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# Indo-Canada Chamber of Commerce Trade Delegation to India

ICCC Business Mission to India 2016

January 3-16, 2016

Agra, Amritsar, New Delhi, Thiruvananthapuram, Kochi, Ahmedabad, Vadodara and Mumbai

www.icccindiamission.org • www.iccconline.org

# ICCC—Trade Mission to India

# January 3–16, 2016 Agra, Amritsar, New Delhi, Thiruvananthapuram, Kochi, Ahmedabad, Vadodara and Mumbai

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 nearly 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. Subsequently, every January, the ICCC has led a successful trade mission to India that coincides with the Pravasi Bharatiya Divas celebrations. The PBD-India is the annual congregation of the global Indian diaspora held each year from January 8 to January 11. This year the ICCC becomes a partner organisation for the Uttar Pradesh Pravasi Bharatiya Divas in Agra.

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 five 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.

# India Mission

The Indo-Canada Chamber of Commerce's (ICCC) 2016 India Mission will focus on both the traditional as well as the sunrise sectors. ICCC's President, Mr. Sanjay Makkar, will be leading the mission from January 3 to January 16, 2016 to a whistle-stop tour of eight Indian cities starting from Agra and ending in Mumbai. In between, it will touch Amritsar, New Delhi, Thiruvananthapuram, Kochi, Ahmedabad, and Vadodara. The focused sectors are Life Sciences, Pharmaceuticals, Healthcare, Clean Energy, Education, Agro & Food Processing, ICT, Tourism and Smart Cities.

India Mission 2016 will also have important decision makers from Canada as delegates. Among these are Hon. Patrick Brown, MPP and leader of the Progressive Conservative Party of Ontario, and MPP Victor Fedeli, Jack Maclaren, Lisa Macleoud and Norm Miller. In recent years, Hon. Brown has been among the key leaders who have played a vital role in transforming the relations between Canada and India. Chamber has pledged to support Indian Prime Minister Narendra Modi's vision to develop Smart Cities in India by sharing Canadian experiences and expertise in urban renewal.

# Highlights of the Program

The India Mission 2016 program includes meetings with India's largest and most influential trade bodies, including the Confederation of Indian Industry (CII), India-Canada Business Chamber (ICBC), Cochin Chamber of Commerce & Industry (CCCI), Federation of Indian Chamber of Commerce & Industry (FICCI), 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.

#### UP Pravasi Divas 2016

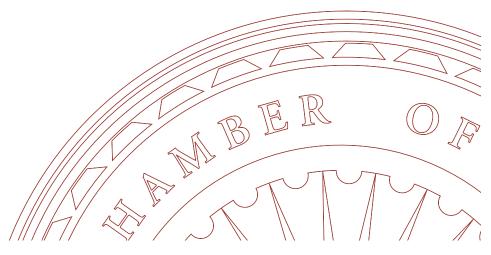
The delegation will be attending the UP Pravasi Divas in Agra. Since 2003, the Pravasi Bharatiya Divas (Overseas Indians' Day) sponsored by Ministry of Overseas Indian Affairs, Government of India, is being celebrated on 9th January each year in India, to "mark the contribution of Overseas Indian community in the development of India". The day commemorates the arrival of Mahatma Gandhi in India from South Africa, and during a three-day convention held around the day, a forum for issues concerning the Indian Diaspora is held and the annual Pravasi Bharatiya Samman Awards are given away.

In Uttar Pradesh with the establishment of new NRI department, the focus is to connect with the Indian Diaspora at large and Uttar Pradesh NRIs/PIOs in particular. The overseas Indian community is estimated at over 25 million strewn across the Globe. With such widespread presence, there is an immense potential to engage in a meaningful dialogue with the Indian Diaspora of Uttar Pradesh origin.

The Pravasi Divas will be a platform to discuss and resolve concerns of the U.P. NRIs. It will be a celebration of the success of our sisters and brothers who have made U.P. proud globally.

The State has proposed to celebrate "U.P. Pravasi Divas" annually to provide an opportunity to NRIs to interact and connect with their roots and also invest in the growth journey of their motherland. The first edition of U.P. Pravasi Divas will be held in the land of the TAJ, in the historic city of Agra on 4th - 5th January 2016 at ITC Mughal Hotel, Agra

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@iccconline.org, www.iccconline.org.



# ICCC Business Mission to India 2016

# Sanjay Makkar Leader of the Delegation

President

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Mr. Sanjay Makkar was elected the 27th President of the Indo-Canada Chamber of Commerce (ICCC) in June 2015. He has been associated with the Chamber for the last six years, initially as a member, director and then as Vice President.

He is a member of the Advisory Committee of Canada's Chief Negotiator on Comprehensive Economic Partnership Agreement (CEPA) with India. Sanjay has been actively associated with several Indo-Canadian Diaspora organisations in Canada. He is well known in the Indo-Canadian community for his strong conviction in the Canadian values of volunteerism and giving back to the community.

Mr. Makkar is founder President of InSureU! Insurance & Investments Solutions Inc., a complete premier professional services firm, providing consultation and solutions in Risk Strategy Consulting, Personal/Health Insurance, Estate and Succession planning.

Sanjay is active in community and business services. He is dynamic entrepreneur and a renowned insurance broker in Canada. He is self-motivated and highly talented member of the south Asian Business and professional community.

Under his leadership, ICCC has introduced new initiatives in the chamber for the growth of ICCC corporate membership and he is determined to make the ICCC a vibrant organisation for the promotion of business between Canada and India. He is also working to enable Indo-Canadians to integrate better into the Canadian mainstream for better contribution to the fabric of the Canadian society.

#### Patrick Brown

Leader of Ontario PC Party Leader, Official Opposition

Room 381, Main Legislative Building, Queen's Park

Toronto, Ontario M7A 1A8
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Patrick Brown is elected Leader of the Progressive Conservative Party of Ontario. He ran on a platform of Party renewal, promising to grow the Party to over 100,000 members. A bigger Party membership is key to reconnecting the PC Party with the people of the province. Also critical, is reshaping the Party to give members a stronger voice in setting its priorities; and growing, training and nurturing a powerful, province-wide network of candidates, riding associations, volunteers and activists.

He served as a Vice President on the executive of the PC Party of Ontario and also served two terms as President of the Progressive Conservative Youth Federation (PCYF).

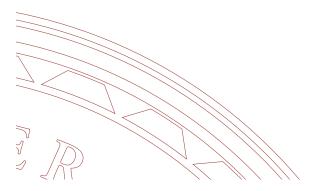
Patrick was first elected to Barrie City Council in 2000 and was re-elected in 2003 with 72% of the vote. In 2006, he beat an incumbent Liberal cabinet minister in the federal election and became the Member of Parliament for Barrie. He was re-elected in 2008 and 2011, each time increasing his share of the vote.

In 2011, Patrick was named Chair of the GTA and Central Ontario Caucus. He was also Chairman of the Canada-India Parliamentary Association and has made 15 trips to India, building relations with one of the world's fastest growing economies.

Patrick was named an honorary citizen of Gujarat by India's Prime Minister Narendra Modi, then Chief Minister of Gujarat. Patrick is also one of two honorary firefighters in the Province of Ontario, a testament to his commitment to working with the men and women who keep Ontarians safe.

Patrick studied political science at the University of Toronto before earning his LL.B from the University of Windsor. Prior to his first election, Patrick ran a law practice in downtown Barrie.

Patrick's dedication to enhancing healthcare access has seen him help raise nearly \$2 million dollars for the Royal Victoria Hospital in Barrie and charities, including JDRF, Autism Ontario, ALS Canada, Busby Street Centre, Talk is Free Theatre, and The Bill Wilkins Scholarship.



# Mukund Purohit

Chair - India Mission 2016 (India)

President and CEO V-care Group LTD

Member Advisory Board - PKM Advisory Services (P) Ltd

Advisor - Enterprise Saskatchewan

2009-1 Lee Centre Drive, Toronto, Ontario, M1H 3J2

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Mr. Mukund Purohit is an Indo-Canadian entrepreneur engaged in various businesses like Pizza Chain, Fertilizer Production. Purohit is Chair (India)—Indo-Canada Chamber of Commerce (ICCC) chairman—MD of Neopolitan Pizza Limited (India), Director—Karnalyte Resources Inc. (Canada) and Director—Indo Canadian Business Chamber (ICBC). Purohit also worked on opening doors between Canada and India in the area of Health care focusing on Diabetes. Under the leadership of Purohit GBA jointly with the Consulate General of India, Toronto organized an event with 250 Indian Doctors. This event was organized to show what Indian Health care has to offer the world and help the society with the vast knowledge and medicine history going back in centuries.

He was awarded with the "Gauravanto Gujarati Award - 2010" as a prominent NRI, Queen Elizabeth II Diamond Jubilee Medal 2012, Canada-India Friendship Medal 2012 from House of Commons and Canada-India Parliamentary Friendship Group. Purohit served as consultant for 1st Potash deal between India and Canada. Purohit is currently working on developing bilateral relationship to the next level between Canada and India. Purohit is also an active fund raiser for "Kanya Kelvani Yojana" (literacy campaign for young girls, deprived of basic education in Gujarat, India.

#### Abu Becker

Director, Business Development
Indo Canada Chamber of Commerce
CEO, Nrich Group
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Abu Becker Noohujohn is the CEO of the Nrich Group, President of Airbond Travel and has been appointed as the Canadian representative of the NEST Group of India. A proven leader and serial entrepreneur, Abu is a true brand ambassador of the beneficial bilateral relationship between India and Canada. Abu has led twice the Indo Canada Trade Mission, alongside various Mayors, MP's, bureaucrats, policy makers and entrepreneurs. In these missions, he helped showcase India's economic power, fostering business opportunities and the creation of local jobs.

He also holds the title of President in the South Asian Canadian Community Health Services (SACCHS). He is fluent in seven foreign languages and is an active life member of the ICCC since 2009. Raised over \$2 million for community projects. Accompanied the Trade Minister Ed Fast in the Canadian Delegation to India Trade Mission 2014 & South Korea Trade Mission 2015.

# List of Delegates

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2	Becker, Abu Director, Indo Canada Chamber of Commerce CEO, Nrich Group 680 Rexdale Blvd, Unit# 27 Toronto, ON, M9W 0B5, Canada Phone: 416-614-6500 Cell: 416-275-0786 E-mail: abu@nrichgroup.com www.nrichgroup.com	Business Development	
3	Bhardwaj, Rahul President & CEO OM Financial Inc 1049 Mcnicoll Ave. Toronto, ON, M1W 3W6 Phone: 416-491-7727 Cell: 416-816-3856 Fax: 416-491-7102 E-mail: rahulb@omfinancial.com www.omfinancial.com	Insurance and Financial Services	
4	Brown, Patrick Leader of Ontario PC Party Leader, Official Opposition Room 381, Main Legislative Building, Queen's Park Toronto, Ontario, M7A 1A8 Phone: 416-325-3855 Fax: 416-325-9035	Government	

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6	Chavda, Naresh President Globayan Immigration Corporation 327A-2100 Ellesmere Road Scarborough, ON, M1H 3B7 Phone: 647-895-6790 Fax: 647-776-7552 E-mail: globayan@gmail.com www.globayanimmigration.com	Immigration	
7	Chawla, Madan Mohan Engineer and Advisor Richmond Hill Optometric Clinic & MOL 1650 Elgin Mills Road East # 214, Richmond Hill, Ontario, Canada, L4S 0B2 Phone: 416-433-6622 Fax: 905-883-1510 E-mail: incetiveworks@gmail.com admin@eyesofrichmondhill.com www.eyesofrichmondhill.com www.nuworldresearch.com	Energy	
8	Dubreuil, Ashlee CEO Eslight 1136 Geran Cres Mississauga, ON, L5H 3R5, Canada Phone: 416-558-1512	Energy	

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10	Dhanasekar, Kanmani Director of Sale Nrich Canada 30 Cullcastle St., Ajax, LIS 0A9, Toronto Phone: 905-239-4023 Cell: 647-980-5509 E-mail: kanmani.dhanasekar@yahoo.in	Education	
11	Dodds, James Vice President TD Bank Group E-mail: James.Dodds@tdsecurities.com	Banking	
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18	Joshi, Raksh Director of Operations DMC Management Consulting 650, Saddlecreek Way NE, Calgary, Alberta, T3J 4A3 Phone 403-265-1999 Cell 403-608-1999 Fax 403-398-1549 E-mail: rakshjoshi@gmail.com www.dmcm.ca	Management Consultant	
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20	Jhala, Pradhyuman President & CEO SPS Canada (Student Placement Service Inc) 100 Westmore Drive Etobicoke, M9V 5C3, Ontario, Canada Phone: 905-362-9393 E-mail: pjhala@spscanada.com	Immigration Services	
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27	Maclaren, Jack  Member of Provincial Parliament - MPP  114 Creekside Drive  Woodlawn, Ontario, Canada, KOA 3MO  Phone: 613-250-0706  E-mail: jbm@pc.ola.org  jmaclaren@northwindwireless.com	Government	
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29	Makkar, Sanjay President Indo Canada Chamber of Commerce 924 The East Mall, Toronto, M9B 6K1 Phone: 416-471-8749	ICCC	

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32	Miller, Norm, MPP Member, Standing Committee on Social Policy Deputy Opposition Whip Room 440, Main Legislative Building, Queen's Park Toronto, Ontario, M7A 1A8 Phone: 416-325-1012 Fax: 416-325-1153 E-mail: norm.miller@pc.ola.org	Government	
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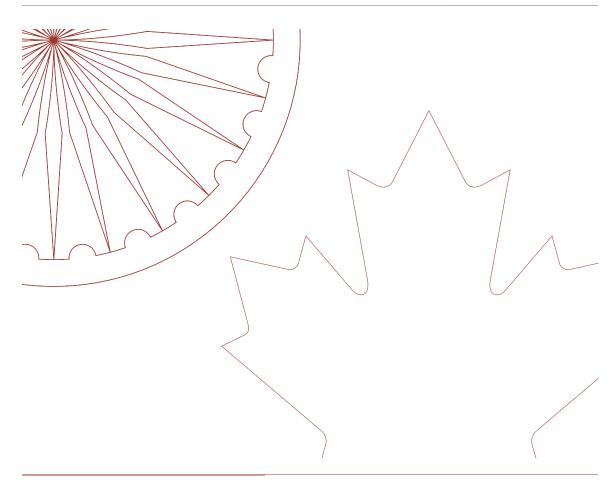
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# Sectors

# Agro & Food Processing

Canada and India have strong trading ties in agriculture and the agri-food sector. Bilateral trade in the sector is estimated to be over \$583 million (2013). 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. In fact, India imports 40% of its pulses and 25% of its potash from Canada. Agriculture and food processing are two key components of the Canadian economy and play an integral part in Canada's trade portfolio. In fact, agriculture and food processing represent 11% of Canada's goods GDP and almost 10% of Canada's merchandise trade. Food processing is the largest manufacturing employer in Canada, supporting over 250,000 jobs. Moreover, in total, there are around 220,000 farms across Canada, 90% of which are dependent on or are supported by export markets.

As with Canada, agriculture and allied sectors play an important role in India's economy, representing around 13.7% of the country's GDP. Agriculture still remains the predominant source of livelihood for about 58% of the Indian population. However, the share of agriculture and allied sectors has continuously declined in the GDP, falling from 14.6% in 2009-10 to 13.7% in 2012-2013 and 18.20% in 2013-14. This fall is an expected outcome in a fast growing and structurally changing economy. In terms of global agricultural trade, India's share is low, at only 1.48%.

# Clean Energy

The clean energy sector has the potential to become a major component in the Canada-India bilateral trade. Canada has already developed technology in the clean energy sector is which is rapidly growing in India. India needs clean energy to sustain its development in the future. India is the fourth largest energy consumer, after China, USA and Russia. Canada has vast natural resources that could cater to the energy needs of India in the long run.

The energy sector is one of the key sectors in the Canadian economy, contributing 9.1% of the nominal GDP (2012). The energy sector provides 335,500 direct jobs, which is 1.9% of total Canadian employment. The investment in the sector is \$96 billion which represents 24.6% of total public and private investments in Canada. Domestic exports in the sector are around \$119 billion, which represents 27.8% of Canadian domestic merchandise exports. The majority of Canada's energy exports and imports are with the USA, meaning it still remains too dependent on its neighbor.

The new Indian government has strong focus on power sector reforms and increased expenditure on renewable energy, specifically solar energy. A country with huge upcoming power demand offers exciting possibilities for Indo-Canada collaboration.

# Education

There are growing opportunities for Canadian education service providers to both attract Indian students to Canada and to explore avenues of entering the Indian market and collaborating with Indian institutions. After Canada and India signed a memorandum of understanding in 2010, both countries have redoubled their collaboration efforts. The number of Indian students choosing Canada as a study destination grew to 23,504 in 2011, representing an increase of more than 145%

from 2009. Opportunities of collaborating through twinning programs (where the students undertake part of the studies in India and complete them in Canada) have also increased in recent years. Continuous efforts by the Canadian establishment will definitely encourage more Indian students to come to Canada to pursue higher education. Also, changes in the policy framework may open more doors for Canadian institutions to venture into the Indian market.

ICCC has held roundtables in Canada and India to discuss the education sector. A key recommendation that emerged from the series of roundtables was the advancement of the Canada-India Partnership in academic-industry-business interface and mobilization of the Indian diaspora resources and knowledge networks to utilize the educational linkages already established over the past five years. This recommendation underscores the need for future policy modification and highlighted the linkage between the educational sector and the immigration policies.

In India, the education sector is managed by both the union (federal) and the state (provincial) governments and is a large and complex industry, governed by many regulators. The Indian higher education sector has emerged as one of the largest in the world, with 14.6 million registered students in more than 31,000 institutions. Institutions in India have grown at a CAGR of 11%, while student enrollment has grown at a CAGR of 6%, and the Gross Enrollment Ratio (GER) currently stands at about 13.8%, compared to 60% in the US and Canada, and the 21% average of BRIC countries. By 2020, the Government of India wants to achieve a GER of 30%. The education and training sector in India is estimated to be about US\$40b, with a potential 16% five-year compound annual growth rate. The market size for higher education is projected to increase three times in the next decade to a total of \$115b.

#### Healthcare

India requires an overhaul of its entire healthcare system. While there have been improvements in life expectancy and infant mortality rates, the Indian system reinforces poverty traps which challenge the socio-economic well-being of the family. The current assumption that the private sector will innovate itself out of these challenges may not turn out to be true. The trajectory of development in the healthcare sector evidences that this is actually not true, as rural and urban poor are being further pushed down the poverty line or out of the healthcare system altogether. Canada can help India to move from an out-of-pocket to universal financed healthcare system to ensure healthcare for all class brackets. Indian health care system will require the convergence of action by financing institutions and political leadership. However, the growth of medical tourism in India is growing and patients from Europe and North America are moving to India for their treatment especially in heart related surgeries and other cosmetic surgeries which are cheaper in India as compare to other countries.

# Information and Communication Technology

Canada is strong in certain emerging technologies such as information technology, mining, telecommunications, health sciences and digital media, one challenge often mentioned is the absence of innovation and investment in developing future technologies. One of the major reasons for that is that big businesses can invest, but smaller ones lack the financial resources. Canadian businesses are not sufficiently harnessing innovation to enable competitive gains. Canada's relatively low business R&D intensity and limited availability of venture capital are areas of particular concern, as is the large gap with the U.S. in private sector investment in productivity-enhancing ICT.

#### Life Sciences

Life Sciences generally include biotechnology, pharmaceuticals, medical devices and equipment and healthcare. The Canadian life sciences sector is an important contributor to Canada's innovation economy, engaging in creating the medical innovations that will improve health-care delivery and patient care in Canada and abroad.

The Canadian industry spans the research, development and manufacturing continuum. Industry players include small and medium-sized companies developing diagnostics, biopharmaceuticals, pharmaceuticals and medical devices, as well as global companies with research, development and manufacturing operations in Canada, serving both domestic and international markets. Contract service providers in Canada provide industry support for research and development, clinical trials and manufacturing. Canada's world-class health research institutions and research networks are integral partners in research and knowledge translation.

The Indian life sciences sector has highlighted India's profile in the last decade. At the beginning of the decade itself, this industry began to take shape with the sprouting of dozens of start-up companies as well as the diversification of established life sciences players by setting up biotech divisions, to focus on this segment. A lot of significant developments have taken place in the sector since. This sector has witnessed three emerging trends. Biopharma, which constitutes nearly two-thirds of the Indian biotech sector, invests in innovative product development. Clearly, a lot of companies see more value in ramping up their service offerings even as they try to master the technological, financial and regulatory challenges, before they are able to offer cutting edge drugs in the market place.

#### Pharmaceuticals

The pharmaceutical sector is one of the most innovative industries in Canada. It is composed of companies developing and manufacturing innovative medicines and generic pharmaceuticals, as well as over the counter drug products. The sector is made up of a number of sub-sectors that service different market segments, these include brand-name pharmaceuticals companies, generic drug firms, biopharmaceutical small and medium sized enterprises (biopharmaceutical SMEs), and contract service providers (CSPs). Pharmaceutical sales in Canada have a 2.5 percent share of the global market, making Canada the 9th largest world market. Since 2009, compound annual growth has slowed to 0.4 percent. Companies undertake research and development (R&D) to develop new or improved patented therapies, while others develop bio-equivalent copies of innovative drugs once patents expire. An emerging field of biologics and subsequent entry biologics (SEBs) is also taking shape. Brand-name products account for 77 percent of Canadian sales and 34 percent of prescriptions. Generics account for the rest. In 2014, the manufacturing portion of the sector employed 26,300 people and over the last 5 years employment has fallen by 6.3 percent. The industry is clustered mainly in the metropolitan areas of Vancouver, Montreal and Toronto.

India's pharmaceutical sales were an estimated \$18.3 billion in 2013. They are forecast to rise an average of 10.3 percent annually in 2014-18 (in nominal local-currency terms) to reach \$33.8 billion. This growth will be driven by increasing personal incomes and the escalation of chronic diseases. India's pharmaceutical market is dominated by generic drugs, which account for around 75 percent of the market by volume. Supplied mainly by domestic companies, generics have helped to keep pharmaceutical prices low and the market is expected to continue expanding rapidly.

Still, India's growing middle class is increasing demand for more advanced and costly medicines. Although domestic pharmaceutical companies were established primarily to supply the local market, they have taken advantage of their low labor and research costs to export generic drugs to developed countries, notably the U.S, its largest export market. India is also a major supplier to other emerging markets and has become the biggest supplier to UN health care programs. Domestic and international pharmaceutical companies operating in India face issues ranging from the new Drug Price Control Order (DPCO), which prescribes a ceiling on the prices of several essential medicines, to drug and clinical trial quality, patent issues, and the misclassification of medical devices.

#### Tourism

India is one of the fastest-growing outbound travel markets in the world and has enormous potential as a tourism market for Canada. That's because it continues its impressive development; its middle class is expected to grow rapidly in size and wealth. International travel and tourism research predicts that India will account for 50 million outbound tourists by 2020. Therefore, Indian travelers represent a significantly growing market for Canada.

Canadians travelers' numbers to India has grown each year with average of nearly 18%, with year 2015-16, this growth will see unprecedented increase due direct nonstop flight of national carrier Air Canada and relaxed E-Visa for Canadians to India.

Travel & Hospitality industry growth will benefit both economies - The goal is straightforward: We want more Indians and their families to discover everything Canada has to offer: vibrant cities, great shopping, new cultural experiences, world-class cuisine and our amazing natural landscapes.

#### **Smart Cities**

Indian Prime Minister Narendra Modi has planned to develop 100 smart cities across India. A smart city uses digital technologies or information and communication technologies (ICT) to enhance quality and performance of urban services, to reduce costs and resource consumption, and to engage more effectively and actively with its citizens. Sectors that have been developing smart city technology include government services, transport and traffic management, energy, health care, water and waste. Smart city applications are developed with the goal of improving the management of urban flows and allowing for real time responses to challenges. A smart city may therefore be more prepared to respond to challenges than one with a simple 'transactional' relationship with its citizens. Other terms that have been used for similar concepts include 'cyberville, 'digital city", 'electronic communities', 'flexicity', 'information city', 'intelligent city', 'knowledge-based city, 'MESH city', 'telecity, 'teletopia", 'Ubiquitous city', 'wired city'.

Major technological, economic and environmental changes have generated interest in smart cities, including climate change, economic restructuring, move to online retail and entertainment, ageing populations, and pressures on public finances. The European Union has devoted constant efforts to devising a strategy for achieving 'smart' urban growth for its metropolitan city-regions. The EU has developed a range of programs under 'Europe's Digital Agenda'. In 2010, it highlighted its focus on strengthening innovation and investment in ICT services for the purpose of improving public services and quality of life. Arup estimates that the global market for smart urban services will be \$400 billion per annum by 2020. Examples of Smart City technologies and programs have been implemented in Milton Keynes, Southampton, Amsterdam, Barcelona and Stockholm. Three Canadian cities – Toronto, Vancouver and Montreal are on the list of the fastest-growing Smart Cities in North America.

# Globayan Immigration Corp.



# Naresh Chavda

BE, PGDHRM, MBA, LL.M Immigration Consultant Commissioner of Oath, Ontario ICCRC Member # R506403







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Thank you Indo-Canada Chamber of Commerce (ICCC) for making strong bridge between India and Canada. - Naresh Chavda, Chair Membership Committee - ICCC

# 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 2011held in Toronto, June 9-10, 2011. The regional PBDCanda2011 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 Ritika Modi 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 grass-roots 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.

# Cochin Chamber Of Commerce & Industry (CCCI)

The Cochin Chamber Of Commerce & Industry, Established In The Year 1857, Is One Of The Oldest Chambers Of Commerce In The Country. The Chamber is committed to providing the highest quality of service in the most professional manner to its members and the community that it aims to serve. The Chamber acts, advocates and liaises promptly and efficiently with the Government, other agencies, organizations and the society at large to promote the cause of its members. Excellence, perfection and satisfaction in all our dealings, aimed at serving our members and the furtherance of the aspirations of the business community in Kerala is our motto. The Chamber stands for "Development that is Equitable, Sustainable and Green' and its membership encompasses a wide spectrum of the industrial, business, and trade sectors in Kerala.

# 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)

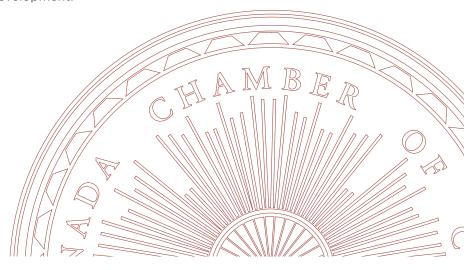
Established in 1927, FICCI is the largest and oldest apex business organization in India. Its history is closely interwoven with India's struggle for independence, its industrialization, and its emergence as one of the most rapidly growing global economies. FICCI has contributed to this historical process 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.

# 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.





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# Brief Information on Indian Cities to be visited by ICCC led India Mission 2016

# Agra

Agra is a city on the banks of the river Yamuna in the northern state of Uttar Pradesh, India. It is 206 KM south of the national capital New Delhi. Due to the presence of the Taj Mahal and other historic monuments, it has a tourism industry as well royal crafts like Pietra Dura, marble inlay and carpets. Tourism contributes to the economy of Agra. Agra is home to Asia's largest spa called Kaya Kalp - The Royal Spa, at the Hotel Mughal in Agra. Agra has 7,000 small scale industrial units. Agra city is also known for its leather goods, carpets, handicrafts, Zari and Zardozi (embroidery work), marble and stone carving and inlay work.

# **Amritsar**

It is the spiritual center for the Sikh religion and the administrative headquarters of the Amritsar district in the state of Punjab. It is home to the Golden Temple (PM Harper visited in 2009 visit), the spiritual and cultural center for the Sikh religion. The main commercial activities include tourism, carpets and fabrics, farm produce, handicrafts, service trades, and light engineering. The 2011 Indian census reported the population of the city to be 1,132,761. Amritsar is situated 217 kilometres (135 mi) northwest of state capital Chandigarh and is 32 kilometres (20 mi) east of Lahore, Pakistan and therefore, very close to India's western border with Pakistan.

# 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, Sonepat, 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.

# Thiruvananthapuram

Thiruvananthapuram (or Trivandrum) is the capital of the southern Indian state of Kerala. Thiruvananthapuram was listed as one of the top 10 cites in India on Vibrancy Index and Consumption Index by a study conducted by Morgan Stanley. India's first animation park, Kinfra Film and Video Park, is here. Technopark is home to several companies including Oracle Corporation, Infosys, ITC Infotech, TCS, Capgemini, Visual Graphics Computing Services, Ernst & Young Global Shared Services Center, Allianz Cornhill, RR Donnelley, UST Global, Tata Elxsi, IBS Software Services, NeST Software, SunTec Business Solutions etc. The park has around 285 companies employing over 40,000 professionals.

#### Kochi

Kochi is widely referred to as the commercial capital of Kerala. Kochi is one of the fastest-growing second-tier metro cities in India. It contributes 14.47%, of the state's GDP. Construction and manufacturing combined contributes 37%, and trade, tourism and hospitality together provides another 20%. Major business sectors include construction, manufacturing, shipbuilding, transportation/shipping, seafood and spices exports, chemical industries, information technology (IT), tourism, health services, and banking.

# 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.

# Gandhinagar

Gandhinagar, Gujarat's new capital has emerged as one of the fastest growing regions in the country. In addition to housing it is one of the largest manufacturing bases in India, Gujarat also accounts for a disproportionately large share of the investor and entrepreneurial population in the country. Recognizing the potential of the state as a centre for the financial services industry, the government of Gujarat formulated Gujarat International Finance Tec-City Company Limited (GIFT) as a mega project to realize this vision. GIFT is conceptualized as a global financial and IT services hub.

#### Vadodara

Vadodara, also known as Baroda formerly, is the third largest city in the Western Indian State of Gujarat, after Ahmedabad and Surat. It is the administrative headquarters of Vadodara District and is located on the banks of the Vishwamitri River, southeast of Ahmedabad, 139 kilometres (86 mi) from the state capital Gandhinagar. The railway line and NH 8 that connect Delhi and Mumbai pass through Vadodara. As of 2011 Vadodara had a population of almost 2.2 million people. It is also the home of the Maharaja Sayajirao University of Baroda (Vadodara), the largest university in Gujarat. An important industrial, cultural and educational hub of western India, the city houses several institutions of national and regional importance while its major industries include petrochemicals, engineering, chemicals, pharmaceuticals, plastics, IT and foreign exchange services amongst others.

# 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.

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# Indo-Canada Chamber of Commerce Trade Delegation to India

January 3-16, 2016

Agra, Amritsar, New Delhi, Thiruvananthapuram, Kochi, Ahmedabad, Vadodara and Mumbai

# Program

Departure Toronto: January 3, 2016

Sunday, January 3, 2016

Depart Toronto

# Agra, January 3-6, 2016

# Monday, January 4, 2016

Arrival at Delhi 21:00	Depart for Agra by Luxury coach Arrive Agra and check into Hotel ITC Mughal		
09:30 - 15:30	Registration of Delegates		
14:30 - 15:30	B2G meetings		
16:00	Inauguration of Exhibition by Mr Akhilesh Yadav, Hon'ble Chief Minister, Govt. of Uttar Pradesh		
16:30 - 17:40	16:30 Inaugural Session of U.P. Pravasi Diwas Keynote Address by Mr Akhilesh Yadav, Hon'ble Chief Minister, Govt. of Uttar Pradesh Presenting UP Ratna Puraskar		
18:00 - 18:45	Networking		
19:00 - 20:00	Cultural Evening - Mr. Rahat Fateh Ali Khan will perform		
20:00	Networking Dinner		

#### Tuesday, January 5, 2016

09:45	Arrival of dignitaries
10:00 - 11:00	Panel Discussion - I: Umeedo-Ka-Pradesh, Uttar Pradesh Special focus on Investment in Uttar Pradesh
11:00 - 12:00	Panel Discussion - II: Engaging Diaspora for Development
12:00 - 12:15	Tea / Coffee

12:15 - 13:15	Panel Discussion III: Building on "Umeedo-Ka-Pradesh" - Special focus on Services, IT/ITeS, Solar Energy in Uttar Pradesh
13:15 - 14:15	Networking Lunch
14:15 - 15:15	Panel discussion IV: Trace your Roots/Girmitiyas
15:15 - 16:15	Panel discussion V: Partners in Growth - Special focus on Health & Education
16:15 - 16:30	High Tea
16:30 - 17:30	Panel discussion VI: Uttar Pradesh the Soft Power - Special focus on Art, Culture & Tourism in Uttar Pradesh
17:30 - 18:00	Valedictory Session
18:15	Cultural Evening
20:00 onwards	Networking Dinner
Wednesday, Janu	uary 6, 2016
10:00 onwards	Sightseeing for delegates organized by Department of Tourism, Government of Uttar Pradesh (kindly confirm your preferred trip from following available options while registering online)
Trip 1	Taj Mahal - Agra Fort - Fatehpur Sikri
Trip 2	Taj Mahal - Agra Fort - Vrindavan
Thursday, Januar	ry 7, 2016
06:00	Depart for New Delhi
Amritsar, Jan	nuary 7, 2016
13:50	Arrive Amritsar Check in to Hotel Hyatt Amritsar
Afternoon	Visit to Golden Temple Business Meetings
16:00	Visit to Wagha (India-Pakistan border) (TBC)
New Delhi Ja	nuary 8-10, 2016
Friday 08, Janua	ry, 2016
08:00	Check out of Hotel and Depart for Delhi

13:00 - 15:30	Visit to Capgemini SEZ Facility 139/140, Block A, Noida Special Economic Zone, Noida
16:00	Check into hotel ITC Maurya, Delhi
18:00 - 21:00	Briefing by HC to the Delegates followed with Reception at the Canadian High Commission Venue: Canada Club

#### Saturday, January 9, 2016

Delhi Tourism/Shopping

# Sunday, January 10, 2016

11:00 Check out hotel and Depart for Thiruvananthapuram

# Thiruvananthapuram 10-11, 2016

# Sunday, January 10, 2016

19:00 Arrive Thiruvananthapuram and check into Hotel Vivanta by Taj

#### Monday, January 11, 2016

- Meeting with the Kerala Chief Minister
- Meeting with oppossition leader Dr. Thomas Issac
- Meeting with BJP leader
- Meeting Trivandrum Chamber of Commerce
- Meeting Film Producers Association
- Lunch reception by Kerala Tourism Development board Chairman
- Visit to Travancore Palace
- · Visit to the famous and richest temple in the world Padmanabhaswamy temple
- · Press conference

14:00	Departure for Kumarakom Allappey Houseboat
16:00	Depart for Kochi by road with sightseeing/leisure

# Kochi, January 11-12, 2016

#### Monday, January 11, 2016

20:00 Arrive Kochi & check into Hotel Crown Plaza		
	20:00	Arrive Kochi & check into Hotel Crown Plaza

Tuesday, Januar	y 12, 2016	
08:00 - 11:30	Visit to SEZ Nestgroup Afternoo 2:00 pm - 5:00 pm	
	Santa Cruz Catedral Basilica—a church built orginally by the Portugese and	
	elevated to a Cathedral by Pope Paul IV in 1558.	
	Athirappilly Falls: is in the neighbouring Thrissur district and is around 60	
	km from Kochi	
	Meeting Cochin Chamber of Commerce	
	Meeting Travel and Tourism industry Leaders	
	Reception by Kochi Mayor	
10:00	Depart for Ahmedabad	

# Ahmedabad & Gandhinagar 12-13 January 2016

Wednesday, January 13, 2016		
3:00	Arrive in Ahmedabad & check into hotel Courtyard by Marriott	
10:00 - 12:00	Meeting with Chief Minister of Gujarat Honorable Mrs. Anandiben Patel	
16:00 - 18:00	Visit to Chamber of Commerce and Meeting with them	
18:30 onwards	Welcome Reception and Dinner hosted by ICBC	

# Vadodara, 14 January 2016

Thursday, 1	14 Ja	anuary,	2016
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Breakfast at the Hotel Taj The Gateway
Delegation will reach Vadodara for kite flying day
Lunch hosted by Mr. Mukund Purohit and Celebration of Kite Flying Day
Networking dinner reception with Vadodara Businesses

# Thursday, 15 January, 2016

5:00 Depart for Mumbai

# Mumbai 15-16 January 2016

# Friday 15 January 2016

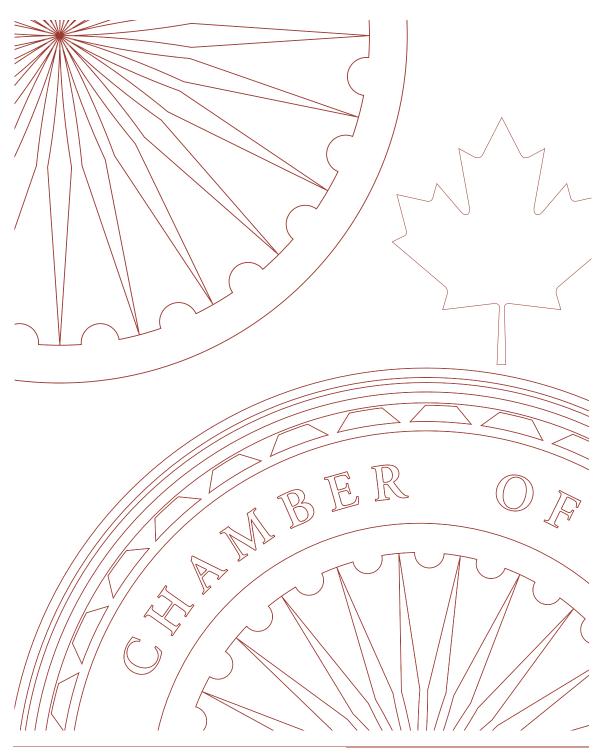
8:00	Arrive in Mumbai	
	Check in Hotel Taj Mahal Palace & Tower	
	Business Reception TBC	
	Meeting with NASSCOM executives (TBC)	

# Saturday 16 January 2016

Tourism Mumbai

# Sunday 17 January 2016

12:25 Arrive Toronto



# List of Hotels for India Mission 2016

City	Hotel Name, Address	Phone,	Fax, Email
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