

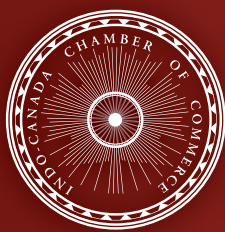


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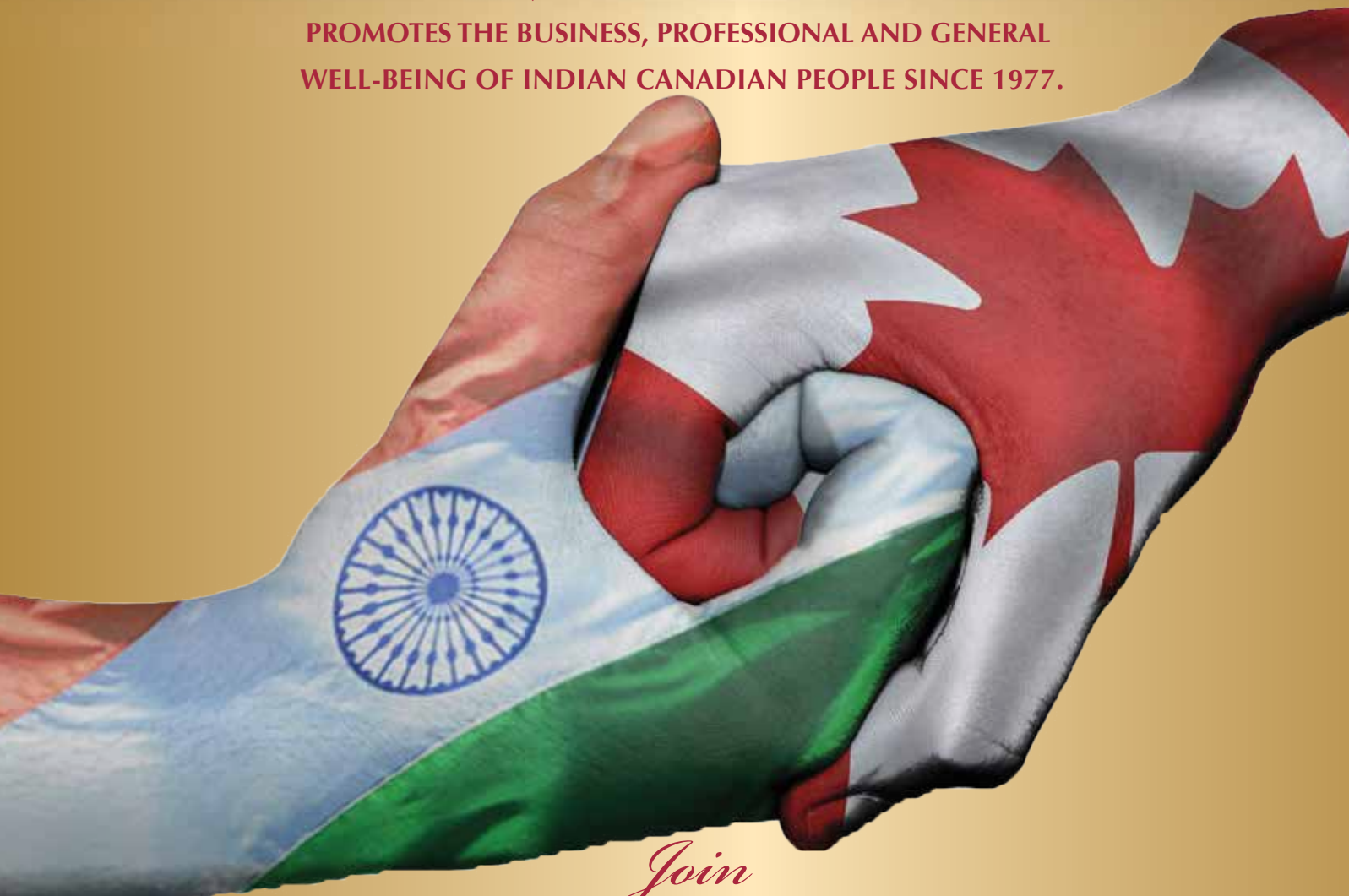
INDIA MISSION 2018 REPORT

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JANUARY 06-18



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Jan 06-18, 2018

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India Mission 2018 Report

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ACRONYMS

| | | | |
|-----------------|---|------------------|---|
| AIAI | All India Association of Industries | ITIs | Industrial Training Institutes |
| AKIC | Amritsar Kolkata Industrial Corridor | MGI | McKinsey Global Institute |
| ASSOCHAM | The Associated Chambers of Commerce and Industry of India | MHRD | Ministry of Human Resource Development |
| ATIs | Advanced Training Institutes | MNC | Multinational Corporation |
| BCCI | Bengal Chamber of Commerce & Industry | MOU | Memorandum of Understanding |
| BGBS | Bengal Global Business Summit | MSDE | Ministry of Skill Development And Entrepreneurship |
| BJP | Bharatiya Janata Party | MW | Mega Watt |
| CAD | Canadian | NAFTA | North American Free Trade Agreement |
| CAGR | Compound Annual Growth Rate | NAPS | National Apprenticeship Promotion Scheme |
| CEO | Chief Executive Officer | NASSCOM | National Association of Software and Services Companies |
| CII | Confederation of Indian Industries | NCR | National Capital Region |
| CSR | Corporate Social Responsibility | NDA | National Democratic Alliance |
| CXO | Chief Experience Officer | NGO | Non-Governmental Organisation |
| FDI | Foreign Direct Investment | NMP | National Manufacturing Policy |
| FPI | Foreign Portfolio Investors | NPI | New Product Introductions |
| FICCI | Federation of Indian Chamber of Commerce & Industry | NRC | National Research Council (Canada) |
| GCCI | Gujarat Chamber of Commerce & Industries | NRI | Non Resident Indian |
| GDP | Gross Domestic Product | NSDA | National Skill Development Agency |
| GER | Gross Enrolment Ratio | NSDC | National Skill Development Corporation |
| GTA | Greater Toronto Area | NSDF | National Skill Development Fund |
| GVA | Gross Value Added | PBD | Pravasi Bharatiya Divas |
| ICBC | India Canada Business Chamber | PHDCCI | Punjab Haryana & Delhi Chamber of Commerce & Industries |
| ICCC | Indo Canada Chamber of Commerce | PMKVY | Pradhan Manthri Kaushal Vikas Yojana |
| ICT | Information and Communication Technology | R & D | Research and Development |
| IIOT | Industrial Internet of Things | RoI | Return on Investment |
| INR | Indian Rupee | SME | Small and Medium Entrepreneurs |
| ISO | International Organization for Standardization | SSCs | Sector Skill Councils |
| IT | Information Technology | S&T | Science and Technology |
| ITE | Institute of Technical Education | UK | United Kingdom |
| ITES | Information Technology Enabled Services | USA | United States of America |
| | | WCM | World Class Manufacturing |
| | | WTC | World Trade Centre |



President's Message



Canada and India have gained immensely from closer trade and commerce relations. These advances made in the bilateral relations will multiply manifold in the near future as the nature and the scope of the economic relationship transforms to encompass new sectors.

The Indo-Canada Chamber of Commerce (ICCC) has been an important player in fostering bilateral trade relations between Canada and India, and has launched several initiatives to focus on cooperation in key sectors. The ICCC has continuously strengthened its approach to achieve its twin mandates of fostering bilateral economic relations between Canada and India, and creating business and professional opportunities for the Indian Diaspora in Canada.

As a part of this new approach, the ICCC has started to promote the interests of small businesses and help them benefit through global trade and commerce.

To promote small and medium businesses, ICCC has established relationships with suburban cities in Canada. This is because small businesses generally tend to mushroom and grow in the suburban cities. Since 2012, the ICCC expanded its annual visit to India to the global convention of the Indian diaspora in India, to give it a quality of a trade mission. The objective was to explore opportunities for Canadian businesses and create a network among the entrepreneurs.

For its first India Mission in 2012, the ICCC worked with Markham. That mission paved the way for more intense collaboration with the suburban cities. For the 2018 Mission, the ICCC focused on specific sectors that have acquired greater significance to the bilateral trade. These sectors are Agriculture and Food Processing, ICT & Advance Manufacturing, Financial Services, Business Immigration, Education and Skill Development.

It gives me an immense sense of satisfaction to say that from the overwhelming response to our initiative both in Canada and in India and both from the government and the private businesses, it is clear that ICCC has filled a long-felt demand. This report illustrates the significance of our initiatives in encouraging bilateral trade, and gives an overview of gigantic opportunities in the bilateral sphere.

Thank you.



Kanwar Dhanjal
President



ICCC India Mission Executive Summary

Bilateral relations between Canada and India are developing rapidly which is reflected in the constant flow of visits of political and business leaders of both countries. The recent visit of Prime Minister Right Hon. Justin Trudeau to India and the joint statement issued at the conclusion of his visit shows a strong commitment by both the countries to strengthen the strategic partnership.

As one of the key bilateral trade promotion organizations operating in the Canada-India space, the Indo-Canada Chamber of Commerce (ICCC) has played an important role in enabling and facilitating better trade ties between the two countries, especially between small businesses of both the countries.

As the oldest Indo-Canadian business organization with deep reaches within the Indian diaspora, the ICCC has successfully harnessed the community's contribution to the growing bilateral economic relations by becoming a gateway to business and knowledge networks.

The ICCC's India Mission 2018 visited India between January 4 and January 16, 2018, and had meaningful meetings in Mumbai, Ahmedabad, New Delhi, Chandigarh and Kolkata. The delegation comprised members from diverse sectors. The delegates met Chief Ministers of Gujarat, Punjab and Haryana to get the first hand information for startup businesses in India, and attended the West Bengal Global Summit 2018 held at Kolkata.

This mission has highlighted important opportunities for mutual learning and advantages in certain areas of the emerging comprehensive economic partnership between Canada and India. The ICCC can and must play a stronger role in becoming a bridge to link organizations in both the countries.

The ICCC has identified small businesses as a priority sector. In Canada, SMEs contribute 45 per cent of GDP, 75 per cent of net employment growth, and 60 per cent of all jobs in numerous sectors, including services, agriculture, food processing, human resources and information technology. Small businesses are crucially important to the Indian economy, accounting for 20 per cent of India's GDP, 65 million jobs and 45 per cent of manufacturing and exports.

Given that small businesses have limited resources for overseas market research, the ICCC is committed to creating opportunities for networking between small businesses, offering substantive insights into and highlighting the opportunities available in the Indian market.



In particular, India Mission 2018 connected the delegation with Indian economic organizations with significant representation in the SME sector and highlighted a growing interest in Canada amongst these groups.

The ICCC believes that these connections will be crucial for the expansion of Canadian SMEs into the Indian market and will continue to develop these relationships from this mission.

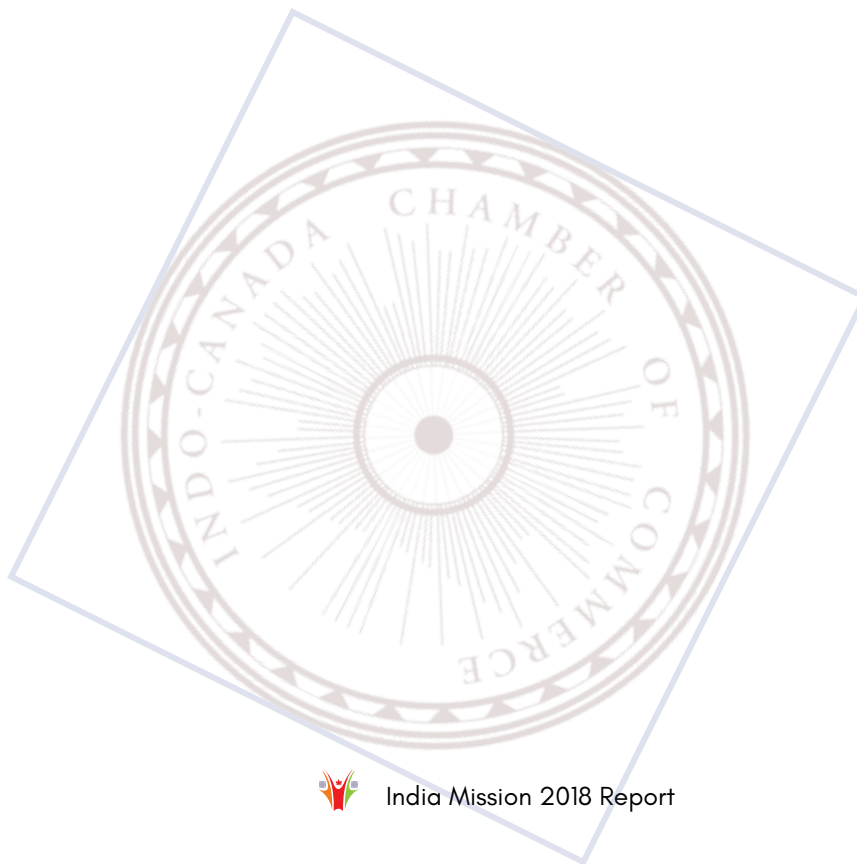
"The ICCC has identified small businesses as a priority sector. In Canada, SMEs contribute 45 per cent of GDP, 75 per cent of net employment growth, and 60 per cent of all jobs in numerous sectors, including services, agriculture, food processing, human resources and information technology. Small businesses are crucially important to the Indian economy, accounting for 20 per cent of India's GDP, 65 million jobs and 45 per cent of manufacturing and exports."

ACKNOWLEDGEMENTS

ICCC would like to acknowledge all organisations that made India Mission 2018 a success, particularly the Canadian federal government, the Canadian High Commission (CHC) across India, Government of West Bengal, Government of Gujarat, Government of Punjab, and Government of Haryana.

Additionally, ICCC acknowledges its partner organizations and corporate entities who help organize the numerous programs in India during India Mission 2018. These include: All India Association of Industries (AIAI), Confederation of Indian Industries (CII), Chandigarh, Trade promotion Council of India (TPCI), Indo American Chamber of SME, Gujarat Chamber of Commerce and Industry (GCCCI), Indo-Canadian Business Chamber (ICBC), and World Trade Centre (WTC) Mumbai for the successful completion of the India Mission 2018. Finally, we would like to acknowledge the Consul General of India Mr. Dinesh Bhatia for his support in planning this mission.

ICCC also wish to acknowledge India mission delegates who made it a grand success.





Minister of
Small Business
and Tourism



Ministre de
la Petite Entreprise
et du Tourisme

Ottawa, Canada K1A 0H5

Message from the Honourable Bardish Chagger, Leader of the Government in the House of Commons, and Minister of Small Business and Tourism

January 6-18, 2018

On behalf of the Government of Canada, I wish the members of the Indo-Canada Chamber of Commerce tremendous success on your seventh annual business mission to India this January. Your ambitious agenda and wide array of activities will surely see you achieve many great things during your two-week mission.

The ties between Canada and India are strong, and they run deep. More than 1.2 million Canadians have Indian heritage. And it is missions like yours that help to demonstrate this rich diversity and the potential this relationship represents.

As Prime Minister Trudeau says: Canada's diversity is our strength. And when it comes to the Canada-India relationship, our strong people-to-people connections offer an excellent foundation on which to build stronger business-to-business and government-to-government ties. When I was in India in March of last year, I saw this first-hand. There is a real interest in working with Canadians and to collaborating in innovative ways, in traditional and emerging sectors alike.

Bilateral trade with India is approximately \$8 billion annually. The Government of Canada strongly believes that this is just the beginning: we want to see that figure grow by leaps and bounds in the coming years. It will be thanks to missions like this that we will achieve this goal, while helping Canadian companies better understand and export to one of the fastest-growing economies in the world.

The Canada-India relationship is special for Canada. And by working together, we can work to see our countries grow and achieve great success – together.

Please accept my best wishes.

The Honourable Bardish Chagger, P.C., M.P.

Dinesh Bhatia
Consul General of India
दिनेश भाटिया
भारत का प्रधान कौंसल



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MESSAGE

I am delighted to learn that the Indo-Canada Chamber of Commerce (ICCC) is leading its Seventh edition of Small Business Trade Mission to India for promoting the Canada-India business relations, from 6-18 January 2018.

2. I appreciate the initiatives taken by the ICCC for promoting bilateral trade between the two countries. India's relations with Canada are multi-faceted and have progressed over the years. Expanding people-to-people contacts have further strengthened the bilateral ties.

3. I hope ICCC will be able to explore all possible opportunities in the field of ICT & advanced manufacturing, agriculture & food processing, financial services and business immigration, education & skill development, etc. while visiting the five major cities of India, namely, Mumbai, Ahmedabad, Delhi, Chandigarh and Kolkata. I am happy to note that the visiting trade mission will also participate in the first ever Bengal Global Summit in 2018.

4. On this occasion, I extend my warmest greetings and convey my best wishes to all the members of ICCC participating in the India Mission 2018.


(Dinesh Bhatia)



Premier of Ontario - Première ministre de l'Ontario



January 6 – 18, 2018

A PERSONAL MESSAGE FROM THE PREMIER

On behalf of the Government of Ontario, I am pleased to extend warm greetings to the Indo-Canada Chamber of Commerce (ICCC) trade delegation on the occasion of its visit to Mumbai, Ahmedabad, Delhi, Chandigarh and Kolkata to foster bilateral trade between Canada and India.

The ICCC has long played a significant role in the business, political and professional climate of Ontario. I commend the chamber for the important work it undertakes, contributing to Ontario's strong economy by promoting commercial ties with India — a nation with a vibrant economy and a growing cultural influence.

In 2016, I visited India for the first time as Premier. I felt the warm partnership our two jurisdictions enjoy. As is the case with the ICCC and its annual delegation to India, my visit opened up opportunities for co-operation and collaboration. These opportunities are strengthened by the vast web of connections Indo-Canadians enjoy with family, friends and business partners in India.

Ontario is proud to be home to one of the largest and most dynamic Indo-Canadian communities in the country. Its members have made their mark in the business sector, in the arts, in the trades and professions, in public service, and in every aspect of our province's life.

Please accept my best wishes for a productive and successful visit.

A handwritten signature in black ink, reading "Kathleen Wynne".

Kathleen Wynne
Premier

ਕੈ. ਅਮਰਿੰਦਰ ਸਿੰਘ
Capt. Amarinder Singh



ਮੁੱਖ ਮੰਤਰੀ, ਪੰਜਾਬ
Chief Minister, Punjab

MESSAGE

It is my pleasure to extend my best wishes to the Indo-Canada Chamber of Commerce (ICCC) on its 2018 Business Mission to India.

With a large Sikh population contributing to its economic development and growth, Canada shares deep roots with Punjab, and the ICCC has been playing a pivotal role in fostering the ties between the two regions.

I see these ties expand manifold in the new industrial environment that my government is working to create in Punjab, through a series of impactful initiatives. The new industrial policy, with its 'Business First' philosophy, provides a highly favourable atmosphere for investors seeking to grow their business. Certain path-breaking measures, such as highly subsidized industrial power and abolition of transport unions, have paved the way for industry to harness the huge potential that Punjab offers for growth and development.

I wish to invite ICCC and all its delegates to take advantage of this new positivity in the state to script a new chapter in Punjab-Canada relations. From food processing to allied agricultural sector, from manufacturing to skill development, from ICT to power, virtually every sector of potential growth today offers immense opportunities to Canada's industrial and business houses, which I invite you to harness.

My government, with its focus on smart cities and creation of industrial hubs, will facilitate the Canadian investors and industry through seamless and hassle-free clearances to enable them to set up business expeditiously in the state. I also promise that we will ensure that they are not obstructed by red tapism and other such hurdles that have proved to be bottlenecks for investors seeking to come to Punjab over the past one decade.

It is my sincere wish, therefore, that all of you visit Punjab and explore the myriad opportunities that exist for the promotion of our close ties.

Chandigarh,
26th December, 2017


(Amarinder Singh)

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मनोहर लाल
MANOHAR LAL



D.O. No. CMH-2017/Spl.

मुख्य मन्त्री, हरियाणा,
चण्डीगढ़।

CHIEF MINISTER, HARYANA,
CHANDIGARH.

Dated 20th December, 2017

Message

I extend best wishes on behalf of the Government of Haryana to the Indo-Canada Chamber of Commerce (ICCC) as it embarks on its 2018 business mission to India.

The ICCC has been working since 1977 to foster bilateral trade and commercial relations between India and Canada. The business mission 2018 is step forward in the direction of exploring business opportunities in sectors such as agriculture and food processing, ICT and advance manufacturing, financial services, business immigration, education and skill development.

Haryana's business, commercial and cultural ties with Canada are getting stronger day by day. A vibrant and fast growing industrial power house and a veritable hub of knowledge, Haryana offers tremendous scope for investment in several fields such as food processing, power, solar energy, infrastructure, industrial townships, smart cities, healthcare, education and skill development.

Haryana's economy which is based on agriculture and allied sector, offers industry a hardworking, educated, skilled and ready to walk-in workforce besides a state-wide network of efficient banking and financial services. We are working to promote food processing industry to enable the farmers to get maximum benefit from their produce. Haryana and Canada can co-operate as the latter has developed advanced know-how in this sector.

During my visit to the ICCC in Toronto on August 23, 2015, I had said "The enhancement of relationship between Haryana and Canada would be a definite win-win situation for both".

I invite all the ICCC delegates to visit Haryana and explore the opportunities for developing business and commercial ties with us. I wish the delegates all success and closer business ties with Haryana.

(Manohar Lal)

noe
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January 6-18, 2018

A Message from the Honourable Jeff Leal Minister Responsible for Small Business



On behalf of the Government of Ontario, I offer my best wishes to the Indo-Canada Chamber of Commerce (ICCC) for your seventh trade delegation to India. Thank you for your ongoing commitment to promoting business relations between Canada and India.

As one of the world's fastest growing economies, India is a priority market for Ontario and it is critical that we work to create new opportunities and partnerships for our province's businesses. Ontario is home to Canada's largest Indo-Canadian community – 700,000 people. With significant cultural, economic and community ties between us, it is fitting that we continue to work together to strengthen bonds and build working relationships.

In 2016, I had the pleasure of leading a mission to India with my colleague the Honourable Michael Chan, Minister of International Trade, to secure new trade and investment opportunities for Ontario agri-food businesses and organizations. This followed Premier Kathleen Wynne's successful India trade mission earlier that year. The work of the ICCC helps to build on our government's ongoing efforts to grow Ontario-India relations and strengthen our economic ties.

Once again, please accept my best wishes to the ICCC for a productive mission, and thank you for your work to strengthen relations with India and create new opportunities for businesses here in Ontario.

Sincerely,

A handwritten signature in black ink, appearing to read "J. Leal".

Jeff Leal
Minister





RUBY SAHOTA

Member of Parliament – Brampton North
Députée - Brampton Nord

Greetings,

As Member of Parliament for Brampton North, I would like to extend my warmest greetings and best wishes to the members of the Indo-Canada Chamber of Commerce as they celebrate 40 years of bilateral business trade between Canada and India.

Indo-Canada Chamber of Commerce (ICCC) is one of the leading bilateral business and trade organizations that leads mission to India to promote Canada-India Business relations. During January 2018, ICCC is leading their seventh delegation to five major cities in India to discuss policies at the Bengal Global Summit 2018.

I would like to send my best wishes and congratulations to the Indo-Canada Chamber of Commerce on this great undertaking. On behalf of the Canadian Government, I wish all the members of the Indo-Canada Chamber of Commerce many successes for the future.

Yours Truly,

Ruby Sahota
Member of Parliament
Brampton North

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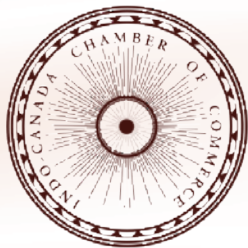
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Individual spot –
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INDIA MISSION 2018- CITY REPORTS

MUMBAI (JAN 07-08)



Briefing at Canadian Consulate, Mumbai

The Indo-Canada Chamber of Commerce started its India Mission 2018 from Mumbai. The first engagement in Mumbai was a briefing session with the Consulate General of Canada, Mumbai. The Consul General Jordan Reeves gave a detailed presentation of facts and figures of how Canada and India can promote their commercial ties. He said that India is the world's fastest growing economy. Annual growth rate of India's GDP is over 6.5%. India is world's second populous country, with a huge market.

He briefed the delegates about what is happening in India and what India is doing in Canada. Detailed discussions on infrastructure, smart cities, and solid waste management were held. The Trade Office gave a detailed presentation on the opportunities available for small and medium business leaders in the western and southern India.

All India Association of Industries (AIAI)

The All India Association of Industries (AIAI) hosted a dinner reception in honor of the visiting India Mission delegation from the Indo-Canada Chamber of Commerce. Mr. Vijay Kalantri, AIAI President, briefed the mission delegates about the India Canada relations. He also spoke at length about how their organisation is working with the different stakeholders to promote the trade and commercial ties between the two countries. He advocated the cooperation between the two countries in advance manufacturing. Technology cooperation will help both the countries in developing smart cities in India. Canadian companies have the much-needed expertise and technologies so this sector could potentially witness a boom through collaboration. Business immigration was another subject discussed at the event.



The ICCI President Mr. Dhanjal spoke about the sustained long-term relationship formed between the ICCI and the AIAI. Both organisations are working together for developing the trade and commercial ties between the two countries. In his speech, the ICCI President emphasized the Comprehensive Economic Partnership Agreement (CEPA). The early conclusion of agreement will pave the way for increasing the trade volume between the two countries. He also said that Canada has much to offer in terms of transfer of technology especially in infrastructure and smart cities. Canada can help India in developing smart cities, infrastructure, etc. Agriculture equipment is another area where Canadian companies can work together with their Indian counterparts.

The reception was attended by over 150 businesses owners. Mr. Satinder S Ahuja, Hon. Consul of Georgia was special guest at the reception. He said that the Agriculture and Food processing sector do have tremendous growth potential as India is one of most populous country and needed more quality food in future. Kamal M Moraraka, Chairman World Trade Centre Mumbai was also present.

AHMEDABAD (JAN 09-10)

Media Briefing

The Indo Canada Chamber of Commerce organized a media interaction at Ahmedabad with over 25 media representatives. The ICCC President Mr. Kanwar Dhanjal along with Vice President Mr. Nareshkumar Chavda and Director Mr. Pranav Patel briefed the media about the ICCC and its 40-year-old history of working for the promotion of bilateral commercial and trade relations between Canada and India. Mr. Dhanjal said that the ICCC leading this trade mission since 2012 to accelerate the trade ties between the two countries. Canada and India do have a trade of over \$8 billion dollars that is less as per the available potential of both the countries. The media representatives also raised queries regarding the potential of trade between the two in sectors such as pharmaceuticals, health care, infrastructure, smart cities and future technologies.



Meeting with Mayor Gautam Shah, City of Ahmedabad



The India Mission 2018 delegation had a successful meeting with the Mayor of Ahmedabad Mr. Gautam Shah, Mr. Pravin Patel, Chairman Standing Committee, and Mr. D A Shah, Deputy Municipal Commissioner. They discussed the possibility of making Ahmedabad a sister city either with Brampton or Toronto. They already have a close ties with Canada and expressed a keen interest in developing Ahmedabad as a smart city with the help of Canadian knowhow. The Mayor informed the delegation that the city is exporting traffic lights from Ahmedabad to Toronto. The Mayor has shown his interest to visit Canada in June 2018 to have firsthand operational information of Canadian cities. Ahmedabad is concerned about its solid waste management, and the Mayor expressed a keen interest in collaborating with Canadian companies to generate energy from the waste.

Meeting with Gujarat Chamber of Commerce & Industry (GCCI)



The India Mission delegation held extensive discussions with ICCC's MoU Partner Gujarat Chamber of Commerce & Industry (GCCI). Mr. Shailesh Patwari, President GCCI, Dr. Jaimin R Vasa, Senior Vice President, Mr. Anil V Sanghvi and Mr. Saurin J Parikh, Honorary Secretary GCCI along with other GCCI members and stakeholders discussed the possibility of cooperation between the two countries in small scale sector, advanced manufacturing, pharmaceuticals and business immigration. The ICCC also renewed its Memorandum of Understanding (MoU) with GCCI for another three years and both the organisations pledged to work closely for the promotion of the Canada India bilateral business ties. GCCI will also bring a high powered delegation to Canada for exploring the investment and business opportunities.

Meeting with Chief Minister of Gujarat



The India Mission delegation met Hon. Chief Minister of Gujarat Mr. Vijay Rupani in Ahmedabad. The delegation discussed Canada India relations in general and Canada Gujarat relations in particular with the Chief Minister. Mr. Rupani appreciated the efforts of the ICCC to foster relations between the two countries and connecting the grassroots business leaders of both the countries to expand the ties between the two countries. Hon. Chief Minister invited the ICCC to participate in the upcoming Vibrant Gujarat Convention in January 2019 and become a partner organisation. He also invited suggestions for the Vibrant Gujarat convention, how the international business leaders can help in developing the industrial base in India. ICCC President Mr. Dhanjal appreciated the help and support extended to ICCC's India Mission delegation every year by the Government of Gujarat. Mr. Dhanjal invited Hon. Chief Minister to attend ICCC's Annual Awards & Gala in June 2018.

Meeting with Trade Commissioner's Office, Ahmedabad

Delegation members interacted with the Canadian Trade Office in Ahmedabad to get firsthand information about the trade and investment in the state. Trade Commissioner Joachim Rocha and Nikunj Jani, Under Secretary Department of Education, attended the meeting. The Trade office representatives emphasized the need for regular interaction to take business ties to the next level. The business developments should be shared with each other for better understanding of the facts to get both the sides more engaged in the process of developing commercial relations.

Interaction with Nirma University



Education sector is one of the flourishing sectors in the Canada India relations, and a record number of Indian students are coming to Canada for higher studies. The India Mission delegation visited the Nirma University to understand the needs of the Indian universities, and to get firsthand information about how both the countries can collaborate to get the desired goals in the education sector. Nirma University is having over 7,000 students in different streams. The University was more interested in getting cooperation in Legal Studies and Horticulture. The Faculty and Students Exchange Program was discussed to get the first hand information for students and get acquainted with each other's curriculum. The delegation also visited the campus. Dr. Anup K Singh, Director General Nirma University, Mr. M Mallikarjun, Director, Dr. Purvi Pakhariyal, Director and Dean, Mr. Utpal Sharma, Director, Dr. Manjunath Ghate, Director were also present in the meeting.

NEW DELHI (JAN 10-11)

Reception at the Canadian High Commission



The delegation reached New Delhi in the next leg of its mission. The first event was a high-level business reception hosted by the Canadian High Commission for the delegation. Mr. Brian Parrott discussed a number of business issues with the visiting delegation. He discussed the scope of bilateral relations between the two countries. He said both countries should work together to overcome challenges. He also urged the ICCC to play a role of advocacy for close business relations. The ICCC President Mr. Dhanjal assured the hosts that the ICCC had always worked and would continue to work to enhance business ties between the two countries. He added that both the countries should effectively utilize the long-established people-to-people ties and leverage the presence of the 1.3 million Indo-Canadians to build better ties.

MoU with Indo-American Chamber of Commerce



The visiting delegation attended a networking session with the Indo-American Business Chamber of SME at Ethiopian Cultural Center. The event, titled 'Connecting the dots', brought together Indo-Canada Chamber of Commerce (ICCC), industry leaders and other SMEs at a common platform to exchange ideas to foster trade relations between Canada and India. Mr. Ramesh Sangha, Member of Parliament, Brampton Canada, participated in this event. The ICCC signed a MoU with Indo-American Business Chamber of SME to step up cooperation and to create increased trade and investment opportunities for the Indian and Canadian companies in both the countries. The ICCC and the IABCOSME will work in close collaboration with the respective consular offices and governments to achieve these goals and further enhance the cooperation in the areas of economic development in key sectors.

Meeting with Indo Canadian Business Chamber (ICBC)



The ICCC delegation met its MoU partner ICBC for conducting B2B meetings with the Indian small and medium businesses at a networking reception in New Delhi. Over 40 small and medium business owners participated in the event. The delegates were extremely satisfied with the meeting and hopeful to get some new leads to collaborate in joint business ventures in future. Ms. Nadira Hamid, CEO of ICBC said that the ICCC is its oldest partner and they have visited with a strong over 100 delegates to participate in the business symposium held in Toronto in June 2017, and also they participated in ICCC's Annual Awards Gala 2017 in Toronto.

Meeting with Canadian High Commissioner Nadir Patel



The India Mission delegation had a successful meeting with the H.E. Nadir Patel, High Commissioner of Canada to India. The ICCC president briefed him about the various interactions of the delegates with other stakeholders in Mumbai and Ahmedabad. B2B meetings were successful with the Indian business leaders. High Commissioner Nadir Patel also briefed the delegates about the upcoming visit of Prime Minister Right Honorable Mr. Justin Trudeau to India in the third week of February 2018. The High Commissioner expected his visit to pave the way for new opportunities and avenues in the relations of both the countries. He told the delegates that the High Commissioner's office is planning to lead a trade delegation in the month of May/June 2018 as they have done last year. He applauded the efforts of the chamber for the promotion of the bilateral trade ties between the two countries.

MoU with Trade Promotion Council of India



The Indo-Canada Chamber of Commerce signed a MoU with the Trade Promotion Council of India (TPCI) in New Delhi. The TPCI is an apex trade and investment promotion organization notified in the Foreign Trade Policy. The Department of Commerce, Government of India, also recognizes and supports it. They work towards facilitating the growth of Indian industry with global investment and trade opportunities. The council provides strategies for expanding business globally, by organizing specialized business events and simultaneously working with the government by providing policy suggestions based on inputs collated from research and industry stakeholders.

Both the organisations showed their commitment to exchange of trade and investment related information in order to strengthen trade, technological and industrial cooperation between the two countries. Both the organisations also agreed to the following:

- Develop joint venture and technology transfers and investment
- Exchange of trade enquires and business proposals for joint ventures
- Exchange of trade delegations
- Exchange of information and mutual assistance in the organization of/or participation in international fairs, exhibitions and trade promotion events to be held in their respective countries
- Assist and encourage their members in participating in such events and any other form of bilateral trade cooperation

CHANDIGARH (JAN 12-15)

Meeting with Hon. KPS Rana, Speaker Punjab Assembly

India Mission delegates visited Hon. K P S Rana, Speaker Punjab Assembly in Chandigarh. They discussed the ways to enhance the trade between Punjab and Canada. Hon. Speaker Rana said that the Punjab government is working hard to create industry friendly environment in the state to promote investment from abroad. He said that the Punjabis had excelled in all occupations in Canada and now it is time to come back and invest in their motherland. The ICCC President Mr. Dhanjal said that they are visiting Punjab to promote the trade and business relations in sectors such as agriculture and food processing, food security and education.



Meeting with Canadian Trade Commissioner, Chandigarh



Delegation members interacted with the Canadian Trade office in Chandigarh to know the priority areas for the Punjab government and different needs of industrialists in Punjab. Consul General Christopher Gibbins and Trade Commissioner Mr. Gurbans Sobti participated in the meeting. The Trade Office emphasized that only regular interaction would help business ties reach the next level. The business developments should be shared with each other for better understanding of the facts to get both the sides more engaged in the process of developing commercial relations between Canada and Punjab. They also briefed them for the emerging sectors in Punjab for bilateral joint ventures between Canadian and Punjabi business leaders.

Meeting with Hon. Capt. Amarinder Singh, Chief Minister of Punjab



India Mission delegation met Hon. Chief Minister of Punjab Capt. Amarinder Singh in Chandigarh. The delegation discussed Canada India relations in general and Canada Punjab relations in particular with the Chief Minister. Hon. Chief Minister said that they are planning to open up NRI help desk in Canada to sort out the issues pertaining to Punjabi NRIs.



He said that the state is in dire need to develop cold chain management technology, food processing in which Canada is a world leader. He also urged that Canada should check the fraudulent practices by some NRIs as it has adverse impact on the bilateral relations. He also said that sectors such as education and skill development have key role to play in the state to make it number one state in India. He directed Punjabi government's officers to give all the necessary help to the Canadian business leaders for setting up industries in the state. Mr. Fateh Jang Singh Bajwa, MLA, Dr. Nirmaljit Singh Kalsi, Additional Chief Secretary Government of Punjab, Mr. D K Tiwari, Managing Director Punjab Industrial Development Board (PIDB), Mr. Rakesh Verma, and Secretary Department of Industries & Commerce, Mr. S P Garg, and Secretary Investment Promotion were also present in the meeting for discussion.

Meeting with CII

The India Mission delegation interacted with members of the Confederation of Indian Industries (CII) to explore trade opportunities for Indian entrepreneurs in Canada. Members of the delegation highlighted the pro-investor policies and facilities on offer for Indian business enterprises to set up their businesses in Canada and assured of all out support to future investors from India to Canada.

The ICCC President Mr. Dhanjal provided an outline of the current business between both the countries. He said the present trade in the range of \$ 8 billion is much below its potential and there is a need to conclude Comprehensive Economic Partnership Agreement (CEPA) and Foreign Investment Protection Agreement (FIPA) in a time-bound manner for ensuring higher levels of trade in goods and services. He further informed that in the infrastructure space Canada can share its expertise in smart city technologies, waste-water management, urban planning, traffic management, etc. Agriculture and food processing are also potential areas for co-operation between both the countries. Members from the CII and the ICCC may collaborate and interact for exploring mutual business opportunities, he added. Increase in investment on both fronts can only be achieved through trade delegation visits, Mr Dhanjal opined. "We will be happy to host a delegation of MSME Units from Punjab, Haryana and Chandigarh region to explore areas of mutual business collaboration."



Mr Sarvjeet Singh Virk, Director, Finvasia India Pvt Limited appreciated Canada's sound financial system. He stated that Canada's financial system did not experience a banking crisis during the global recession of 2008-2009, despite economic integration with the United States, demonstrating the strength of Canadian regulation. There is increasing demand in India for services such as wealth management, asset management, pensions and insurance. Canadian insurance industry has welcomed India's plans to open the door to greater foreign direct investment in insurance sector. Mr. J B S Sangha, Proprietor, Beas Cold Storage, stated that both Punjab and Canada should have a strategic alliance in the area of Agri skill development, agriculture, nutrition and bio-technology which can be of win-win proportions for both sides. Both Punjab and Canada should start exploring potential for mutual cooperation in agriculture and animal husbandry, in food technology, food processing, nutrition and agri bio-technology wherein they will benefit mutually from technology transfer, cooperation and support.

Highlighting the scenario of Canadian Investments in India, Mr. Babu Khan, Regional Director, CII Northern Region, said, "Canada has a relatively low presence in India, which both countries need to work on strengthening. Small and medium enterprises, which comprise up to 86% of the service providers in Canada, can also find opportunities in the growing Indian market. India is witnessing growth across various sectors like energy, environment, infrastructure,

telecommunication, transportation and information technology, which are among Canada's core strengths. India hopes to see investments from Canada rising and gaining momentum, which will help infuse capital into sectors crucial for India's development."

Mr Rohit Grover, Chairman, CII Chandigarh Council and Managing Director, JREW Engineering Limited, said, "The manufacturing sector has the potential to grow six fold by 2025 up to \$ 1 trillion, creating up to 90 million jobs in the process. The world is moving towards industry 4.0, India will have to adopt and adapt new technologies. Adoptions of advanced manufacturing technologies will be vital to gain competitiveness in cost, speed, innovation and quality." The delegation is also looking at establishing linkages with local businesses especially in Pharmaceuticals, Agri & Food Processing, Manufacturing, Information Technology, etc. besides partnerships in businesses and Industry.

Meeting with Hon. M L Khattar, Chief Minister of Haryana



The India Mission delegation met Hon. Chief Minister of Haryana Mr. Manohar Lal Khattar in Chandigarh for a breakfast meeting. The delegation discussed Canada India relations in general and Canada Haryana relations in particular. Hon. Chief Minister recalled his earlier visit to the ICCC in Canada in 2015 and said that he is keen to take this relationship to the next level to promote the interests of the people of Haryana. He said that being an agro based economy, Haryana would like to engage Canadian businesses in the development of agriculture, food processing and food safety sectors. He also showed interest in collaboration in the education sector with the Canadian education institutions. He wanted to add value to the agriculture sector to benefit farmers. The ICCC President invited the Hon. Chief Minister to visit Canada again and attend the ICCC's Annual Awards Gala 2018. Mr. Sudhir Rajpal, Principal Secretary, Government of Haryana and Dr. Ashwin Johar, Chairman Foreign Investment & NRI Cell Haryana.

Meeting with Mohali Industries Association



The India Mission delegation held detailed meeting with the Mohali Industries Association to understand the areas of cooperation among the industrial leaders to collaborate. As Mohali is hub for Punjab's small and medium industries the delegates shown keen interest in exploring the possibilities of joint ventures. Mohali is one of the major hub for the export to Europe and African Countries. The networking reception as attended by over 50 small and medium manufacturer. Mr. Jagdeep Singh, Joint Secretary and Yogesh Sagar, Vice President Mohali Industries Association were also present.

KOLKATA (JAN 15-17)

Bengal Global Summit



The delegation attended the Bengal Global Summit 2018 in Kolkata. The two-day long BGBS 2018 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 provided a forum for discussing key issues concerning the Indian Diaspora.

Hon. Mamta Banerjee, Chief Minister of West Bengal said that the two-day Bengal Global Business Summit organized by the state government had received new investment proposals worth ₹19,925 crore. Addressing the delegates on the concluding day of the meet, Banerjee said 50 per cent of last year's business proposals and that of previous years are "in the process and was hopeful to get more investment from abroad.



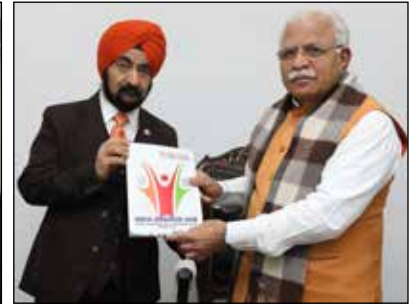
The business opportunities West Bengal offers are spread across a multidimensional spectrum of sectors including industrial infrastructure, manufacturing clusters (light engineering, auto ancillaries, leather, gems & jewelry, textile), chemicals & petrochemicals, plastics, rubber, urban development,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

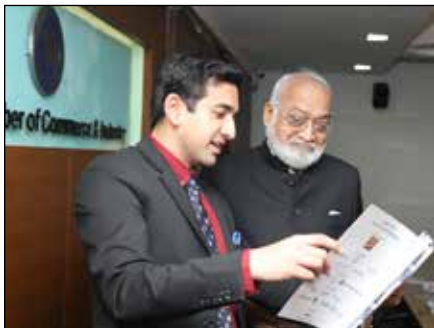


Meeting with Indian Chamber of Commerce

India Mission delegation also met the officials of Indian Chamber of Commerce and discussed the opportunities for cooperation.

INDIA MISSION 2018 ALBUM









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Agro & Food Processing

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.

India is not only a country with significant market opportunities for Canada's agri-food exporters, but may also become a competitor for many of the products produced by Canada as its agricultural production increases. The under-35 demographic represents more than 65 percent of India's population, and many of them are migrating from rural areas to cities searching for education and employment, both of which Canada can help supply.

Canada is a key supplier of India's agricultural imports including pulses and potash. Cold chain management, animal husbandry, dryland farming, food processing technologies and agricultural sustainability are priority areas for bilateral cooperation. Ongoing collaboration in the agriculture sector takes place under the MOU on Agriculture Cooperation signed in 2009. The two sides have also agreed to set-up a Plant Health Technical Working Group, as a sub-group of the MOU on agriculture cooperation to promote trade in plants, plant products and other regulated articles by facilitating science-based discussions related to sanitary and phyto-sanitary issues.

Opportunities for Canada in India

Canada's agricultural exports to India include pulses, oilcake, oilseeds, canola oil, fruit (apples), and food preparation. In January 2016, Canada succeeded in securing access for pork and pork products into the Indian market. India remains focused on food security and marketing initiatives such as "nutritional security," which is a tag line used to increase health-conscious product consumption. This offers high opportunities for Canadian companies looking to enter the Indian market.



The hospitality sector also offers many high-value opportunities for Canadian companies to provide niche products for consumption, including meat products, canola oil, seafood, healthy snack foods, ice wine, frozen fruit, maple syrup and health products. From a commercial perspective, agricultural equipment, machinery, storage (including cold storage), and bulk handling and processing machinery are all examples of high-demand technologies. Training in fields such as herd management, veterinary practices, genetics, breeding, and animal and plant husbandry practices that reduce endemic spoilage are also deemed of value by the Indian market.

Canadian companies can tap on existing opportunities in malting

barley, wines, spirits, flax, mustard, cherries, berries, ginseng, hides, pet food and processed food products.

Challenges in the Indian market

Securing a long term successful entry into the Indian market for imported food and beverage companies comes with its own share of challenges and Canadian companies should be ready and compliant to successful gain entry into this complex yet opportune market.

In India the agriculture sector is the largest area of economic activity. It employs 58 percent of the rural households and

accounts for 17 percent of the Indian GDP. Over the recent past, multiple factors have worked together to facilitate growth in the agriculture sector in India, such as growth in household income and consumption, expansion in the food processing sector and an increase in agricultural exports. The agro industry in India is divided into several sub segments from canned, dairy, processed, and frozen food to fisheries, meat, poultry, and food grains.

In the past decade, India has emerged as a major agricultural exporter, with exports climbing from just over \$5 billion in 2003 to a record of more than \$42 billion in 2014. India became the world's seventh-largest exporter of agricultural products in 2013, surpassing Australia. India has become a very important player on the global market, especially for rice, cotton, sugar, and beef (buffalo). In addition to these products, India has also become a sizeable exporter of soybean meal, guar gum, corn, and wheat, as well as a diverse range of other products.

The Indian food industry has emerged as a high-growth and high-profit sector due to its immense potential for value addition, particularly within the food processing industry. Currently valued at US\$ 40 billion, the food industry is expected to grow to US\$ 65 billion by 2018. Although India is one of the largest producers of food, its consumers do have a cultural preference for fresh food which means that India supplies the majority of its food for consumption. The food processing sector in India holds good potential for Canadian companies. Less than 10 percent of the food is processed in India.



While consumption of processed foods such as domestically-produced chips, biscuits and vegetable oils penetrates the lower income categories, current opportunities for value-added imported foods and beverages are generally limited to higher income consumers in urban areas. With the gradual conversion of the middle class into the higher class owing to rising incomes, there exists vast scope for both Canadian investors and exporters in the urban areas and markets of India.

The processed foods sector continues to see substantial investments and growth through the presence of key food processing multinational companies such as PepsiCo, Cadbury, Nestle, Hindustan Lever, Glaxo-SmithKline (Healthy Beverages), Cargill and key Canadian players such as McCain Foods and AGT Food and Ingredients.

Less acreage and earnings to farming households

There are currently over 90 million agricultural households, of which 70 percent own less than 2 acres of land and earn an average agricultural income of INR 6400 (CDN\$ 125) a month.

Over 60 per cent of this income comes from cultivation, 22 per cent from wage employment and the rest from livestock and other sources. While all agricultural households derive part of their income from other sources, households with the smallest landholdings are most dependent on wage employment. These results underline the fact that India is a land of marginal and small agricultural households.

Rising food wastage fueled by improper supply chain management and logistics: India ranks number 7 on the list of countries which contribute highly to the wastage of food. In recent studies, it was revealed that only 10 per cent of foods in India get access to appropriate cold storage facilities.

This factor, accompanied by inappropriate supply chain management, has resulted in India becoming a significant contributor towards food wastage both at pre and post-harvest of cereals, pulses, fruits and vegetables. India ranks 63 among 88 countries in Global Hunger Index with close to 200 million Indians sleeping hungry on any given night but, in spite of this, nearly 21 million tons of wheat are wasted in India each year.



Market for imported foods

The business of importing food is relatively new in India and consumer awareness of imported foods is limited. In 2015, India's imports of consumer oriented food products were valued at over US\$ 3.8 billion, up from US\$ 1.7 billion in 2009. Nuts, dried fruit and fresh fruit account for more than half of consumer-ready imports, but imports of other products are growing at strong rates, albeit from a very small base.

The consumption of imported foods even amongst the high end consumers is a fairly new trend and experience. While many consumers may be familiar with the taste of imported foods in a high end restaurant set up, many of them would not be familiar with the preparation of these same imported foods at home.

Thus consumer education does become a vital part of the introduction of a new imported food or beverage in the Indian market. Imported foods in India are generally found in hotels, gourmet grocery stores, the imported foods section of large hypermarkets, and on the shelves of many of the neighborhood stores who carry a certain amount of imported foods. Recent times have seen growth of the middle class segment of consumers who are now moving into the higher middle class segment owing to higher incomes, greater number of earning members in a household and increased exposure to global brands and foods.



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ICT & Advanced Manufacturing

ICT & Advanced Manufacturing

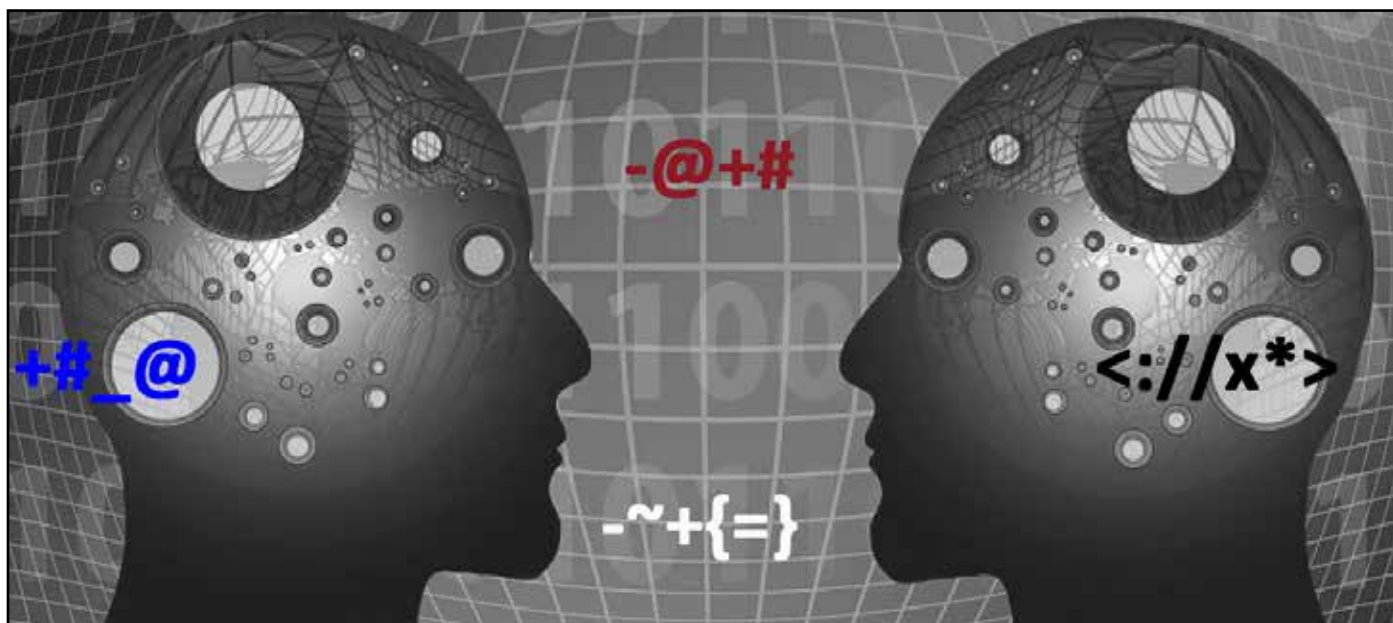
Information and Communication Technologies have emerged as the biggest drivers of transformation across the broad spectrum of all the modes of production, whether in agriculture, manufacturing and services. At present, the impact is felt in a major way in the services sector, but manufacturing is now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

For example, one organization defines advanced manufacturing as industries that "increasingly integrate new innovative technologies in both products and processes. The rate of technology adoption and the ability to use that technology to remain competitive and add value define the advanced manufacturing sector."

Another author defined World Class Foundry (read manufacturing) as: "A World Class Manufacturing (WCM) is one which integrates the latest-gen machinery with (process/ work) systems to facilitate 'manufacturing' - based business development governed around manufactured products only, duly based over a high accent on Product Substitution or New Product Development."



Finally, a recent survey of advanced manufacturing definitions by the White House and states: "A concise definition of advanced manufacturing offered by some is manufacturing that entails rapid transfer of science and technology (S&T) into manufacturing products and processes."

Both Canada and India have taken several measures to transition manufacturing sector to the next stage of the technological revolution and both have faced successes but also challenges. The one challenge often mentioned is the absence of innovation and investment in developing future technologies, and this is equally true for both the countries.

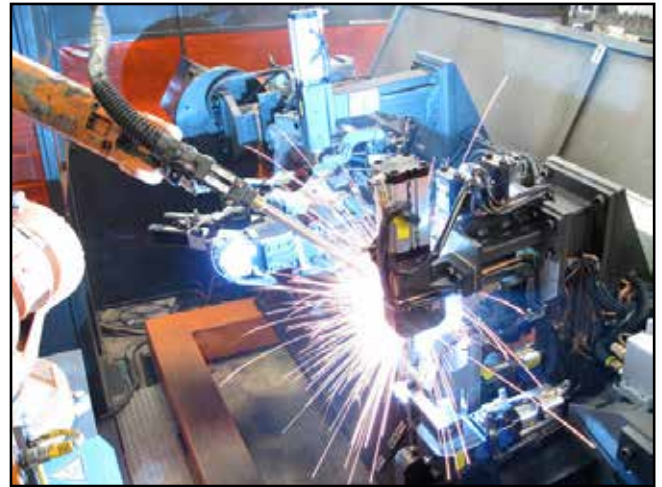
One of the major reasons for that is that big businesses can invest, but smaller ones lack the financial resources. Canadian and Indian businesses are not sufficiently harnessing innovation to enable competitive gains.

Both Canada's and India'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. While there are comparisons possible for the challenges that both the countries face in this sphere, clearly, Canada is ahead of India by leaps and bounds and is in a position to offer valuable direction to the Indian initiative to transform its manufacturing.

State of Advanced Manufacturing in Canada

In this context, a report jointly produced by Canadian Manufacturers and Exporters, Industry Canada and McMaster University titled *State of Advanced Manufacturing: A Canadian Perspective*, provides keen insights to the sector. Its key findings are:

- Manufacturing is a vibrant, highly innovative and technology-driven industry of the Canadian economy
- The majority of Canadian manufacturers, regardless of firm size, are competing against multinational enterprises
- More than twice as many manufacturers increased production (25%) and research and development (R&D) (7.9%) capabilities in Canada between 2007 and 2009 than reduced capabilities (11% and 2.1%, respectively)
- Among large manufacturers, firms with headquarters in Canada and firms with headquarters abroad opened a new production facility or expanded capacity in Canada between 2007 and 2009 at a comparable rate (34% and 28%, respectively)
- Of the large firms that closed an existing production facility or reduced capacity, 29% also opened a new production facility or expanded production capacity in Canada
- New investment in manufacturing facilities in Canada is driven by the need to increase agility, expand mass customization capabilities, capitalize on market niches and optimize prototyping and new product introductions (NPI)
- Many large manufacturers expand other strategic activities in Canada when increasing their production capabilities, including R&D (27%), logistics (32%) and provision of services (28%)
- Manufacturing is increasingly about delivering value to customers through tangible goods, with a growing share of this value coming from non-production activities in the value chain, such as financing, logistics management, product design and development, engineering, and customer relationship management
- The manufacturing sector outpaces all other industries in the introduction of process, organizational, product and marketing innovations in Canada
- Best-in-Class manufacturers distinguish themselves by their implementation of process innovations and advanced technologies



In the section, *Emerging Trends in Advanced Manufacturing*, the report states, “Canadian manufacturers are faced with the challenge of developing business strategies that enable them to compete in fundamentally different markets against competitors from both low-cost countries and develop economies. In general, Canadian manufacturers are responding to this challenge by designing their operations to deliver a suite of capabilities via increased agility, mass customization capacity, capitalizing on market niches and innovation.

Overall, companies that build flexibility into their manufacturing operations can respond more quickly and outperform their less agile competitors. Manufacturers have taken several approaches to increasing their agility, including adapting production volumes efficiently based on changes in customer demand and profitability, varying their production mixes, and even adjusting the location of certain production within their production footprints.

The ability to expand mass customization capabilities creates a competitive advantage by enabling firms to deliver unique products based on customer specifications or needs while maintaining the general cost efficiency of large-scale production. Also, manufacturers are motivated to capitalize on market niches through a range of offerings including specialized products, or through their ability to provide a customer solution that can focus on products and services.

These emerging drivers are among the key motivators for new investment in manufacturing facilities in Canada. Manufacturers are considering multiple locations for critical operations to avoid supply chain interruptions and raise their level of responsiveness and dependability. A developing trend among leading manufacturers is to structure their production footprints to balance the low cost of production in emerging economies with the lower logistical costs, greater industrial engineering capabilities and fewer risks that exist in the shorter supply chain of Canada or the United States.”

Trends in Advanced Manufacturing in India

The Indian scenario is rapidly developing, although it will take a few more years before it reaches a level of maturity. According to a Tata Strategic Management report on the **Readiness of Indian Manufacturing to Adopt Advanced**



Manufacturing Trends done for Federation of Indian Chambers of Commerce and Industries (FICCI), the industry perceives productivity improvement and quality consistency as the most critical advantages of advanced manufacturing.

The report is based on a first of its kind survey conducted to gauge readiness of Indian manufacturing to adopt advanced manufacturing. It highlights the industry's perspective through a survey of business leaders (including board members, CXOs and other senior leadership) of more than 50 leading engineering companies in India.

Under 'National Manufacturing Policy' (NMP), the government envisages to increase the contribution of manufacturing from ~15% to 25% of GDP by 2022. 'Make in India' is positioning India as a global manufacturing hub. Advanced manufacturing will enable Indian manufacturers to not only be cost competitive but also enable access to developed markets through technologically advanced products.



Thus it is critical for Indian manufacturers to adopt advanced manufacturing to ensure success of the 'Make in India' initiative. The report identifies select focus areas for the manufacturing industry to compete at the global level through adoption of the advanced manufacturing trends.

The report identifies four key trends that encompass several of these technologies, namely – Additive Manufacturing, Advanced Robotics, Industrial Internet of Things (IIOT) and Augmented Reality.

It also adds that large and mid-sized companies (revenue more than INR 250Cr) consider advanced manufacturing more relevant to their businesses as compared to smaller companies.

As per the report, only 10% of companies have adopted advanced manufacturing, while 80% plan to adopt the same by 2020. The adoption is expected to be led by MNCs and large Indian companies and finds that the Indian family owned companies have lower willingness to adopt advanced manufacturing with more than half the companies planning to adopt only after more than 3 years.

It also highlights that remaining competitive vis-à-vis peers is a primary driver for adoption while quantifying return on investment (RoI) is cited as the most critical hindrance for adoption.

The report spells out imperatives for the stakeholders and recommends benchmarking with global companies and collaborative approach for the Industry to hasten adoption with optimal investments. It further highlights the need to drive awareness especially among SME sector to the industry bodies and recommends special focus through skilling initiatives and indigenous technology development to the government and expects technology providers to facilitate ecosystem for wide spread adoption.

Canada – India collaboration in advanced manufacturing

Since 2016, Canada and India have been collaborating on transforming manufacturing through technological innovation. In March 2016, a Request for Proposals for Canadian small and medium-sized enterprises and Indian innovators seeking to accelerate solutions through market-driven collaborative research and development projects was launched by the National Research Council of Canada (NRC) and India's Global Innovation Technology Alliance—a first under the new Canadian International Innovation Program.

Priority areas for Canada and India include: clean and green technology, energy efficiency, affordable healthcare, information and communications technologies, electronic system design and manufacturing, advanced manufacturing, and water technology.

The Request for Proposals was a follow up to the signing of a Letter of Intent between Bogdan Ciobanu, Vice President of the NRC Industrial Research Assistance Program and Dr. Arabinda Mitra, Head of International Cooperation with the Government of India's Department of Science and Technology, to identify and fund joint business-led projects in areas of mutual interest.



Financial Services



India's Foreign Direct Investment in Canada



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.

India's outward FDI has consistently grown. The high level of outbound FDI was an outcome of various liberalisation measures in line with progressive policies to support India's overseas investment over time. Indian companies are acquiring international firms in an effort to acquire new markets and maintain its growth momentum, buy cutting-edge technology, develop new product mixes, improve operating margins and efficiencies, and take worldwide competition head-on.

Recent outward FDI from India has targeted resource rich and extractive sectors (oil and gas, steel, aluminum) and strategic sectors (chemicals, pharmaceuticals, banking, automobile and components, information and communications technology/software).

As for Canada, it remains one of the world's most dynamic economies and a destination of choice for foreign investment. The Economist Intelligence Unit ranked Canada as the best place for doing business among G7 countries during 2010-2014, and the World Bank has ranked Canada as the G7 country with the most streamlined business set-up processes. Furthermore, Canada's stable and well-capitalised financial system, which was ranked by the World Economic Forum as the soundest in the world, is supported by one of the world's most effective national regulatory frameworks.

Although foreign investment is difficult to track due to the complex international networks through which these investments flow, the most recent figures clearly indicate that India's FDI in Canada is on a sharp upward trend. These trends have resulted in raising India's importance to being one of Canada's largest foreign investor from the Asia/Oceania region, as well as globally. Hence, there is considerable scope and opportunity to engage Indian businesses to invest in Canada in the years ahead, especially in priority sectors that have been identified by Canada for FDI promotion.

The official definition of FDI used by Statistics Canada captures only the country of first destination and this measure can suffer from the use of intermediaries. Alternative sources of information, such as public announcements and media reports, can complement FDI figures and give a broader picture of Indian interests and overall assets in Canada.

Canada's Foreign Direct Investment (FDI) in India

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.

India has been increasingly opening its doors to foreign investment over the last two decades, notably by modifying its regulatory environment to allow the establishment of wholly-owned subsidiaries as well as participation of foreign investors in Indian-based companies. This trend has been accelerating in the last decade, with foreign companies enjoying the rights to set up branch offices, representative offices, repatriation of profits, and also carry out outsourcing activities in terms of software developmental programmes in India.

However, certain sectors such as the financial and insurance industries remain relatively closed to foreign investment. Simultaneously, the Indian government, as well as a number of Indian States, have been extremely active in trying to attract foreign investment by creating a number of incentive measures such as Special Economic Zones (duty-free zones), fast-track approval mechanisms and infrastructure development for industrial and technology parks, among other initiatives.

Foreign direct investment is considered to be the most attractive type of capital flow for emerging economies as it is expected to bring latest technology and enhance production capabilities of the economy. High inflows indicate India as an attractive investment destination as a consequence of its increasingly liberalised investment climate, stable and sound economic and political base, and opportunities for economic growth, while capital investment abroad reflects the growing global competitiveness of the Indian corporate sector.

The two-way flow of FDI, therefore, means that while the world is taking note of India's market potential, Indian companies are also constantly looking for synergistic acquisitions abroad. Foreign manufacturers benefit from incentives when establishing part of their operations in India to supply the market in segments such as consumer goods, automotive, heavy manufacturing, to name a few.

Furthermore, new opportunities for investment in the natural resources sector continue to grow, through effective de-regulation. The oil and gas sector has been very active in recent years in attracting foreign companies to develop onshore and offshore assets – a good number of Canadian companies are participating in this development. It is expected that the mines and mineral sector will present similar opportunities in the months to come.

Though Canadian companies are enjoying increasing success in the Indian market, Canada has a modest presence in India in terms of investment. So far, their major thrust has been in five areas: power & energy equipment & services; oil and gas; environment products & services; telecommunications & information technology; and the financial sector, including insurance.

Growth of service sectors sales reflect Canadian strength in traditional areas such as consulting and engineering, as well as a growing Canadian presence in fields such as education, software development, and financial services. India's rapidly expanding economy and the government's continued commitment to liberalising its investment regime will provide significant opportunities for Canadian investors in a variety of sectors including financial services, infrastructure, information technologies, life sciences and natural resources.

What emerges is that robust economic growth, an improved investment environment and opening up of critical sectors like telecommunications, civil aviation, refineries, construction, etc. facilitated FDI inflows into India.

Canada and India are engaged in a process of negotiating a bilateral investment agreement. Through the establishment of a framework of legally binding rights and obligations, this agreement will increase the comfort level and boost the confidence of investors by providing strong investment protection provisions including a minimum standard of treatment, free movement of funds in support of investment, non-discrimination in all matters and a neutral and efficient dispute settlement mechanism. It is anticipated that such an Agreement will serve as a major catalyst for investment flows from India to Canada and vice versa.



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Business Immigration, Education, & 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.

There are two classes of business immigrants:

- Start-up visa
- Self-employed persons

Start-up visa Program

To be eligible, you must have:

- A commitment of support from a designated Canadian venture capital fund, business incubator or angel investor group
- An ability to communicate in either French or English
- An adequate amount of money in order to settle and provide for the cost of living prior to earning an income

Self-Employed Persons

- To be eligible, you must have one of these
- Experience that will make a significant contribution to cultural or athletic life in Canada
- Experience in farm management and you must intend to and be able to buy and manage a farm in Canada
- Invest or support a start-up (Designated organizations)
- Designated organizations are business groups that have been approved to invest in or support possible start-ups.

Organizations choose which business proposals to review. If one decides to review yours, it will assess the potential of your proposal and whether or not it will succeed. Each organization has its own intake process for proposals and criteria used to assess them. If an organization chooses to support your business idea, it will give you a Letter of Support. To apply for the Start-up Visa Program, your business idea or venture must get the support of one of the designated organizations listed below.

Designated venture capital funds

You must get one or more of these groups to agree to invest a minimum of \$200,000:

- BDC Venture Capital
- Blackberry Partners Fund II LP (doing business as Relay Ventures Fund II)
- Celtic House Venture Partners
- Celtic House Venture Partners Fund III LP
- Celtic House Venture Partners Fund IV LP
- Extreme Venture Partners LLP
- Golden Opportunities Fund Inc.
- iNovia Capital Inc.
- Lumira Capital
- New Brunswick Innovation Foundation Inc.
- OMERS Ventures Management Inc.
- Pangaea Ventures Fund III, LP
- PRIVEQ Capital Funds
- PRIVEQ III Limited Partnership
- PRIVEQ IV Limited Partnership
- Real Ventures
- Rho Canada Ventures
- Top Renergy Inc.
- Vanedge Capital Limited Partnership
- Version One Ventures
- Wellington Financial LP
- Westcap Mgt. Ltd.
- Canadian Accelerator Fund Ltd.
- Yaletown Venture Partners Inc.



Designated angel investor groups

You must get one or more investors connected to these groups to agree to invest a minimum of \$75,000:

- Angel One Network Inc.
- Canadian International Angel Investors
- First Angel Network Association
- Golden Triangle Angel Network
- Oak Mason Investments Inc.
- Southwestern Ontario Angel Group
- TenX Angel Investors Inc.
- VANTEC Angel Network Inc.

Designated business incubators

You must be accepted into one of these programs:

- Alacrity Foundation
- Alberta Agriculture and Forestry
- Agrivalve Processing Business Incubator
- Food Processing Development Centre
- Communitech
- Creative Destruction Lab
- The DMZ at Ryerson University
- Empowered Startups Ltd.
- Extreme Innovations
- Genesis Centre
- Highline BETA Inc.
- INcubes Inc.
- Innovacorp
- Innovate Calgary
- Interactive Niagara Media Cluster o/a Innovate Niagara
- Invest Ottawa
- Istuary Idea Labs – suspended
- Knowledge Park o/a Planet Hatch
- Launch Academy
- LaunchPad PEI Inc.
- NEXT Canada
- Real Investment Fund III L.P. o/a FounderFuel
- Ryerson Futures Inc.
- Spark Centre
- Spring Activator
- TSRV Canada Inc. (operating as Techstars Canada)
- Waterloo Accelerator Centre
- Entrepreneurship Development Institute



Visit the Canadian Immigration website for more information.

<http://www.cic.gc.ca/english/helpcentre/answer.asp?qnum=653&top=6>

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.

Canada continues to be one of the top four destinations for students going abroad for higher education, along with



the U.S., U.K. and Australia, and has managed to surge ahead of the U.K. in recent years because of more restrictive recent changes to immigration laws. Already the number two source country for students for Canada (38,877 students from India chose Canada as their study destination in 2014), India represents a major opportunity for institutions seeking international students. With India's increasing economic prosperity, there is a rising urban middle class, representing a large and potentially lucrative international education market.

Indians interested in a Canadian education are attracted by the safe environment, reputable institutions, availability of housing for students, and opportunities for post-study work and permanent residency. Permanent residency is acknowledged at present as the biggest draw for Indian students, as life in Canada is perceived to be of a much better quality and therefore has an aspirational value attached to it.

India is a highly price-sensitive market, so many Indian students opt for one- or two-year postgraduate diplomas and certificate courses at colleges, which are perceived as cheaper than four-year undergraduate university/college degrees. The rationale here is a more attractive return on investment (RoI) in terms of cost (less), duration of study (shorter), and employment and permanent residency opportunities (same or better).

More promotion is needed throughout India to affirm that a Canadian education offers quality at an affordable price, compared with studying in the U.S. or U.K. Our challenge is to continue to highlight Canada as a key destination for international students. Awareness is growing, with more Indian students including Canada in their consideration set; further marketing efforts using alumni and influencers are needed to educate potential students and their families about the benefits of studying in Canada.

Canadian institutions should accelerate building partnerships with Indian institutions to provide more visibility as a destination for international education. Increasing partnerships in areas of research, faculty exchange, twinning and joint degree programs will all lead to increased awareness and credibility. Those already familiar with Canadian education perceive it positively. This may include basic knowledge that Canada is close to the U.S., is English-speaking (and French-speaking), and has a stable and relatively strong economy. With a straightforward, non-interview-based visa process, good post-study work opportunities and post-study immigration options, Canada is an attractive option for Indian



students: the key is tapping into the right demographic to promote and recruit.

In India, the education sector is also 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.

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. This paper focuses primarily on India's need for skills development and analyses the emerging scenario in India with regard to the development of skills and vocational training and entrepreneurialism.



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. Hon. Rajiv Pratap Rudy was appointed as the Minister of State with independent charge of the Ministry of Skills Development and Entrepreneurship. In 2017, Dr. Dharmendra Pradhan was entrusted with the responsibility.

The Ministry is responsible for co-ordination of all skill development efforts across the country, removal of disconnect between demand and supply of skilled manpower, building the vocational and technical training framework, skill up-gradation, building of new skills, and innovative thinking not only for existing jobs but also jobs that are to be created.

The Ministry aims to Skill on a large Scale with Speed and high Standards in order to achieve its vision of a 'Skilled India'. It is aided in these initiatives by its functional arms - National Skill Development Agency (NSDA), National Skill Development Corporation (NSDC), National Skill Development Fund (NSDF) and 33 Sector Skill Councils (SSCs) as well as 187 training partners registered with NSDC.

The Ministry also intends to work with the existing network of skill development centres, universities and other alliances in the field. Further, collaborations with relevant Central Ministries, State governments, international organizations, industry and NGOs have been initiated for multi-level engagement and more impactful implementation of skill development efforts. While industry has started defining their skills requirements, and training methodology, commitments in terms of increased remuneration to skilled workers also need to be made by them. This is necessary to create economic incentive for skilling, and for industry to realize the productivity gains linked with skilled manpower.

The growth and prosperity of all economies remains highly dependent on entrepreneurial activity. Entrepreneurs are the essence of economic growth they provide a source of income and employment for themselves, create employment for others, produce new and innovative products or services, and drive greater upstream and downstream value-chain activities. Supportive environments are increasingly essential to successful entrepreneurship and these are evolving across the world. The ideal entrepreneurial environment has five pillars: Access to funding, Entrepreneurial culture, Supportive regulatory and tax regimes, Educational systems that support entrepreneurial mindsets; and a coordinated approach that links the public, private and voluntary sectors.

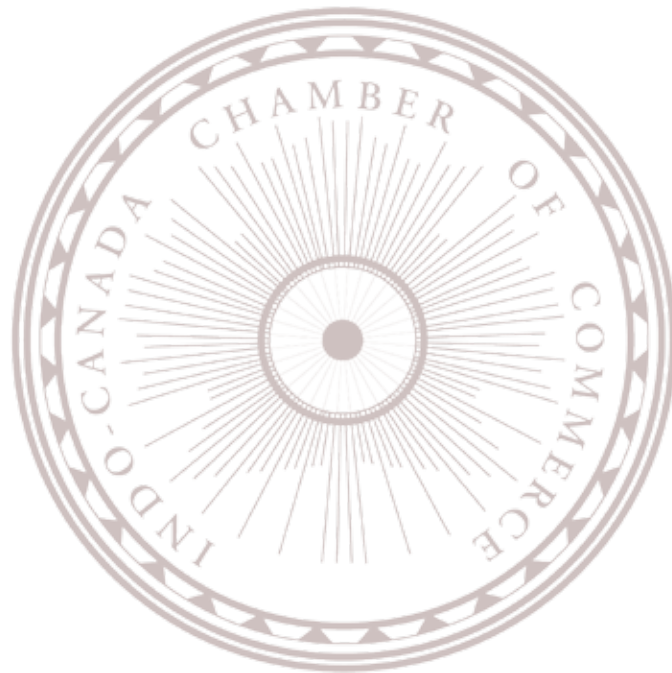
Make in India and Skill India are complementary to each other. The key objective of Make in India is to promote manufacturing in 25 sectors of the economy, which will lead to job creation and consequently need for skilled manpower.

Some of these sectors include automobiles, chemicals, IT, pharmaceuticals, textiles, ports, aviation, leather, tourism and hospitality, wellness, railways, auto components, design manufacturing, renewable energy, mining, bio-technology, and electronics. Correspondingly, Skill India aims at preparing a highly skilled workforce which is completely aligned to the requirements of industry so as to promote growth through improved productivity.

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.

Recent achievements in skills development

- More than 4.82 lakh people were brought into the organised sector through the recognition of prior learning program under PMKVY Rubber Tappers, More than 250 Railway Porters and 1500 Employees of Rashtrapati Bhawan)
- More than 480 Pradhan Mantri centres for skilling and would be in each district of the country already been established
- More than 1381 new ITIs have been opened with more than 5 lakh seats and the entire ecosystem of ITIs have been reinvigorated and reenergised
- More than 1 crore people have been trained under NSDC's inception
- Pradhan Mantri Yuva Yojana was also launched to promote young entrepreneurs and self-sustainability. Target to cover 14.5 lakhs over the next 5 years
- To cater to the increasing demand for drivers, MSDE also across the nation; there is a target to open 50 of them by end of 201
- Special schemes like Udaan in J&K and others in North East have brought avenues of growth and opportunities to youth in these focused regions
- 4 new ATIs have been upgraded into India institute of skills modelled after ITE Singapore
- MSDE focuses on bringing heavy quality focus in skills through adhaar alignment, strengthened monitoring and better curriculum. It is also supported by world bank schemes SANKALP
- MSDE has established convergence through common norms, National skills qualification framework and ISO certification of ITIs
- Skill India also promotes Inclusion and diversity across all programs specially for disability
- India has partnered with 11 countries in the skills agenda promoting global mobility
- Skill support all national missions and partners with 18 out of
- MSDE also has support from states on infrastructure and skill education in schools/universities
- MSDE has successfully created Industry linkages through apprenticeship, CSR, partnerships in infrastructure and hiring. More than 6 lakh apprentices have been engaged under NAPS
- MSDE with MHRD has partnered to create bridge courses For academic equivalence students
- Skill India through its technology applications brings in ease of managing systems in process in India
- MSDE has conducted special skill development projects with Armed Forces (Navy, A Force), CRPF jawans etc.



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.

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.

Trade Promotion Council of India (TPCI)



Trade Promotion Council of India ((hereafter referred to as TPCI) is an apex trade and investment promotion organization notified in the Foreign Trade Policy. TPCI is also recognized and supported by the Department of Commerce, Govt. of India. We work towards facilitating the growth of Indian industry with global investment & trade opportunities. The council provides strategies for expanding business internationally, by organizing specialized business events and simultaneously working with the Government by providing policy suggestions which are essentially based on inputs collated from research and industry stakeholders.

Mohali Industries Association (MIA)



Mohali Industries Association (MIA) – an ISO Certified Association representing over 440 large, medium and small scale industrial units located in Mohali. MIA is working for the promotion of local small and medium scale manufacturers.

The Indo American Business Chamber of SME



The Indo American Business Chamber Of SME is an umbrella organization of the entrepreneurs of India US and Europe for the business networking and promoting the trade and commercial relations.

Indian Chamber of Commerce (ICC)



The Indian Chamber of Commerce, or ICC as it is popularly known, is the premier body of business and industry in Eastern and North-Eastern India. The membership of the Chamber comprises several of the largest corporate groups in the country, with business operations all over the country and abroad. Set up by a group of pioneering industrialists led by Mr G D Birla, with over eighty years of service to the nation, the ICC retains the character of being the premier Chamber with senior Indian industry leaders forming the core of its Executive Committee or the Governing Board of the Chamber. Its enlightened leadership and membership has enabled the ICC to move ahead and respond pro-actively to the dynamic changes that have taken place in the world order and with a vision for the future.



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