create additional sources of growth for the economy. However, such explorations necessitate the adoption of strategies aimed at rectifying issues that have riddled the competitiveness of Indian exporters.

The enthralling discussions at World Trade Expo (WTE) 2018, the flagship event of MVIIRC World Trade Centre Mumbai and All India Association of Industries (AIAI), addressed such issues. WTE 2018 was attended by policy makers, diplomats and business delegates from over 33 countries and 7 state governments of India. Hence, the event created a space for state and market actors to constructively discuss possible solutions, remedies and strategies for enhancing India's export competitiveness. Some of these suggestions are as under:

#### Diversification of export basket and their destinations

In his video message, Shri. Suresh Prabhu, Hon'ble Minister of Commerce & Industry and Civil Aviation, Government of India, spoke of a strategy that would identify and propel 12 champion sectors in services with an export potential of INR 5,000 crore. The Hon'ble Minister also mentioned the much awaited agriculture export policy and on-going consultations between officials from the Ministry of Commerce & Industry and their counterparts in Africa and Latin America, both of which are regions that have low shares in India's total exports.

All across the globe, there is scope to diversify destinations for Indian exports. 54 African countries are currently ratifying the African Continental Free Trade Area (ACFTA). The ACFTA has the potential to create a single market for goods and services worth USD 2.5 trillion that spans 54 countries.

Poland offers noteworthy advantages such as a relatively unexplored consumer market of 38 million people, strategically located in the intersection of major European communication and transport routes. Another eastern European economy, Hungary is a hub for advanced manufacturing. Bhutan offers opportunities in hydropower, agriculture and tourism. Indonesia has risen to become the world's largest producer of palm oil. Ethiopia has substantial reserves of hydropower and is well integrated into the leather value chain.

During his speech, Ambassador Manoj K. Bharti, Additional Secretary, Department of Economic Diplomacy and States, Ministry of External Affairs, Government of India opined that there is a need for research that maps synergies in trade profiles of countries. Such an analysis could strategically guide the diversification of destinations for Indian exports.

#### Digitizing Regulation

As a step towards reducing time and cost associated with export regulations, regulatory agencies could take a lead in digitizing service delivery. For instance, under project 'Saksham' the Central Board of Indirect Taxes and Customs has created a facility for the use of digital signatures and hence paperless processing under the SWIFT mechanism. Such projects must be held as benchmarks and efforts must be aimed at digitizing other services through the automation of deliverables such as documentation and approvals.

### **Monitoring and Evaluating Incentive Utilization**

Indian exporters are eligible for incentive structures ranging from the Authorized Economic Operator Program to preferential tariff treatment through Free Trade Agreements (FTAs). Yet, the utilization rates of some incentives are alarming.

In the case of FTAs, complex 'Rules of Origin' criteria and overlapping preferential tariff regimes have resulted in the NITI Aayog estimating that a mere 5-25 percent of India's exports utilize the FTA route. The effectiveness of incentives must be gauged not by their offers but by their utility.

It is hence vital to establish 'monitoring and evaluation' mechanisms that identify the scale and scope of utilization associated with each incentive scheme.

Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Centre Mumbai also suggested that policy announcements must be accompanied with their respective notifications on the day of the announcement so as to promote their utilization.

### **Capacity Building for Export Promotion**

Speaking at WTE 2018, Dr. Rajan Ratna, Economic Affairs Officer, UNESCAP elaborated upon the need to develop national institutional capacity dedicated to international trade.

The Thailand Board of Investment has 14 overseas offices that disseminate information to potential investors and business partners. The Australian Trade and Investment Commission (AUSTRADE) represents a dedicated 'international trade promotion and investment attraction agency' and leverages its local presence in over 30 countries across the globe to achieve its objectives.

The Malaysia External Trade Development Corporation (MATRADE) is another example of a dedicated national trade promotion agency with a large network of overseas offices.

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

### **Prioritizing the Supply of Skills**

India's demographic dividend could yield returns in terms of exports if export-led industrial growth is complemented by the presence of a skilled/semi-skilled labour force. As an emerging market with aspirations of greater export volume, a rise in India's demand for skills can be expected. Efforts at identifying and promoting export-oriented sectors must list the supply of skilled labour as a targeted objective.

### **Moving Beyond Tariff Liberalization**

Finally, there is a need to pursue liberalization beyond tariff lines. This can be achieved by integrating the Indian quality infrastructure with those of partner countries through 'Mutual Recognition Agreements'. For instance, Adding 'regulatory frameworks' to Free Trade Agreements can help build consensus on the tools and objectives of regulation across borders. These frameworks could minimize uncertainty for exporters.

# Photo Gallery



# Photo Gallery



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# WORLD TRADE EXPO 2018

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**MVIRDC WORLD TRADE CENTRE MUMBAI**

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