



Indo-Canada Chamber of Commerce

Trade Delegation to India

India Mission 2018

January 6-18, 2018

Mumbai, Ahmedabad, Delhi, Chandigarh, Kolkata

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Trade redefines and shifts paradigms. It transforms not only economies but also societies; it transforms relations between and within nations. Trade brings prosperity and makes democracy participatory and meaningful. It enables common people to live a life of dignity, and ensures everyone get their just dues. Trade is a great equalizer, a great enabler.

In its four decades of growth, the Indo-Canada Chamber of Commerce (ICCC) has retained its relevance by propagating the virtues of trade, and by fostering trade relations between Canada and India. Cognizant of the immense potential of enhanced trade relations between Canada and India, the ICCC in 2012 organized the first trade mission to India comprising Canadian small businesses eager to benefit from globalization, and keen to explore trade opportunities in India. It was an unqualified success. Since then, the ICCC has annually led a trade mission to India every January.

India's growing might

With trade representing 60 percent of the Canadian economy, deepening commercial partnerships with Indian businesses is vital to Canada's economic growth; equally, trade with Canada offers Indian businesses a perspective on the wide-range of merchandise and services that Canada has to offer. Over the last seven years since ICCC launched its trade missions to India, the Canada-India trade relations have matured considerable, and have acquired a broader base.

While food-grains, potash and natural resources formed the bulk of Canada-India trade for many decades, in recent years, sunrise sectors such as information technology, education, and healthcare have also begun to dominate.

In 2018, the ICCC will be leading another trade mission to India. It will be a delegation to a new India, an economy that is growing exponentially and one that is truly shining. India's Prime Minister Narendra Modi has made it easier to do business in India,

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according to the World Bank’s October 2017 report on ease of doing business, which showed the country moving up 30 places from last year’s ranking. India ranked 100th out of 190 countries after it implemented reforms in most indicators, including starting a business, getting credit, paying taxes and resolving insolvency.

Young and Growing Population India is the second most populous country in the world with a total population of 1.3 billion as of 2016. Already accounting for 17.5% of the world’s population, India is projected to be the world’s most populous country by 2022, surpassing China with its population reaching 1.6 billion by 2050. It currently is one of the youngest countries in the world with a median age of 25 wherein nearly 60 percent of the population is under the age of 30. This clearly represents an opportunity for market growth and the introduction of new products.

Rising GDP & Growing Rural v/s Urban Population With a Gross Domestic Product (GDP) of US\$ 2.074 trillion as of March 2016, India’s GDP is expected to grow at 7-8 percent per annum over the next few years. The Indian market is broadly segregated into urban and rural markets and is a major attraction for global corporations. Over 850 million Indians live in rural areas compared to 400 million who live in urban areas. While the urban population is growing at more than double the rate of rural areas as migrants move to cities in search of opportunity, it will likely be several decades before India’s urban population will become the majority.

Rise of Tier 2 Towns and Cities As compared to the 8 tier 1 cities in India (Ahmedabad, Bangalore, Chennai, Delhi, Hyderabad, Kolkata, Mumbai and Pune) there are as many as 3,133 tier 2 and 3 cities in India. One third of India’s 1.3 billion population lives within tier 1-4 cities but only 8% of these reside in tier 1 cities. This means that a foreign company/investor cannot ignore the presence of the more than 3000 tier 2 and 3 cities that make up the rest of India.

Growing Consumer Market The Indian market is comprised of a huge middle class, relatively large affluent class and a small economically disadvantaged class, with spending anticipated to double by 2025. Global corporations view India as one of the key markets from where future growth is likely to emerge. The growth in India’s consumer market is primarily driven by a favourable population composition and increasing disposable incomes.





India Mission 2018

The Indo-Canada Chamber of Commerce’s (ICCC) 2018 India Mission will focus on both the traditional as well as the sunrise sectors. ICCC’s President, Mr. Kanwar Dhanjal, will be leading the mission from January 6 to January 18, 2018 to a whistle-stop tour of six Indian cities starting from Mumbai and ending in Kolkata. In between, it will touch Ahmedabad, Chandigarh, Ludhiana and New Delhi. The focused sectors are Agriculture and Food Processing, ICT & Advance Manufacturing, Financial Services, Business Immigration, Education and Skill Development. ICCC’s India Mission 2018 will also have important decision-makers from Canada as delegates.

Highlights of the Program

The India Mission 2018 program includes meetings with India’s largest and most influential trade bodies, including the Confederation of Indian Industry (CII), India-Canada Business Chamber (ICBC), Punjab Haryana and Delhi Chamber of Commerce & Industry (PHDCCI), Bengal Chamber of Commerce & Industry (BCCI), Federation of Indian Chamber of Commerce & Industry (FICCI), World Trade Centre (WTC) Mumbai, the All India Association of Industries (AIAI), and other key trade organizations. Additionally, led by the ICCC President, the delegation will be meeting the key decision makers in the Government of India. Meetings with these organizations will take various formats – including B2B meetings, networking receptions, luncheon, roundtables and briefings – to offer the delegation the most effective opportunities for business connections with Indian companies represented by these organizations.

BENGAL GLOBAL SUMMIT 2018

The delegation will be attending the BENGAL GLOBAL SUMMIT 2018 in Kolkata. West Bengal is the 4th largest state economy in India, growing at 15.64% GVA, West Bengal is leading the charge along the growth curve of India. West Bengal is a perfect blend of economic strength and dynamism, with a strong consumer base, vibrant industry, large talent pool, industry friendly stable policies, transparent governance and record social and physical infrastructure development. With upcoming two major deep sea ports coming up at Sagar Island and Tajpur, Amritsar Kolkata Industrial Corridor (AKIC) aligned to Eastern Dedicated Freight Corridor, national waterways,





ready industrial infrastructure with over 200 industrial parks/estates covering around 20,000 acres, six new theme townships promises to open up new vistas of investment opportunities.

The business opportunities West Bengal offers are spread across a multidimensional spectrum of sectors including industrial infrastructure, manufacturing clusters (light engineering, auto ancillaries, leather, gems & jewelry, textile), chemicals & petrochemicals, plastics, rubber, urban development, agro (seeds and fertilizers, food processing, animal resource development, fisheries), IT & ITES, transport, tourism, power, skills, healthcare, education, etc.

The two-day long BGBS 2018 will bring together policy makers, corporate leaders from around the globe, delegations, academia, opinion makers to explore business opportunities, forge partnerships and collaborations. The event also provides a forum for discussing key issues concerning the Indian Diaspora.

The tentative program as well as information on hosting and participating organizations and description of delegates are given in succeeding pages. For more information, please contact us at indiamission@icconline.org, www.icconline.org





Sectors

Agro & Food Processing

Canada and India have strong trading ties in agriculture and the agri-food sector. Bilateral trade in the sector is skewed in Canada’s favour and the trade balance is estimated to be over \$1.116 billion (2015). While this relationship encompasses all sectors of the value chain, and includes a wide range of merchandise, including manufactured and processed food, it mainly comprises of pulses and potash.

This section looks at the agriculture and agro-food sector in India and the opportunities for Canadian players in the market. It is based on information easily available in public domain. This report is based on secondary research and relies exclusively on Canadian information, and doesn’t contain any primary research.

India remains an important player in the global agriculture markets as an importer of agriculture commodities such as edible oils, pulses, lentils, wood and wood products. In the 2015-2016 fiscal year India imported a total of 5,797,000 tons of pulses and has already crossed a figure of 700,000 tons of pulses import in the first two months of the 2016-2017 fiscal. India is a high priority market for Canada’s exporters as identified by the Government of Canada.

ICT & Advanced Manufacturing

Information and Communication Technologies have emerged as the biggest drivers of transformation across the broad spectrum of all the modes of production, whether in agriculture, manufacturing and services. At present, the impact is felt in a major way in the services sector, but manufacturing is now readying itself to be transformed by the revolution in technology.

This section focuses primarily on Advanced Manufacturing and how the sector is shaping up in Canada and in India. It is based on information easily available in public domain. This report is based on secondary research and relies exclusively on Canadian and Indian information, and doesn’t contain any primary research.

One of the most widely used definitions of advanced manufacturing involves the use of technology to improve products and/or processes, with the relevant technology being described as “advanced,” “innovative,” or “cutting edge.”





Financial Services

A key priority of the Government of Canada is to attract and expand FDI to enhance productivity, support long-term economic growth and increase prosperity for all Canadians. Canada also offers many advantages that make it conducive to attracting foreign investment including competitive tax rates, a sound regulatory framework and, as part of its objective to attract innovative and knowledge intensive investments, one of the most generous research and development (R&D) tax incentive programs among developed countries.

India is increasingly becoming an important source of global foreign direct investment (FDI). Key factors behind this rise include: the robust growth and dynamism of its economy; progressive liberalisation of outward investment policies; strong corporate profits; substantial increase in international reserves; rapid increase in the competitive capabilities of Indian multinational enterprises in manufacturing and services; and the need for market access for exports, for acquisition of international brand names and for access to technology and resources.

The Government of India has put in place a liberal, transparent investment regime and an investor-friendly FDI policy wherein FDI up to 100% is allowed under automatic route for most of the sectors. Sectoral FDI restrictions have been eased and foreign ownership caps lifted. Foreign exchange restrictions relating to investment have been relaxed. Public ownership of industries was substantially reduced as many sectors which were previously reserved for the public sector have been opened to private enterprises, including foreign investment.

Business Immigration, Education and Skill Development

- **Business Immigration**

The Canadian government selects business class immigrants based on their ability to become economically established and support the development of the Canadian economy.

Business immigrants are people who can invest in, or start businesses in Canada and are expected to support the development of a strong and prosperous Canadian economy.





- **Education**

As India approaches its goal of becoming a global superpower, there is an increasing realization that education is critical for the prosperity of its growing middle class and for ensuring that the “demographic dividend” of large numbers of youth is an advantage. Given the size of its population, India possesses a relatively small number of excellent higher education institutes, and it lacks sufficient capacity to meet the growing demand for quality education. It has been projected that India requires 800 new universities and 40,000 new colleges to achieve a gross enrolment ratio (GER) of 30% by 2020. Subsequently, an increasing number of Indian students choose foreign destinations for higher education. In 2014, international student numbers from India crossed the 300,000 mark. This number is projected to increase to 1 million students by 2020. Indian households spend on average 10% of disposable income on education, demonstrating the emphasis that Indian parents, family and culture place on education.

- **Skill Development**

Skills are the backbone of a successful economy and a measure of a nation’s ability to survive in a global marketplace. Human capital represents an asset with the capacity to enhance productivity, innovation and employability. In a major move, the incumbent BJP-led NDA government in India under the leadership of Narendra Modi created a separate ministry for skills development and entrepreneurship in 2014, months after winning the general election.

Skilling efforts will be completely aligned with the requirements of 25 key identified sectors of Make in India. A joint committee of stakeholders under both initiatives will be constituted to closely monitor growth of manufacturing activity under Make in India programme and anticipate skill requirements for such initiatives so that the same can be developed in coordination with various SSCs and training institutions.





Hosting and Participating Organizations

Indo-Canada Chamber of Commerce (ICCC)

The Indo-Canada Chamber of Commerce (ICCC) was founded in 1977 as a representative organization for the Indo-Canadian community. Since its foundations, the ICCC has adopted a mandate to promote and facilitate economic relations between Canada, India and other countries with a focus on areas of business, trade and investment. The ICCC was partner organization for the Ministry of Overseas Indian Affairs for Regional PBD Canada 2011 held in Toronto, June 9-10, 2011. The regional PBD Canada 2011 has its theme, “Building Bridges: Positioning Strategies for the Indian Diaspora”. The regional PBD convention resulted in several useful recommendations for promotion of trade and economic cooperation between Canada and India and about the role of Indian Diaspora for building economic bridges.

Indo-Canadian Business Chamber (ICBC)

Established in 1994, the Indo-Canadian Business Chamber is an India-based business organization with a mandate to improve trade and bilateral relations between India and Canada. It has chapters in major business cities in India, including Delhi, Ahmadabad, and Mumbai. As an ICCC partner in India, the ICBC has been working tirelessly towards creating an itinerary for this business mission with both logistical and substantive support. President Rakesh Nangia and ICBC COO Nadira Hamid will be hosting this business delegation on behalf of the Chamber.

Confederation of Indian Industry (CII)

The Confederation of Indian Industry is one of India's most influential and representative business organizations. Its membership represents a large-span of the Indian economic sector, including large multinational corporations, national industry and SMEs and it has a close relationship with key government Ministries in an advocacy, policy-development and advisory capacity. Its current mandate focuses on “Business for Livelihood,” which looks to marry business ventures with grassroots development and growth. Its involvement with this business mission is in two important areas. First, the CII will be co-hosting a business luncheon with participants for networking and discuss issues of bilateral investment and trade. Second, the CII will place special importance on the challenges and interests specific to the SME sector.





World Trade Centre, Mumbai

More than a building or an organization, the World Trade Centre (WTC) brings together business and government agencies involved in international trade, provides essential trade services and stimulates the economy of the region it serves. WTC puts all the services associated with global commerce under one roof and its address gives a business prime and continuous access to resources essential for success in world trade. A World Trade Center in any city is a business shopping center, complementing and supporting the existing services of private and government agencies. A WTC offers its members and tenants a wide range of facilities and services. Since WTC services are reciprocal, members can access them at all operating WTCs around the world.

The Associated Chambers of Commerce & Industry of India (ASSOCHAM)

ASSOCHAM is a not for profit organization, facilitating reach of India to all businesses around the globe, for wanting to do business with India. ASSOCHAM initiated its endeavor of value creation for Indian Industry in 1920. It is also referred to as the "Chamber of Chambers" having in its fold more than 400 Industry Chambers, Trade Associations and serving more than 4, 50,000 Corporate Members from all over.

All India Association of Industries (AIAI)

All India Association of Industries (AIAI) was established in 1956, to serve as an organization to represent India's commercial capital in its liaison with government, other businesses and in international trade. Since then, the AIAI has a direct membership of 1400 companies and indirect membership of 30,000 companies through its affiliations with various global trade bodies. In particular, 70 per cent of this membership is in the SME sector. The AIAI's mandate offers three major services to its members: networking, advocacy and representation in international delegations. Examples of these activities are represented in the AIAI vast offerings of trade fairs, seminars, trade delegations and business meetings. The Indo-Canada Chamber of Commerce is anticipating a fruitful relationship and a successful networking event with the AIAI as a representative body for business in India's financial capital, Mumbai.

Federation of Indian Chamber of Commerce & Industry (FICCI)

Established in 1927, FICCI is the largest and oldest apex business organization in India. Its history is closely interwoven with India's struggle for independence, its





industrialization, and its emergence as one of the most rapidly growing global economies. FICCI has contributed to this historical process by encouraging debate, articulating the private sector’s views and influencing policy. A non-government, not-for-profit organization, FICCI is the voice of India’s business and industry.

Gujarat Chamber of Commerce & Industry (GCCI)

Founded in 1949, the Gujarat Chamber of Commerce & Industry (GCCI) works to create and sustain an environment conducive to the growth of industry and trade in Gujarat. With 2800 direct members, which include over 160 Trade and Industry associations and leading Chambers of Commerce of the State. In its efforts to promote economic growth of the country and the state, Gujarat Chamber of Commerce and Industry has, over the years, initiated several focused and meaningful dialogues covering various micro and macroeconomic aspects of development.

Bengal Chamber of Commerce and Industry (BCC&I)

The Bengal Chamber of Commerce and Industry was set up in 1853. However, the Chamber's origins date back to 1833 when its founding forefathers came together to form the first association of its kind in the country, which was later formalized as the Bengal Chamber. For the last one and a half centuries, the Chamber has played a pioneering role as a helmsman, steering the evolution of Commerce and Industry in India. The Chamber is deeply involved in areas like Healthcare, Education, Energy and Environment, Information Technology, Finance and Banking, Corporate Governance, MSME Development, Manufacturing, Infrastructure, Tourism - to name a few and has now assumed a multi-faceted role.

PHD Chamber of Commerce and Industry (PHDCCI)

PHD Chamber of Commerce and Industry, established in 1905, is a proactive and dynamic multi-State apex organization working at the grass-root level and with strong national and international linkages. The Chamber acts as a catalyst in the promotion of industry, trade and entrepreneurship. PHD Chamber is more than an organization of the business community, as it lives by the chosen motto ‘In Community's Life & Part of It’ and contributes significantly to socio-economic development.





Brief Information on Indian Cities to be visited by ICCCLed India Mission 2018

Mumbai

Mumbai is India's largest city (by population) and is the financial and commercial capital of the country as it generates 6.16% of the total GDP. It serves as an economic hub of India, contributing 10% of factory employment, 25% of industrial output, 33% of income tax collections, 60% of customs duty collections, 20% of central excise tax collections, 40% of India's foreign trade and 4,000 crore (US\$728 million) in corporate taxes. Mumbai was ranked seventh in the list of "Top Ten Cities for Billionaires" by Forbes magazine, and first in terms of those billionaires' average wealth.

Ahmedabad

The gross domestic product of Ahmedabad was estimated at \$59 billion in 2010. The city is the largest supplier of denim, gemstones and jewellery in India. The automobile industry is also important to the city; after Tata's Nano project, Ford and Suzuki are planning to establish plants near Ahmedabad while the ground breaking ceremony for Peugeot has already been performed. A NASSCOM survey in 2002 on the "Super Nine Indian Destinations" for IT-enabled services ranked Ahmedabad fifth among the top nine most competitive cities in the country. The city's educational and industrial institutions have attracted students and young skilled workers from the rest of India.

Chandigarh

The city of Chandigarh was the first planned city in India post-independence in 1947. The important industries are paper manufacturing, basic metals and alloys, machinery, food products, sanitary ware, auto parts, machine tools, pharmaceuticals and electrical appliances. Chandigarh's gross state domestic product for 2010 is estimated at \$15.22 billion in current prices. Chandigarh IT Park is the city's attempt to break into the information technology world. Major Indian firms and multinational corporations to the like of Quark, Infosys, Dell, IBM, TechMahindra have set up base in the city and its suburbs. Chandigarh is ranked ninth in the top 50 cities identified globally as "emerging outsourcing and IT services destinations".





New Delhi

New Delhi is the national capital and second most populous city in India with a population of 16.3 million in 2011. The greater NCR urban, which includes the neighbouring cities of Baghpat, Gurgaon, Sonapat, Faridabad, Ghaziabad, Noida, Greater Noida and other nearby towns, has nearly 22.2 million residents. Delhi's Gross domestic product GDP (at 2004-05 prices), on average, grew by 10.7% between 2007 and 2012, making it one of the fastest growing cities in the region. Key service industries in Delhi are information technology, telecommunications, hotels, banking, media and tourism. Construction, power, health and community services, and real estate are also important to the city's economy.

Kolkata

Kolkata (also known by its former official name of Calcutta) is the capital of the Indian state of West Bengal. Located on the east bank of the Hooghly River, it is the principal commercial, cultural, and educational centre of East India, while the Port of Kolkata is India's oldest operating port and its sole major riverine port. In 2011, the city had population of 4.5 million, while the population of the city and its suburbs was 14.1 million, making it the third-most populous metropolitan area in India. In 2008 its gross domestic product (adjusted for purchasing power parity) was estimated to be US\$104 billion, which was the third highest among Indian cities, behind Mumbai and Delhi.





India Mission 2018

Mumbai, Ahmedabad, Delhi, Chandigarh, Kolkata

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Benefits of the India Mission 2018:

- Name to be included in the brochure booklet along with your photo and business address for networking
- International flight from Toronto to Mumbai & Delhi to Toronto – Economy Class
- Domestic flights Mumbai-Ahmedabad-New Delhi-Chandigarh-Kolkata-Delhi
- All ground transport from Airport to hotels and Hotels to the event venue
- Stay in all the five star luxury hotels in all the cities
- Breakfast at hotels and most of the meals during the B2B meetings, Seminars, Conferences and Business receptions.
- Global Bengal Summit 2018
- Business meetings with the business leaders
- Reception with High Commissioner of Canada
- Trade briefings with the Trade commissioners' office
- Meetings with Chief Minister's, Ministers and Decision Makers of India

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Cities to be visited

Mumbai (8 Jan 2018)

- Briefing session with Consul General of Canada in Mumbai
- Business reception with the All India Association of Industries (AIAI)
- Business reception with World Trade Centre

Ahmedabad/Gandhinagar/Delhi (09 – 10 Jan 2018)

- Meeting with the Chief Minister of Gujarat (TBC)
- Business reception with the Gujarat Chamber of Commerce & industry
- Meeting with the Mayor of the City

New Delhi (10 - 11 Jan 2018)

- Reception with the High Commissioner of Canada
- Meeting with the Minister of External Affairs & MOIA Smt. Sushma Swaraj (TBC)
- Meeting with Cabinet Minister (TBC)
- Meeting with FICCI/CII/ICBC

Chandigarh (12-14 Jan 2018)

- Meeting with ASSOCHAM
- Meeting with Haryana Chief Minister
- Meeting with Punjab Chief Minister (TBC)
- Meeting with the Mayor of Chandigarh (TBC)
- Factory visit Mohali

Kolkata (15-17 Jan 2018)

- Participation in Bengal Global Summit 2018
- Meeting with Chief Minister of West Bengal (TBC)
- Meeting with Bengal Chamber of Commerce & Industry
- Meeting with the Mayor of Kolkata (TBC)
- Visit to the local historical places





India Mission 2018

Mumbai, Ahmedabad, New Delhi, Chandigarh, Kolkata

January 6 – 18, 2018

Total cost of mission \$ 4899

(Includes economy class domestic flights, hotel stay (double sharing as per itinerary), airport transportation, local transportation and admin fee)

Admin Fee: if not part of full package
(All the cities) \$ 1250.00

Individual City \$ 300.00

*(Note: Package does not include international Airfare.
Rates may change as per availability)*





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