

aiaa NEWS

July-September 2016

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AIAI
All India Association of Industries

6th Global Economic Summit

— March 27-29, 2017 —

Theme: Women Empowerment: Entrepreneurship, Innovation and Capacity Building



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Conference | Exhibition | B2B Meetings | Visits to SMEs | Handbook

Objective

To provide an effective platform to women from India and overseas to network for Trade development, Exhibit, share experiences and get first hand information on opportunities and challenges from Women Achievers, Experts, Policy Makers and other Stakeholders.

Topics for discussion

- Women achievers and glimpses of their success stories
- National and international programmes supporting women in economic development
- Opportunities and challenges faced by women entrepreneurs in the global market place
- Skill development for economic inclusion | Role of intermediaries support to women
 - Value addition to businesses: The role of women in global value chains
 - Women in SMEs / Innovation / Technology
 - Women's Empowerment Principles (WEPs): Goals and Achievements
 - Women in the informal economy | The role of NGOs in capacity building

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National - Rs.5,000

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National - 6 sq. mtrs. - Rs.20,000

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Discussions and Deliberations on
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Exhibition

Showcase products and services
Women entrepreneurs and innovators in the sectors of health and wellness, arts and crafts, textile and apparel, household items, banking and insurance services, livelihood intervention programmes, educational institutions, social entrepreneurs and NGOs.

B2B Meetings

Networking Platform
Pre-arranged business-to-business meetings for collaborator with a view to expand their businesses both domestically and globally and partnership.

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A Summit Handbook on Women Empowerment will feature a compilation of research papers, case studies, & articles on innovation, entrepreneurship and capacity building.

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Visits to SMEs

Get a first-hand experience of the aptitude and skill of women owned SMEs



PRESIDENT'S DESK

The July-September quarter witnessed significant policy push from the Government of India to support the MSME sector. A key policy move in this direction was the launch of the MSME Databank Portal by the government. Information on the number of MSMEs in different districts, sources of finance, technologies, raw material and marketing needs are very essential and yet are inadequately available on a common platform in India. Such information, if readily available, could enable foreign companies to identify their suppliers or contractors in India and thereby facilitate Indian MSMEs join the global value chain.

On its part, AIAI has been taking various measures to enhance the participation of Indian MSMEs in the global value chain. The association organized interactive meetings with the government and business delegations from Philippines, Argentina, Uzbekistan, Poland and many other countries during this quarter to connect Indian MSMEs with their global counterparts.

In recent years, the Indian government has been worried about the country's widening trade deficit with China. In this background, the association held a round table meeting to discuss the impact of slowdown in China on bilateral economic relation, especially trading partnership, between both the countries.

Directorate General of Foreign Trade (DGFT) has taken various measures in recent times to

improve the ease of trading goods between India and rest of the world. These include consolidation of various export schemes, introduction of online application for Import Export Code, reducing number of mandatory documents for exports and imports and so on.

Despite the above measures, Indian exporters continue to face several procedural bottlenecks in complying with the norms of the government. In order to address the concerns of exporters and importers, AIAI organized an Open House Meet with Dr. Sonia Sethi, IAS, Additional Director General of Foreign Trade, Directorate General of Foreign Trade, Mumbai during the quarter.

Mr. Devendra Fadnavis Chief Minister of Maharashtra unveiled India's first international centre for arbitration in Mumbai. The Mumbai Centre for International Arbitration (MCIA) would settle arbitration cases involving Indian companies and their global counterparts. This would reduce the reliance of Indian companies on arbitration centres in London, Singapore and other foreign countries and develop India as an international arbitration hub. The Indian government's 'Make in India' campaign is expected to enhance partnership between Indian and foreign companies. Breach of contractual clauses by any one of the contractual party may trigger arbitration. Thus, it is necessary to develop sound arbitration system in India, in line with the global best practices. Considering the importance of a sound arbitration system in the success of 'Make in India' campaign, AIAI organized Fifth in series of Make in India event, a Seminar on 'Emerging Trends in International Arbitration' during the quarter.

This edition of the newsletter presents highlights of these events and other activities held in AIAI during the July-September quarter.

I hope you would enjoy reading this newsletter.

Thanking you,

Vijay Kalantri

President

All India Association of Industries

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Brexit is just a regional idiosyncratic shock



Ms. Rupa Naik, Executive Director- All India Association of Industries, Mr. Ran Chakrabarti-Partner, IndusLaw, Mr. Sajjid Z. Chinoy-Chief India Economist, J P Morgan, Mr. Dharamkirti Joshi- Chief Economist, CRISIL Limited.

Top Indian economists feel that India's strong economic fundamentals will protect itself against any Brexit adverse impact, but the Indian businesses in the UK will feel the heat of the visible changes in several business laws

Even as experts undercut the near-term economic impact of Brexit on India as an idiosyncratic regional shock, they sounded caution on the long term growth as the wave of de-globalisation may threaten growth in India's exports.

"The short-term growth impact on India is minimal because of strong macroeconomic fundamentals. We are under-worrying about the medium term impact of BREXIT and over-worrying about its short-term impact," said Sajjid Chinoy, Chief India Economist, JP Morgan at an interactive session on 'Brexit: Impact on Indian Economy'.

Chinoy pointed out that the Brexit was a political event. With many other EU member countries facing election, will they also take the protectionist route is the most pertinent question post-Brexit.

"India's strong growth of 8-9 per cent during 2003-09 was led by double digit growth in exports. However, in the last few years, Indian exports have

been growing in single digits. The growing voice of de-globalisation post-Brexit referendum may affect India's exports more and therefore Indian policymakers must introduce long term economic reforms to boost domestic consumption," Chinoy added.

Chinoy remarked that the benefits of globalisation are distributed unequally among different sections of the population. The middle and lower income people around the world who are affected adversely by globalisation would influence the pace of globalisation and this would affect India's exports adversely.

Seconding the argument of Chinoy, Dharmakirti Joshi, Chief Economist at the leading credit rating agency, CRISIL pointed out that CRISIL has not changed its forecast for India's economic growth for 2016-17 and remains at 7.9 percent. The impact of Brexit on India would be limited to Indian businesses in auto parts, textile and information technology sector.

"India has a sound macroeconomic background. But our two weak areas are private sector investment (due to weak balance sheet) and the

Non-Performing Banking assets," stated Joshi.

"Indian companies that have exposure to UK, volatility in commodity prices, companies that have unhedged overseas borrowing may be hit by currency volatility. There is no single country that can replicate the financial system of UK. Under this situation, if the relationship between UK and EU changes, some firms will have to move their headquarter from UK. So, companies with exposure to UK and EU may face rise in compliance cost and administration cost," Joshi added.

"25 per cent of India's total automobile exports go to the EU and 5 per cent to the UK. Similarly, 35 per cent of Indian textile revenue comes from the EU. These two sectors are most exposed to the risks of Brexit" - Joshi

Speaking on the legal impact of Brexit on Indian companies, Ran Chakrabarti, Partner, IndusLaw suggested that companies dealing with the UK firms must include a termination clause that would enable them to end their business with their UK counterpart in case the terms of the UK's exit negotiations would make it their contracts unviable.

"Legal consequences are going to be critical for companies having business in UK or the EU over the coming years. If no agreement is reached, UK's trade with the EU would come under the rules



of WTO. UK may not have a say in the making of EU laws. Existing consumer protection, financial services, product liability laws of the EU will have bearing on the traders in the UK," Chakrabarti pointed out.

"I suspect, UK would have to have bilateral agreements with each member of the EU. But this may trigger reciprocity on the part of other members. UK may treat East European countries' nationals as it treats citizens of India and the USA. Those laws favour professionals over low skilled labour. If UK adopts this measure, this would impact businesses in the UK that relies on low skilled workforce from the eastern European countries," he added.

The most earth shattering consequence of Brexit is that UK would no longer be in the seat to formulate the regulations of financial services sector of the EU, felt Chakrabarti, who also raised a concern of London's premier position as world's biggest financial centre post Brexit.

"How the EU and London work out the legal modalities post Brexit in the next two years will be a game of poker and an interesting one to watch," he concluded.

On the whole the general feeling and opinion on Brexit and its impact on Europe and in particular on India's export may not be as adverse as expected.



Consistency can make India a global arbitration hub



Mr. Firoze Andhyarujina- Senior Advocate High Court Mumbai, Ms. Poornima Hatti-Partner, Samvad, Mr. Hiroo Advani-Senior Partner, Advani & Co., Mr. Y. R. Warkerkar-Executive Director, World Trade Center Mumbai, Mr. Lomesh Kiran Nidumuri-Partner IndusLaw, Mr. Vyapak Desai-Partner, Nishith Desai Associates, Mr. Jayesh H. Founder, Juris Corp.

“Clarity on legal amendments needed to make Indian arbitration system more robust, state experts”

While lauding the recent amendments to the Indian Arbitration and Conciliation Act 1996, prominent legal experts called on the government to clear many ambiguities that is often leading to conflicting judgments and delays.

Experts debated and exchanged views at an interactive session on “Emerging trends in International arbitration” hosted by the All India Association of Industries (AIAI) and World Trade Centre Mumbai. This was the fifth in the series of ‘Make in India’ events hosted by AIAI.

At the start of the debate stated Lomesh Kiran Nidumuri, Partner, IndusLaw stated that India can become a hub for international arbitration if our arbitration system is more robust. “Our laws and judiciary should be in tune with the global arbitration system, our judges need to be sensitised and there should be transparency in the way we resolve disputes,” stated Nidumuri.

He pointed out how lack of clarity on several

amendments is creating confusion in many sections of the amended law. “For example, the fees of the arbitrator are capped, but many states have not formulated the rules. The debate on prospective vs retrospective rages as two benches of one court has given two contradictory verdicts. The Supreme Court must take a view on this as this is a big concern for the foreign investors,” added Nidumuri.

Commercial courts can tackle commercial matters between parties in the absence of arbitration clause and it is a fast track option, felt Firoze B Andhyarujina, senior advocate, Mumbai High Court. “Indians have an indigenous method of doing things. Parties agree for arbitration and then challenge it itself! People constantly question the jurisdiction and many a times the arbitrator himself can be thrown out,” he opined.

It is time India uses technology to speed up arbitration processes. “Online communication and exchange of documents must be done as it is adopted globally. Also, the writing of the clause of arbitration is very important as it is the fertile area of dispute,” opined Poornima Hatti, Partner,



Samvad Partners. “Keep the draft simple – clarity on seat, sole or panel of arbitration is key. Mediation is widely used in Singapore, in which parties solve their disputes by consensus,” Hatti added.

India can become a global arbitration hub, if we maintain consistency and choose institutional framework over ad hoc mechanism, stated Vyapak Desai, Partner, Nishith Desai. “Emergency arbitration is one area we have refused to acknowledge though the Indian courts have not completely disregarded it,” he stated. Multiplicity of laws is biggest concern for India, he added.

“E-discovery is a game changer,” proclaimed Jayesh H., founder, Juris Corp. “Any data, which could be denied in discovery, can be retrieved using recovery software,” he told the audience. “But E-discovery is not a search and seizure process. If handled well, it can expedite dispute resolution,” he explained.

Hot tubing – a concurrent evidence process, in which arbitrators ask questions to the experts on

both sides together, narrows down the point of differences and can search truth soon. “Common ground comes naturally to the experts. E – discovery is all about technology and can be an effective tool,” said Jayesh H.

India has to make some crucial decisions in the growing arbitration field to remain competitive and the presence of foreign lawyers in cases is now inevitable, felt Hiroo Advani, Senior Partner, Advani & Co. “The foreign lawyers will come here, maybe in phased manner or as part of some joint venture. Similarly, third party funding for arbitration will also come in India. These are agencies funding the entire process – lawyers, venue cost in return for 25 per cent of the actual recovery. Of course, this has to be balanced by rules,” he explained.

The meeting was well attended by SMEs and corporates as it gave them an opportunity to get firsthand information on arbitration through experts from the field.



DGFT assures transparent, robust process to boost exports



Dr. Sonia Sethi, Additional Director General of Foreign Trade, Mr. Vijay Kalantari, President, AIAI and Ms. Rupa Naik Executive Director, AIAI at the Open House Meet

"In her first open house meet with MSMEs, Dr. Sonia Sethi addresses exporters"

At a time when India's merchandise export has started growing in June 2016 after a consecutive decline for 18 months, the All India Association of Industries organised an open house meet with Dr. Sonia Sethi, IAS, Additional Director General of Foreign Trade.

Addressing the meet, Dr. Sethi reassured the micro small and medium enterprises (MSME) sector that her office is working to improve governance and transparency with a time-bound schedule of services to ensure exports pick up in the coming months. "I have recently taken over and my team is streamlining issues faced by industry and the potential entrants in the MSME segment. The MSME clusters are our priority in export promotion," she told a packed audience that had braved heavy rains to listen to her and exchange their queries.

As per the Foreign Trade Policy 2015-2020, it is important that India's exports increase from

US\$ 465.9 billion to US\$ 900 billion by 2020 – i.e. from a share from 2% to 3.5%. The DGFT is the apex body for implementation of foreign trade policy with its four zonal and 33 regional offices. The office of additional DGFT western region caters to almost 40% of export-import related applications of India.

In recent times, Indian exporters have been facing commercial payment defaults especially from importers in Africa and some countries of Latin America owing to various factors such as falling commodity prices and currency crises in these countries. Exporters in sectors such as auto and auto components, pharmaceuticals, capital goods, electrical and electronic equipments etc are severely affected by the payment default. The Indian government is considering steps such as introduction of barter deals, opening of escrow accounts and so on to address the issue.

Office of Additional DGFT, Mumbai is now planning to sensitise all exporters to these countries about the payment risks in these regions.

Suggestions from the audience included the need for DGFT to locate the 80 million MSMEs in India and their proposed classification based on the 1,200 odd sectors. This, many felt, was needed for cluster management and would make them globally competitive.

Dr. Sethi's team made presentations on ease of applications, advance authorization norms and the crucial export promotion capital goods scheme. Exporters were informed about the common errors they make in applications and how they can rectify the same in future.

Another suggestion was that DGFT could consider more comprehensive digitisation from invoicing to drawbacks, with electronic transmission of invoice etc to the banks for issue of digital Foreign Inward Remittance Certificate (FIRC) and automatic calculation of duty drawback to avoid fraud and wrong claims. To this, officials stated that with the introduction of GST, a robust GST network is being instituted. This would evolve over time.

The DGFT now has a robust export obligation monitoring system and has been monitoring cases on a daily basis through a dynamic dashboard and claimed that there is negligible pendency in Import Export Code (IEC)/ Merchandise Export Incentive Scheme (MEIS) applications.

Dr. Sethi also assured the exporters that she would soon convene a meeting of the Committee on

Quality Complaints and Trade Disputes. "We have a comprehensive basket of deliverables and our effort is to facilitate and resolve difficulties faced by exporters. Large part of our systems is now online," she explained.

Dr. Sethi informed that the office of Additional DGFT, Mumbai, is planning two important events, one in Thane (September) and the other in Mumbai (November), for the MSME clusters in Maharashtra in 2016-17. The MSME sector focus in Thane is electrical, iron, steel and machine tools, while the Mumbai event will focus on Pharmaceuticals.

Mr. Vijay Kalantri, President, AIAI pointed out that in the changing world scenario, exporters in India must look for new markets in Africa, Latin America and the Middle East. "There is a new euphoria of growth in India and such discussions can only clear issues between the industry and the government. Dr. Sethi has been always proactive and is known to take fast decisions. The AIAI would be happy to organise such dialogue meetings in the future."

The Meeting was particularly well attended by MSMEs, exporters and cluster units it proved to be an effective platform for interactions with the officials of DGFT (Western zone).

AIAI welcome the amendment to the Companies Act for MSMEs

We welcome the initiative taken by the Union Finance Minister, Mr. Arun Jaitley to amend the Companies Act to Ease of fund flow to the Micro, Small and Medium Enterprises (MSMEs) which is termed as the backbone of the Indian economy, as timely and adequate credit flow will help and give impetus to growth of the small scale sector said Mr. Vijay Kalantri, President, All India Association of Industries (AIAI).

Mr. Kalantri further added that the launch of MSME Databank Portal and Online Finance Facilitation Web Portal which will further boost the morale of the MSMEs. We hope the intention of the Finance Minister to ease fund flow to MSME shall be implemented in letter and spirit.

Jiangsu Province interested in investing in India



Mr. Lia Qiang, Deputy Director, Jiangsu Economic & Information Technology Commission with Mr. Vijay Kalantri, President, AIAI and Ms. Rupa Naik, Executive Director, AIAI

Jiangsu Province is looking for investing in India in areas of logistics, electronics and pharma as Jiangsu is one of the birthplaces of traditional industries of China, and one of the important industrial base for textile, machine building, electronics, petrochemical and building materials; also it has very developed processing industries says Mr. Lia Qiang, Deputy Director, Jiangsu Economic & Information Technology Commission during a meeting with All India Association of Industries (AIAI).

He also informed that Jiangsu Province industrial enterprises have reached 3.34 trillion yuan, with an increase by 8.3% over the last year and had topped the list nationwide. The industrial structure improved gradually. The new high-tech industry maintained rapid growth and yielded output value of 6.1 trillion yuan in 2015, an increase by 7.6% over the last year, which seized 40.1% of industrial output value above scale. The sales revenue of emerging industries reached 4.5 trillion yuan, an increase by 10.4% over the last year.

Mr. Qiang further added Jiangsu Province is accelerating the implementation of "Made in

China 2025". Concentrating on the general goal to transform Jiangsu province into an advanced manufacturing hub leading in China and influencing the world, we focus on the plan of upgrading enterprises' manufacturing equipments and the plan of increasing enterprises' competitiveness by the Internet Plus Action, and push forward the supply-side structural reform of manufacturing industry.

Mr. Vijay Kalantri, President, AIAI said that India has USD 60 billion trade with China, today China is our biggest trading partner. We look forward to co-operation and investment in the areas of electronic, logistics, pharma, etc. Mr. Kalantri further added that with the 'Ease of doing business' and 'Make in India Initiative' there is a great opportunity for Chinese companies to invest in India in manufacturing and infrastructure projects.

The High level business delegation of comprising 10 people met officials of All India Association of Industries (AIAI).

Argentina's new policies will increase bilateral trade with India

Taking into account the future growth in demand for food in India, Mr. Jesús Silveyra, Joint Secretary of Agricultural Markets, Argentina presented Argentina's strengths in agriculture and food processing.

"With new economical rules set out by the new government of Argentina, the country is moving in a pro-trade direction and has its eyes now set on India to promote its bilateral trade especially in the agriculture sector. The new policies will enable potential investors to purchase more than 1000 hectares of land in Argentina boosting its agriculture output by 20 percent. The other areas for collaborative efforts are food processing, IT, pharmaceuticals, mining, hydrocarbons, wine & honey production, chicken, meat, edible oil, and most importantly in bio - sciences", said Mr. Silveyra, during an interactive discussion which was organized by AIAI.

Mr. Silveyra, stressed that the new government had a positive approach and had rectified all the weaknesses that inhibited his country in reaching out to international markets. Emphasizing on the part of India in enabling Argentina to forge collaborative efforts in various sectors, he said, "India's demographic dividend, its increasing rate of growth, addition of 25 million population (middle class), Argentina should be one of the special suppliers to India for agriculture and bio products. India on its part should show interest enhancing trade with Argentina". He further opined that India must help Argentina to expand worldwide which has proven in IT and Pharma sector. More and more student exchange programs need to be part of the curriculum in agriculture institutes.

Highlighting Argentina's strengths in various agro and animal husbandry sectors, Mr. Silveyra expressed his interest in exporting queen bees to India for honey production and from being a 'provider to super provider' in India's food park ventures. In the area of cattle breeding Argentina leads by 60% of labour production beating US which is at a measly 20%. Argentina is one of the leaders in bio-products almost to the capacity of exporting 7000 tones to the entire world. They have capabilities in technology warehousing and post harvest management which could be a boon for India.

From a futuristic point of view, Mr. Silveyra said



Mr. Alejandro Zothner Meyer, Acting Consul General of the Republic of Argentine in Mumbai, Capt. Somesh Batra, Vice Chairman, WTC Mumbai, Mr. Jesús Silveyra, Jt. Sec.- Agricultural Markets, Argentina, Mr. Vijay Kalantri, President, AIAI

that Argentina's President and Cultural Minister plan to visit India in the following year. Also there is need to establish an Argentina-India Chamber of Commerce to create a favorable environment to foster conducive bilateral trade between both countries.

Capt. Somesh Batra, Vice Chairman, WTC Mumbai in his opening remarks said "In 2015 - 16 India's bilateral trade with Argentina stood at USD 3 billion and there is immense scope for further bilateral relations. Argentina is the bread basket producing 150 million agriculture output opening up doors for collaborative efforts in the area of agro and food processing sectors while 100 million tons is exported". To further elevate mutual trade and investment opportunities, Argentina government could consider India's new initiatives such as a Make in India, Skill India and Ship Building sector.

Mr. Vijay Kalantri, President, AIAI in his closing remarks said "recognizing the importance of India and Argentina's bilateral trade, the Government of India should initiate subsidies in freight cost for exports to Argentina and create a platform for sharing best agriculture practices and technology between both the countries. The focus of the foreign trade policy is to support services and exports along with improving the ease of doing business".

The meeting was well attended by members who were keen to expand trade ties with Argentina in food, agro, bilateral and auto sector.

Not just technology, Smart cities need Smart people



Dr. Annapurna Vancheswaran, Senior Director, TERI, Mr. Vijay Kalantri, President, AIAI, Mr. G. S. Gill, Distinguished Fellow TERI & Former Managing Director, CIDCO, Shri. Jayant Banthia, IAS, Former Chief Secretary, GOM, Dr. Dhar Chakrabarti, Distinguished Fellow, TERI, Ms. RupaNaik, Executive Director, AIAI

At the Mumbai Regional Dialogue, the run-up event to the World Sustainable Development Summit in October, experts felt the need to create an institutional framework to make our cities resilient towards climate change

With every major Indian city hit by several natural disasters like cyclones, floods, cloudbursts, experts feel it is time India creates a national policy structure to build sustainable, climate resilient smart cities.

In the wake of Smart Cities Mission and AMRUT, The Energy and Resources Institute (TERI) along with the All India Association of Industries (AIAI) organised the Mumbai regional dialogue, a run up to the World Sustainable Development Summit 2016 that carries a theme – Beyond 2015: People, Planet and Progress. The event focused on the implications of climate change for coastal cities.

India's coastal areas hold more than 2661 towns and 3,827 villages in which over 560 million people – i.e. 44 per cent of the population lives in coastal states, union and island territories. This number is likely to go up following massive urbanisation

trends. "The images of floods in Chennai and Gurgaon pose a major challenge for sustainability. The way the civil society responded was amazing. But the issue is – can we trigger such a response in an organised way?" asked Mr Jayant Banthia, former chief secretary of Maharashtra. He also added that the public awareness and community support are key factors.

"Smartness is not about technology, but is felt in people," added Mr G S Gill, distinguished TERI fellow and former MD, CIDCO. "The resilience of coastal cities lies in taming the regional irregularities. These cities have truncated topography and are vulnerable to sudden climate change. Mangroves should be used as recreational and educational zones," he felt.

Dr Annapurna Vancheswaran, Senior Director, TERI said that like Bengaluru, Mumbai dialogue is an effort to understand the ground voices on the subject of sustainability. "It is our collective responsibility to make our cities resilient," she said.

With 600 million Indians slated to live in cities by 2031, urbanisation is the necessary evil that needs

attention, felt Mr Dhar Chakrabarti, Distinguished Fellow, TERI. "Housing and infrastructure will be the biggest challenge. The 17 sustainable development goals developed by the UN will be key for the next 30 years as we need our cities to develop resilience towards climate change," he added. The 33 smart city proposals so far have been found to be high on infrastructure and technology and low on environmental sustainable plans.

The Public-Private Partnership is a good model to achieve some of the goals, provided we start on small projects and then scale them up, asserted Mr Shishir Joshi, CEO, Mumbai First. "Our project of adoption of 36 suburban railway stations is a classic example of this. Within weeks, civil society, corporates came forward. 90 per cent of the stations have already been adopted and there are over 20,000 volunteers in place," said Joshi.

Private investors who have been shying away from big projects are slowly coming back and there are many cases in which two public sector organisations partnering with each other for solutions. "Innovation is key and it is important that people understand urbanization issues and become policy drivers for change," stated Mr Anand Krishnamurthy, Sales Director, GE Water & Process Technologies. Supporting him Mr Hemanshu Pathak, Head, Department of Architecture, Planning and Engineering, Aamby Valley Ltd, stated that stakeholders of smart cities have to now manage crucial infrastructure needs like water supply, sewerage, waste management etc as part of sustainable approach, for which guidelines have been framed.

"It is time we assess risks associated with climate changes to coastal cities, create awareness, develop capacities to deal with it at all levels, create plans accordingly and develop special teams to undertake variety of response functions like training, funds and equipment," explained Ms Abha Mishra, Project Lead – climate risk management in urban areas, UNDP. On the other

hand, Ms Raina Singh, Fellow, Centre for Research for Sustainable Urban Development, TERI, told the gathering that it was time to integrate the climate agenda with city development agenda. "We need institutionalization of urban climate resilience planning, build capacity, create awareness and harness local expertise to generate context specific, locally-driven solutions," she said.

Ms Lubaina Rangwala, Managing Associate, Climate Resilience Practice, Sustainable Cities, World Resource Institute (WRI) explained the need to focus on community capacity building. "Our Urban Community Resilience Assessment measures resilience by combining official city data with data collected on the ground, such as perception of risk. We help cities identify practical strategies to build resilience and capture citizens' perception of risk, knowledge and skills that enhance resilience," she stated.

Mr Vijay Kalantri, President, All India Association of Industries felt that growing cities are needed, but urbanisation also needs high level of accountability. "We need projects which have specific time frame. Multi agencies in big cities often lead to blame game. I hope TERI gives a white paper on sustainable growth to the government."

The run up event for the World Sustainable Development Summit created the much desired awareness on climate change and its impact on coastal areas. This meeting unfolded the upcoming World Sustainable Development Summit to be held in October 2016 in New Delhi. The meeting was attended by SMEs, experts on climate change and others.

"The 17 sustainable development goals developed by the UN will be key for the next 30 years as we need our cities to develop resilience towards climate change," - Mr Chakrabarti

Philippines targets India's services sector for mutual cooperation



Mr. Manoj Kedia, CFO, Birla Group, Mr. Subramanian Krishna Moorthy, Vice Consul Ad Honorem, Honorary Consulate General of the Republic of the Philippines, Mumbai, Capt. Somesh Batra, Vice Chairman, WTC Mumbai, Mr. Michael Alfred V. Ignacio, commercial Counsellor, Embassy of the Republic of the Philippines – New Delhi, Mr. Y. R. Warkerkar, Executive Director, WTC Mumbai

"Positioned as an attractive investment hub of the Far East, the Philippines is targeting to increase its current bilateral trade with India pegged at US\$ 1.91 billion by reaching out to Indian industry at various forums."

"India can look to Philippines as a secondary location to reach out to US Market for Goods and Services to avail of US GSP privileges and further reap benefits from being part of the ASEAN Markets. Besides, English as the main language of Business for both countries, India and Philippines are also the world's fastest growing economies and are major players in the Global IT-BPM Value Chain. Tier II companies of India can locate their businesses in the Philippines to avail of a conducive economic and business climate, said Mr. Michael Alfred V. Ignacio, commercial Counsellor, Embassy of the Republic of the Philippines – New Delhi during a Business Round Table: Introduction on Strategic Trade and Investment Opportunities with the Philippines.

Mr Ignacio in his presentation highlighted, "India is currently 20th export market for the Philippines and we look forward to tap the unexplored high potential for trade and investment partnership between our countries. Philippines continuous on its path to improve its global competitive ranking and scope for public-private partnership

especially infrastructure development, which Indian companies can consider". Philippines have 345 Economic Zones and enjoys Fiscal and Non fiscal incentives. Our priority sectors includes information and communication technology, automotive components, renewable energy and exploration of market potential for products such as high innovation and design-driven products for the niche market, electronics and semi conductors and education as service.

Mr. Subramanian Krishna Moorthy, Vice Consul Ad Honorem, Honorary Consulate General of the Republic of the Philippines, Mumbai said, "Philippine's economy is driven mainly by the services sector and India's strength too lies in this sector, so there is tremendous scope for Indian collaboration in banking and other financial services, telecommunication, tourism, etc. With the establishment of Indo-Philippine Textile Mills, Inc. (Indo-Phil), 14 out of top 15 Indian companies in ICT having set base in the Philippines and GMR involvement in developing the Cebu - Mactan International Airport, similarly there is further scope for such joint ventures.

Mr. Manoj Kedia, CFO, Birla Group said that the company commenced its operation in 1975 and has 76 per cent of women employees. The company provides livelihood to thousand families

in the Bulacan area of Philippine. What started with 15 thousand spindles has now grown up to 60,000 spindles supplying 20 per cent of total market share in cotton and acrylic yarn.

Capt. Somesh Batra, Vice Chairman, World Trade Centre Mumbai in his inaugural address said, "India's Look East Policy is a priority pillar of India's foreign policy and the favourable developments in Philippines can cover the broad canvas of

cooperation and consultations on matters related to foreign policy, defence, trade, tourism, culture and people-to-people relations". With India's stress on infrastructure development, Philippines could play a major role in collaborative efforts in ties area.

Meeting was well attend by members who were keen to do business with Philippines.



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Investment and Trade main driver for India-Uzbekistan Cooperation



Mr. Y. R. Warekar, Executive Director, WTC Mumbai, Mr. Arun Meghani, Member of the Council of Management, WTC Mumbai, Mr. Vijay Kalantri, Honorary Consul, Consulate of the Republic of Uzbekistan in Mumbai and President, AIAI, Mr. Avaz Khodjiev, Counselor (Trade & Economic), Republic of Uzbekistan in India, Capt. Somesh Batra, Vice Chairman, WTC Mumbai

"India is a strategic partner for Uzbekistan with a current bilateral trade of US\$ 320 million which has potential to reach 1 billion in the coming years in sectors such as minerals, pharmaceuticals, textiles, chemicals, oil and gas, automotive, agriculture, construction material, logistics, light, IT, communication etc.", said Mr. Avaz D. Khodjiev, Counselor (Trade & Economic), Republic of Uzbekistan in India, at an interactive session on 'Doing Business with Uzbekistan'.

Mr. Khodjiev, presented the 'Export Potential of Republic of Uzbekistan' where he highlighted the macroeconomic stability of his country with an inflation rate of 7 per cent and GDP growth rate of 8 percent, 30 times increase in export growth with steady decrease in tax burden and focus on small business and private entrepreneurship contributing to job creation of 77 per cent of the employed population. Uzbekistan has a stable banking and financial system which is in consonance with Basel Core Principles. The country has been ranked

among the 5 fastest growing economies of the world according to the World Economic Forum.

Speaking on the potential of Uzbekistan, Mr. Khodjiev highlighted the investment opportunities pertaining to low cost of energy resources (gas, electricity), general and special incentives (tax, custom, cotton), easy availability of vast stocks of raw material (cotton, yarn) and skilled labour in traditional textile production and access to international markets. "Although we produce 10 million fresh food and flowers, we lack in the technology know-how of food processing, where India could play a major role in filling the gap", he opined.

***"There is tremendous potential for Indian investors in the special economic zones namely, 'Navoi', 'Angren' and 'Jizzakh' in Uzbekistan. In addition, Uzbekistan organizes more than 50 international exhibitions every year to promote trade and investments."* - Mr. Khodjiev**

Mr. Avaz Khodjiev recalled old historical and cultural connections and discussed ways to further expand and strengthen economical ties.

Mr. Vijay Kalantri, Honorary Consul, Consulate of the Republic of Uzbekistan in Mumbai and President, AIAI said, "With improvements in the ease of doing business and the Indian government's new initiatives, there are innumerable opportunities for trade and investment between Uzbekistan and India. Both governments can enhance connectivity by participating in the International North South Transport Corridor project involving ship, rail and road route between India, Russia, Iran, Europe and Central Asia". Mr. Kalantri suggested that

Uzbekistan should explore possibilities for direct flights between India and Uzbekistan. There is considerable scope for cooperation in various sectors such as mining, automobile parts, tourism and logistics.

Capt. Somesh Batra, Vice Chairman, World Trade Centre Mumbai suggested that "India -Uzbekistan Business Forum should be held in Mumbai and Tashkent to discuss and identify trade and investment opportunities. This exchange of delegations and trade information will facilitate and strengthen bilateral trade between the two countries".

AIAI views on Retail Trade Policy

Retailing in India Plays a vital role in the country's economy, however the Retail Trade Policy needs to be reviewed at this poses impediments to the growth of the sector. In this Context, mentioned hereunder are our observations on the challenges faced by the retailers.

1. Retail business today is threatened by e-commerce portals which sell their wares at lower costs than retail price, hence price loss is one of the major issues. They have been limited to the role of display centers.
2. Huge costs in terms of rentals, maintenance outgoings and outright ownership, electricity and other upkeep have forced most of the retailers in retail malls to close down. There already exists infrastructure similar to retail park as proposed by government in form of malls. Government needs to take a cognizance of the same and subsidize these entities to bring down prices of commodities especially food so as to make the same affordable to consumers.
3. As is done in the State of Andhra Pradesh the practice of keeping establishments open 24 x 7 in Maharashtra should also be implemented as this will also give a boost to the flagging retail sector.
4. Due to already existing heavy traffic conditions it is difficult to maneuver vehicles and this situation worsens when retail parks are situated on main roads due to the attraction of consumer traffic in addition to the normal heavy traffic resulting in loss of business.
5. Mega retailers have not been able to still link with the farmer directly due to legal constraints this has led to involvement of a trader network thus appraising costs of perishable commodities, thus not attracting consumer demand.

Poland beckons Indian dairy and animal husbandry businesses for partnerships in food processing



Capt. Somesh Batra, Vice Chairman, WTC Mumbai, H.E. Tomasz Lubaszuk, Ambassador of the Republic of Poland, Mr. Jaroslaw Olowski, Deputy President of Agricultural Market Agency, Poland, Mr. Mahadev Jankar, Hon'ble Minister of Animal Husbandry, Dairy Development and Fisheries Department, Government of Maharashtra, Mr. Vijay Kalantri, President of All India Association of Industries and Mr. Y. R. Warekar, Executive Director, WTC Mumbai.

Responsible for state policies and programme aimed at achieving growth in dairy and animal husbandry, Mr. Mahadev Jankar is keen to tie-up with Poland government for further growth and development.

"Maharashtra's per day milk production has risen from 80,000 litres to 7.5 lakh litres paving the way for farmers to have an alternate source of livelihood, making it a potential sector for further development. India being the highest milk producing country in the world employs 8.5 million workers in livestock activities, making its performance quite impressive. Our state ranks first in buffalo population in the world, second in cattle and goat and third in sheep. Considering the potential this sector has, I invite the Polish government to consider investments and exchange of technology know-how, to bring about a revolution in the dairy sector which is in

keeping with the governments aims to start a dairy development programme with the National Dairy Development Board by which 2000 villages of 11 districts will be benefitted", said the Mr. Mahadev Jankar, Hon'ble Minister of Animal Husbandry, Dairy Development and Fisheries Department, Government of Maharashtra during an interactive meeting with Polish delegates jointly organised by All India Association of Industries (AIAI) and Indo Polish Chamber of Commerce (IPCC).

Addressing the issue on farmers suicides in Maharashtra the Minister said, the proposed investment would avert the suicides as it would 'provide an alternative means of income in case of a crop failure due to climatic conditions. Our government has already approved indigenous cow enhancement centre through our state and has initiated cage culture fishing which will create approximately one lakh employment". Further he

added, "We are working towards equipping each farmer with five cattle, 10 goats, a small poultry and a fish pond aiming to provide an alternative financial means of livelihood. In keeping with the ease of doing business, our department will launch one window system to bring speedy clearances of proposals and transparency".

Mr. Jaroslaw Olowski, Deputy President of Agricultural Market Agency, Poland said, "During 2015, bilateral trade amounted to US\$ 2.2 billion. We have the expertise to handle 95 percent of our food processing requirements while India only handles 10%, which holds scope for Polish collaboration in this area. Polish apples are world famous and we supply one crore apples every year to India, while India can consider increasing mango exports", He further added, We are here to understand the Indian markets, its distribution channels, products and policies of India to strengthen trade which will be combined with sales, besides, exchange of culture activities between Poland and India.

Speaking about the strengths of agriculture, dairy and animal husbandry sectors of Poland, Mr. Olowski said, "Poland is leading in poultry, milk, beef, pork, fruit, vegetables and honey employing cutting-edge technology, high capacity, high efficiency which can cater to Indian tastes. He said that the potential for expanding direct trade with India in the agro and food sector is immense. The other delegation from Poland includes representative from Poultry, confectionary, health food, apple and fruits.

H.E. Tomasz Lubaszuk, Ambassador of the Republic of Poland who helped facilitated the event said that Poland looks forward to augment ties with India especially in agriculture and food processing sectors. The embassy lends support to Indian businesses to set up base in Poland and vice-versa and can be contacted for all assistance.

There is great potential for culture and touristic exchanges which is proven from the fact that in the last 5 years, 8 Bollywood films were shot in Poland, opening further scope, said Mr. Lubaszuk.

Mr. Vijay Kalantri, President of AIAI in his inaugural remarks said, "India's bilateral trade with Poland has grown almost 7 fold over the last 10 years and India has invested US\$ 3 billion in Poland making it one of the most important countries to engage in business. The central and union government has sanctioned a reasonable budget for agriculture which must be optimally used, keeping in mind the welfare of the farmers and the agriculture community. He raised concerns that as much as 40 per cent of agri-products perish before reaching to the market. This is where we need Polish expertise to develop the food processing and warehousing technologies. He further added that the farmer does not get his due share in the agriculture revenue and we need to develop a proper chain wherein farmers, agriculturalist and horticulturists are equally benefitted doing away with the middlemen.

Capt. Somesh Batra, Vice Chairman, World Trade Centre Mumbai proposed the vote of thanks summing up the event. Recognizing the strengths of Polish agriculture and dairy industries, he said, Poland had grown since it acquired democratic status especially in the agriculture sector. 47 per cent of the land is utilized for agriculture and 30 per cent is under forest cover. The other sectors where India could look for collaborations are in tourism, mining, defence, chemicals, rubber, plastic, heavy machinery, readymade cotton garments, iron & steel etc.

TAIWAN FAMILIARIZATION (FAM) TOUR AUG 29 - SEP 03, 2016



Delegates at 2016 FAM Tour

At the invitation of Taiwan External Trade Development Council (TAITRA), the All India Association of Industries (AIAI) participated in the Taiwan Familiarization tour (FAM Tour) from August 29, - September 03, 2016.

Ms. Renu Verma, Director, All India Association of Industries (AIAI) participated in the FAM Tour.

The objective of the tour programme was to give an overall understanding about Taiwan's MICE

Environment, including venues, transportation, services accommodations, and other related aspects of the industry and to experience Taiwan's beautiful scenery and diverse cultures.

Meet Taiwan included representative from Australia, Canada, Japan, Malaysia, Singapore, Thailand, Turkey U. K, USA, Vietnam and India. The trip was very well organized and gave a completely new experience to the participants.

Visited the National Centre for Traditional Arts, Yilan County

Yilan is situated in the North East of Taipei, population of about 4,50,000/-. Yilan County is administered as a county of Taiwan Province. Yilan City is the county seat which houses the Yilan County Government and Yilan County Council. The county is headed by a magistrate. The incumbent magistrate is Mr. LinTsong-hsien of the Democratic Progressive Party.



Glove Puppetry DIY

Glove puppetry originates from various areas of Marionettes, representing the prevailing form in use in Taiwan, and the art was once seen as an integral part of many significant celebrations.

Taipei has many venues where you can see traditional puppetry shows and/or join teaching sessions, notably the Puppetry Art Center of Taipei is one example.

We got an opportunity to paint a puppet with different colours and remember the good old days of school life. All the delegates enjoyed each moment and took away their own painted souvenir.



Tainan



Tainan is located 300 kms of South of Taipei, It is the oldest city and birth place of Taiwan with best environmental resources, community involvements and cultural heritages. Traditional culture continues to thrive in Tainan.

Industrial production accounted for 62.6% of the

gross city product in 2010.

Auto parts, food processing, textile, plastics and other traditional manufacturing are the potential sectors.

Tourism is an industry with increasing importance. In the first half of 2013, there were over 7 million tourist visited in Tainan. Retail and services is the largest employment sector in Tainan.

Mr. Wel His-Pin Executive Officer and Section Chief and Mr. Shy Rong Lin Investment and Commerce Section Chief welcomed the delegate and were present on the occasion. A brief presentation on 'Investment Opportunities' in Taiwan was given by the Chief.



Visited Ten-Drum Cultural Village

With an aim to maintain sugar refineries which are over 100 years old. The Ten Drum Art Percussion Group built a cultural village with an area of five hectares. It has an introduction hall, drum museum, drumming experience room, Ten Drum Restaurant, mini-theater (housing about 250 people), water tank theater (an outdoor theater for around 1,500 people), chimney square (outdoor theater for about 1,200 people), forest trail, Ten Drum praying hall, etc..

It is the new cultural landmark of South Taiwan, complemented with Chimei Museum, Pao'an Station and Tiger Farm, the four places are also called Rende Culture Park. Ten Drum cultural

village is located in the suburbs of Tainan City. The visit to Ten Drum was designed exclusively for MEET TAIWAN's guests, in addition, the interaction between the delegates and professionals of the local community made the Fam Tour an unforgettable memory.



Visited Tainan Confucius Temple



The Confucius temple is the symbol of Chinese Confucian culture. Constructed in 1875. The Temples shows the art of architecture, the beams, columns, windows and doors are plain without carving, appearing the modest and humble arts, one can witness the historical value of the temple. It is not only a heritage, but also an attraction for tourists. The Government of Tainan city is looking after and maintaining the temple.

Visited the Buddha Memorial Center



Buddha Memorial Center, is a Mahayana Buddhist cultural, religious and educational museum located in Taiwan's Kaohsiung City, Dashu District. The Buddha Memorial Center has been designed completely from the visitor's point of view.

The museum is affiliated with FoGuang Shan, one of Taiwan's largest Buddhist organizations. The museum purportedly houses one of the tooth relics of Sakyamuni Buddha, the founder of the Buddhist faith. It was built in 2011 and is accepted as the youngest member of the International

Council of Museums (ICOM) in 2014.

The Buddhist relic is enshrined along with the memorial hall, towers and parks. It's the largest religious sacred ground for Buddhism in Taiwan. It has eight pagodas, each representing different ideas or precepts.

Since its opening, the Buddha Museum has frequently been featured in the top 10 landmarks of Taiwan.



Visit to Kaohsiung

Port of Kaohsiung is situated in South of Taiwan and is the largest harbor in Taiwan. As reported in 2007, Kaohsiung handled approximately 10 million twenty-foot equivalent units worth of cargo.

Kaohsiung is the 2nd largest city in terms of size of the population. Kaohsiung is the center of Taiwan's shipbuilding industry, and other heavy industries such as steel and petrochemical.

The visit to Kaohsiung Exhibition Center demonstrated the perfect combination of MICE

activity and explained the surrounding landmarks and geographical environment.



Tour at E-Da



A world for individual traveler in south of Taiwan outside of Kaohsiung City amongst rolling hills in the district of Da Shu. E-Da has developed into a tourist attraction for locals and visitors alike.

E-Da is a theme park with rides and rollercoasters, Italian villa style residential neighborhoods, a large outlet mall, two hotels including the Crowne Plaza Hotel and movie theaters.

Delegates Visited Exhibition Centers



Visit to India Taipei Association



Ms. Renu Verma, Director-AIAI during her visit met H. E. Mr. Sridharan Madhusudhanan, Director General India Taipei Association. H.E. Mr. Madhusudhanan, congratulated AIAI for being a part of the FAM Tour. Mr. Madhusudhanan enquired in detail about the trade delegation led by AIAI at the Taipei Food Show in 2015.

Ms. Verma gave a brief introduction about All India Association of Industries (AIAI) and of the forthcoming annual flagship event 6th Global Economic Summit on "Women Empowerment" scheduled in March 2017, at World Trade Centre,

Mumbai.

His Excellency assured full support and co-operation in disseminating the details of the event amongst Government officials and concerned authorities about the Summit in Mumbai.

His Excellency was of the opinion that Taiwan has abundant knowledge in technology in almost every sphere, it could be a potential trade and investment partner for India.

Further His Excellency enquired about the sectors, business interest and co-operation prospects to work together for promotion of bilateral trade. Ms. Verma, confirmed that as Taiwan's agriculture is pursuing the strategic goal of creating new 'agricultural value chains' by adopting new enterprise models there is good scope especially in agro sector.

Taiwan is actively seeking to promote its agricultural exports with trading partner around the world, hence delegates who participated earlier in Taiwan Food Shows, have shown keen interest to spread their businesses in Taiwan.

The objective of the mission was to explore the potentials of investment and trade opportunities in Taiwan and explore Tourism. To provide a fresh experience to potential buyers key MICE players are applying the latest technology in MICE activities. Technological advancement in MICE industry can be seen in different categories from environmental protection to community engagement, making MICE a more efficient and interacting industry.

MEET TAIWAN developed the "Ocean Challenge" Fam Tour App to activate more interaction between the attendants and the environment around them. Since Taiwan is surrounded with the mysterious ocean full of possibilities, it is a great chance for travelers to experience the harmony and beauty of how Taiwanese culture interacts with it.

AIAI has assured TAITRA to assist in promoting bilateral trade relations and tourism.

Giving impetus to the 'Make in India' movement - SMILE



Introducing SMILE (SIDBI Make in India Soft Loan Fund for Micro Small & Medium Enterprises) to provide loan to MSMEs under 'Make in India' initiative to new as well as existing units on softer terms. Focus will be on all the identified 25 sectors or other as may be added in the 'Make in India' program. Deserving proposal from any other sector can also be considered on merits. Special benefits to enterprises promoted by Scheduled Caste (SC) / Schedule Tribe (ST) / Persons with Disabilities (PwD) / Women.



For enquiries, please contact the nearest SIDBI office

Report Official Mission to Geneva, Switzerland 26th to 30th September 2016



The WTO Public Forum 2016 held at the WTO headquarters in Geneva from 27-29 September 2016 was themed 'Inclusive Trade'. The Forum addressed issues to promote inclusive trade through greater engagement with SMEs. The wide spectrum of trade needs to be harnesses effectively through technology and enhanced SME participation. The Forum laid special emphasis on the role and relevance of micro enterprises in promoting inclusive trade

The All India Association of Industries (AIAI) and the World Trade Centre Mumbai attended the WTO Public Forum. The official delegation was led by Ms. Rupa Naik, Executive Director, AIAI alongwith Ms. Debjani Choudhry, Advisor, WTC Mumbai and Ms. Queenie Nair, Director, AIAI

Monday 26th September

United Nation's Organization

Round Table Meeting by World Trade Point

Federation

TPOs and City Networks: Promoting Trade and Sustainable Development

The session was chaired by Mr. Bruno Masier, President World Trade Point Federation. Mr. Masier presented the Trade Point Program to the participants.

Representing Beijing Municipal Government Mr. Tan spoke about the Chinese City Networks and the international trade program in Beijing.

Mr. Carlos Moriera of WISEKEY gave a presentation on Digital identity and Internet Security and their technologies for implementation

Mr. Frank Grozel of the UNCTAD Business facilitation programme informed the participants on the trade portals for eregulations, eRegistration as well as the new digital tools for the promotion of international trade

Introducing the participants to Balluunan B2B and B2C portal. Mr. Roland Kuemin informed that Balluun is an international B2B wholesale industry specific commerce network that enables wholesalers, traders, manufacturers, exporters, retailers, buyers and importers to discover, connect, post and exchange relevant information while facilitating an efficient buying and selling process among industry members.

The AIAI had initiated the Bizboard portal which is identical to the Balluun portal informed Ms. Rupa Naik adding that one also needs to look into confidentiality and other cyber security issues.

Mr. Bruno Masier also informed the participants of Balluun, WISEKEY and WTPF's partnership in the B2B portal.

The Forum provided an opportunity for participants to discuss how a wider range of individuals and businesses can participate in the trading system and how WTO rules can help to ensure everyone benefits from trade. At a time when the business environment is changing, it is important to ensure that trade is truly inclusive, allowing small enterprises, women and innovative businesses to take an active role in the global trading system.

Tuesday 27th September

World Trade Organization

WTO Public Forum, 2016 – "Inclusive Trade"

New avatars of technologies dominate the world's digital innovation and has transformed the way the world trades. Trade is a driver of innovation. Trade and new technologies are inextricably interlinked - one fostering the other. Can trade keep up with ever-changing technology? Does the WTO need to reform trade rules to allow members to fully benefit from innovation? How can internet governance

issues be tackled? Is technological innovation a driver of development? Has trade helped countries to innovate? How can innovation enhance the trading capacities of developing countries?

The Public Forum 2016 Under the theme "Inclusive Trade" discussed these issues and how individuals and businesses can participate in the trading system. And brought to fore that at a time when the business environment is changing and world growth is slowing, it is important to ensure that trade is truly inclusive, allowing small enterprises, women and innovative businesses to take an active role in the global trading system.

The opening plenary was addressed by a panel of distinguished experts which included Mr. Roberto Azevedo, Director-General of the WTO, Ms. Cecilia Malmstrom, EU Trade Commissioner, Ms. Hanne Melin, Director of Global Public Policy, eBay, Mr. Okechukwu E. Enelamah, Industry, Trade & Investment Minister of Nigeria, Mr. Roy Ombatti, Founder of African Born 3D Printer and Mr. John Danilovich, Secretary General of the International Chamber of Commerce. The plenary was moderated by Ms. Liu Xin, Chief Correspondent of CCTV.

Mr. Roberto Azevedo in his opening remarks stated that "The world has built up a long record of momentum towards open trade. But now that momentum has slowed, and it is affecting growth. So we need to refocus the debate. That means correcting some misconceptions, and reminding ourselves what is at stake here. Trade has been one of the most powerful anti-poverty tools in history.

In recent decades it has helped to lift a billion people out of poverty in developing countries. And it has improved lives and livelihoods in developed countries. The charge often levelled against trade is



that it sends jobs overseas. But actually trade is a relatively minor cause of job losses.

The evidence shows that well over 80% of job losses in advanced economies are not due to trade, but to increased productivity through technology and innovation. More than that, the evidence shows that trade is a generator of high quality jobs and sustained economic growth. Trade-related jobs pay more. Companies that trade are more competitive. For all these reasons — and more — we need trade."

Nigeria's Trade & Investment Minister Mr. Okechukwu E. Enelamah presented remarks on behalf of the country's President, Mr. Muhammadu Buhari, which underlined the importance of an inclusive trade agenda.

The minister highlighted the Nigerian government's initiatives in creating an enabling environment for business, including the recent ratification of the Trade Facilitation Agreement, which will significantly reduce trade costs for businesses in developing countries, particularly for SMEs. The country has also established itself as an African start-up centre for high-tech firms he said.

Ms. Cecilia Malmstrom, European Union Trade Commissioner noted the theme of inclusive trade was particularly topical. "Many people in the world do not feel included in trade," which has led to a growing anti-globalization sentiment not only in the EU and the United States but all around the world.

The Commissioner added that the EU has already taken steps in this direction by issuing a strategy document last year which emphasizes the need to take account of the new economic realities such as global value chains, the digital economy and the importance of services, making trade policy more transparent, and ensuring that trade policy is based on values and does not erode consumer or environmental protection or governments' right to regulate.

Highlighting the importance of technology-enabled trade in promoting inclusiveness, Ms. Hanne Melin, Director of Global Public Policy at eBay stated that what is unique in today's economy is that technology-enabled small businesses can engage in global commerce as independent companies, within their own brands, within their own capacity, and almost irrespective of where they are located. Studies show that most micro-businesses and remote-based businesses, when given the chance, can and do find customers beyond their borders, she noted.

Mr. John Danilovich, Secretary General of the International Chamber of Commerce, said he viewed the issue of inclusive trade as a "glass more half-full than half empty." Developing countries have sharply increased their share of global trade since the turn of the century, and China's rapid rise over the past decades is an example of how trade can help pull millions out of poverty.



Mr. Danilovich said one area where inclusiveness can be improved is trade finance. Many small businesses continue to be shut off from this important source of credit; nearly two-thirds of SMEs have their applications for trade finance turned down by banks, and the Asian Development Bank has estimated the global trade finance shortfall at \$1.6 trillion. "Lack of financing is not a recipe for inclusive trade", he declared.

Mr. Roy Ombatti, Founder of African established 3D Printer in Kenya stated that his company which still operates out of a garage, is involved in a project called "Happy Feet," which used a 3D printer to fashion shoes out of recycled materials for people whose feet are deformed because of a sand flea (jigger) infection.

Mr. Ombatti urged policymakers to focus on small and micro entrepreneurs and to give them the

right structures to flourish. He noted that his own company had to turn down many international customers because the company could not fathom how to ship outside of Kenya — to ship to neighbouring Uganda alone, he noted, cost more than the price of the product locally.

"Give us a fair chance and the right support, and we'll guarantee we can touch a few lives," he concluded.

Ms. Rupa Naik, Executive Director, AIAI, raised a very relevant question to the panelists at the opening plenary session, that "If 50 percent of the world's population is represented by women, how does WTO support their participation in trade and what were the different tools and measures adopted by WTO to ensure women greatly engage in international trade?"

Mr. Roberto Azevêdo, Director-General, World

Trade Organization retorted that the current WTO Public Forum is themed 'Inclusive Trade' which includes women empowerment. There are various sessions dedicated to women's participation in trade and how different regions address this very important topic. I agree women empowerment is critical to the global economy and it is expected to triple if women are involved in international trade and their contribution enhanced. Every member country has to take the necessary measures to involve women and their participation in trade through skill development programmes, trade finance, technology and social media platforms.

Ms. Cecilia Malmström, Commissioner-Trade, European Commission informed that the European Commission is taking measures to involve women in trade through various policy measures and women in Europe are getting connected through e-commerce.

Wednesday 28th September

Women@theTable

Women's Economic Empowerment and Trade: Contributing to the Deliberations and Recommendations of the UN Secretary-General's High-Level Panel on Women's Economic Empowerment

The UN Secretary-General appointed a first-ever High-Level Panel on Women's Economic Empowerment in January 2016, co-chaired by Mr. Luis Guillermo Solís, President of Costa Rica and Ms. Simona Scarpaleggia, CEO of IKEA Switzerland. The High-Level Panel will report September 2016 to the full UN General Assembly. Therefore, it is extremely timely and appropriate to connect the High-Level Panel's preliminary recommendations to the larger discussion on inclusion and how women can participate more fully and equally in

international trade.

The delegates attended the session. The panel focused on how the High Level Panel's recommendations can be implemented and operationalized.

The panelist of experts included Daniel Blockert, Ambassador, Permanent Representative to the WTO, Permanent Mission of Sweden, Vanessa Erogbogbo, Head of Women & Trade Programme, International Trade Centre, Linda Kromjong, Secretary-General, International Organization of Employers, Yvette Stevens, Ambassador, Permanent Mission of the Republic of Sierra Leone to the United Nations Office and other international organizations in Geneva, Jos Verbeek, Manager and Special Representative to the UN and WTO, World Bank Group, Manuela Tomei, Director, Conditions of Work and Equality Department International Labour Office (ILO).

Thursday 29th September

"E-commerce: Changing Dynamics of SME Growth and Profitability in Asia"

The All India Association of Industries and World Trade Centre (WTC) Mumbai had the privilege of organizing and hosting a working session on 'E-commerce: Changing Dynamics of SME Growth and Profitability in Asia' on September 29, 2016. The All India Association of Industries (AIAI) and WTC Mumbai delegation comprised Ms. Rupa Naik, Executive Director, AIAI, Ms. Debjani Chowdhury, Advisor, World Trade Centre Mumbai and Ms. Queenie Nair, Director, AIAI. A high-level panel addressed this session.

Highlights

E-commerce is the focal point of today's global business and is largely driven by technology-



enabled SMEs. It is estimated that SMEs that sell on the e-bay platform are around five times more likely to export than those in the traditional economy.

The panel observed that small businesses and entrepreneurs in developing economies are already at the forefront of this emerging trend. Significantly, Asia is fast emerging as a major force of e-commerce movement with China and India leading the fray. In the current scenario, what role can WTO play to implement new trade disciplines, rules and assistance to boost SME e-commerce? According to the panel, WTO disciplines should be upgraded to further improve SME access to the internet and related services. There is opportunity to build on WTO's landmark Trade Facilitation Agreement to further simplify and expedite the clearance of e-commerce shipments through targeted customs, tax and market-access measures. "WTO needs to establish a new package of digital trade rules for the 21st century to support online growth and build consumer trust in e-commerce," said Mr John Danilovich, Secretary General of

International Chamber of Commerce (ICC).

Looking at digital commerce in the context of Asia, Mr. Andrew Crosby, Managing Director, International Centre for Trade and Sustainable Development (ICTSD) noted that SME revolution is all about services and trade is going to be increasingly service-oriented with the backup of digital tools. Skills and regulatory environment is assuming heightened importance and future jobs are gradually shifting towards e-commerce sector. This is also reflected in the pattern of movement of FDI in Asia where one can see an upward trend in services. Undoubtedly, there is lot of movement in services and other commercial services which is a growing environment. Both India and China are huge services-led economies and once they start digital trade, where will they go?

Dwelling on the reasons for the huge surge in e-commerce in China, Mr. Quan Zhao, Trade Policy Advisor in the Office of the Chief Economist, International Trade Centre (ITC) noted that by 2015 business to consumer retail in China was

twice as big that of the US. This was mainly on account of the huge market size and rising middle class in China. China's e-commerce is propelled by efficient delivery system backed by e- payment and adoption of e-technologies. Twenty-seven per cent of population in China has access to mobile payment. Chinese regulators kept an open mind about new technologies while maintaining a balance between benefits of new technologies and elimination of negative impacts. China's Taobao is a shining example of high-powered e-commerce driven by internet tools. Further, China heavily relies on social media as an important plank for entry into e-commerce.

Speaking on UNCTAD's new initiative 'eTrade for All', Mr. Torbjorn Fredriksson, Officer in Charge, Science, Technology and ICT Branch, Division on Technology and Logistics, United Nations Conference on Trade and Development (UNCTAD) informed that the programme aims to assist developing countries to enter e-commerce platform. Four billion people around the world don't have access to internet. Most developing countries are facing massive challenges in adopting e-commerce and need to prepare as to how to cope with the challenges. It need hardly be emphasized that it calls for targeted efforts through appropriate legal and regulatory framework to understand the efficacy and emerging opportunities in e-commerce.

Another key area of e-commerce is consumer trust. European eCommerce and Omni-channel Trade Association (EMOTA) representing more than 80% of European e-commerce offers European Trustmark for e-commerce. According to Mr. Maurits Bruggink, Secretary General, EMOTA, the EMOTA European Trustmark for e-commerce establishes harmonized certification criteria for

all national trustmarks throughout Europe. It will enhance consumer trust in online shopping across borders, increase online cross-border turnover for European web merchants and help overcome the language barriers of national trustmarks. The use of trustmark is particularly important for SMEs, as their own brand is often not well known. The aim of European Trustmark is to assure consumers all over Europe that the e-shop bearing has been validated by an EMOTA accredited trustmark provider and found to be safe. There are still barriers to cross-border e-commerce that need to be overcome, both on the consumer side and on the side of e-retailers. These barriers can be of operational or legal nature, or simply result of a lack of trust. Together with the accredited national trustmark, the EMOTA trustmark will help get over consumer's trust-related resistance when it comes to online shopping.

Ms Aileen Kwa, Coordinator, Trade and Development Programme, South Centre focused on policy issues and emphasized on strengthening the socio-economic structures in developing economies and least developed countries (LDCs). Different countries have different realities and different challenges and the problems need to be fixed. For eg. across Africa there are huge infrastructure constraints, socio-political barriers which widen the digital divide. According to Ms Kwa, all policies and support systems must be in place at the national level to build an appropriate ecosystem for e-commerce. In this context, Ms Kwa referred to the WTO initiatives and mentioned that WTO has established rules on e-commerce. However, these rules have to be in accordance with the development processes and parameters of regional e-commerce initiatives.

Technology will spearhead trade in the new era

of global business and e-commerce will continue to dominate the business landscape in the foreseeable future, the panel opined.



Ms. Rupa Naik, Executive Director, AIAI, in her opening remarks stated that e-commerce opened new vistas for MSMEs to reach global markets. The challenges before the MSMEs are how technology can be used to gain greater access in different markets. Also, through the use of technology MSMEs can upgrade their products and services, enhance visibility and capture larger market shares.

In conclusion, Ms. Naik said India has great potential to penetrate in several spheres of businesses, skills, education, hospitality and many other services through e-commerce. Asia, the market of the future not only offers opportunities for the developed, developing and least developed countries but within Asia there lies a great potential to cooperate and collaborate with the trading blocs.

Meeting with International Labor Organization

Mrs. Rupa Naik alongwith the AIAI and WTC

officials met with Ms. Shauna Olney, Chief, Gender Equality and Diversity Branch (GED), Conditions of Work and Equality Department. The mission of the meeting was to invite Ms. Shauna Olney to speak at the 6th edition of the Global Economic Summit on “Women’s Empowerment: Through Entrepreneurship, Innovation and Capacity Building” and the participation of the ILO as an Associate Partner to Summit.

The officials discussed the role of women in global trade and the consequences of Gender inequality which is a serious global issue with huge ramifications not just for the lives and livelihoods of women but, more generally, for human development, labor markets, productivity and GDP growth.

Ms. Naik stated that women represent half of the world’s population and have made remarkable strides in the areas of work and business and if given the opportunity can add nearly 25% to 28% by 2025 to the world GDP. Adding that although there have been developments for women empowerment in India and the world economy, yet the global economic system is complex and is a great challenge for women.

Ms. Olney informed that the ILO Policy on Gender Equality and Mainstreaming supports gender mainstreaming and analyses the specific needs of women with targeted interventions to enable women to participate in, and benefit equally from, development efforts. She further informed the delegates of the ILO’s Women’s Entrepreneurship Development Training Course.

Ms. Olney and our delegation further discussed the growing presence of women in business, trade and labor markets and their significance for economic growth and development at both

national and international levels. And were of the common opinion that more concerted efforts and advocacy are needed to empower women and utilize women’s talent and skills at all levels, in trade and business.



Besides reflecting on the multiple reasons for the underrepresentation of women-owned companies in international trade, Cultural and regulatory barriers and unpaid care.

Friday 30th September

International Trade Centre, Geneva

Our delegation met with Ms. Vanessa Erogbogbo, Head Women and Trade Programme, Ms. Anna Mori, International Consultant and Ms. Quan Zhao, Trade Policy Advisor representing the Women and Trade Programme initiated by the ITC.

The officials discussed possibilities for association with the ITC to facilitate the She Trades platform to its Women business members

SheTrades is a web and mobile application that provides women entrepreneurs around the world

a unique platform to connect to markets.

At SheTrades women entrepreneurs are able to share information about their companies, increase visibility, expand networks, connect and internationalize. SheTrades also helps corporations to include more women entrepreneurs in their supply chains.

Ms. Erogbogbo and Ms Mori gave a presentation on the She Trades platform to the delegates and proposed to train 5 – 7 officials from AIAI and WTC through a webinar.

**GFMD Business Mechanism Thematic Meeting
Enhancing Public-Private Dialogue on the Business Case
for Migration: Strengthening public-private dialogue to rethink
labour migration policies and international skills mobility
in the framework of the GFMD**

Co-hosted by the International Organisation of Employers (IOE) and
the World Economic Forum Global Agenda Council on Migration
(WEF GACM)

18 July 2016, New York



The second meeting of the GFMD Business Mechanism took place at the United Nations (UN) Headquarters in the presence of decision-makers from global businesses, high-level migration policy-makers from various governments, representatives of business federations and of UN entities, as well as of civil society more generally. This multi-stakeholder approach and the outreach to all engaged parties allowed a frank and open dialogue on various specific topics related to migration with a view to refining the private sector's position on a business case for migration.

Mrs. Queenie Nair, Director, All India Association of Industries (AIAI), represented AIAI at the GFMD Business Mechanism Thematic Meeting at New

York.

The main objective of the thematic meeting was to collect information for the Business Mechanism position paper which will be presented during the 2016 GFMD Summit in Dhaka, Bangladesh (10-12 December). Following the high-level session, participants gathered in small groups to discuss four main issues: the need for global skills mobility; the refugee access to the labour market; the need for fair and ethical recruitment; and the role of entrepreneurship and circular migration in promoting development.

The meeting was held in parallel to the UN multi-stakeholder dialogue in preparation for the Summit on large movements of refugees and migrants to

take place on 19 September 2016. The President of the General Assembly (PGA) therefore took the opportunity to invite the business community to engage in the Summit. The participation of high-level leaders, among which the UN PGA, the UN Special Representative of the Secretary-General (SRSG) for International Migration (via video link), ILO's Director-General, IOM's Deputy Director-General, the Swiss State Secretary and Director-General of the Agency for Development Cooperation, testified to the interest of the international community in the private sector's contribution to the global migration debate. Yet the voice of governments was under-represented.

A public-private dialogue can only take place effectively if both parties are equally represented. The GFMD Business Mechanism therefore calls on governments to actively engage with the private sector to find solutions that meet the need of all stakeholders.

Changing the narrative on migration within a complex global context:

The meeting was an opportunity to discuss international labour migration in the context of the current humanitarian crisis and of the ongoing discussions taking place at the UN. The fallout from the 2008 recession, slow growth and underemployment have diverted attention away from the meaningful conversations needed within the context of economic growth and development. Although world leaders committed to cooperating internationally on the 2030 Agenda for Sustainable Development, which recognises the benefits of migration, the demographic and macro-economic arguments have had limited impact.

The UN therefore strongly calls on businesses to decisively engage with policymakers to facilitate mobility, to focus on skills matching schemes, to ensure safety and protection, as well as integration.

Heads of State are encouraged to create more space for business to engage with migration issues. Businesses can play a prominent role in advocacy for fair immigration policies and thereby contribute significantly to highlighting the benefits of migration in order to reverse the current trend.

The need for global skills mobility - observations of the GFMD Business Advisory Group:

The GFMD Business Mechanism decided to focus during its first year on the importance of the mobility of skills at all levels, bearing in mind an action-oriented strategy. Often regarded as the unfinished business of globalisation, international labour migration needs the urgent attention of policymakers.

The importance of engaging with employers:

Recruiting migrant workers may be costly, lengthy and plagued by administrative uncertainties. This is not in the interest of the business community and may have contributed in some cases to policy failures, which are to a large extent a shared responsibility. Engaging with employers may help address these. Better adapting labour migration systems to employers' needs is important but is only likely to be acceptable if accompanied by measures to encourage reliance, where possible, on domestic workers - including immigrants already in the country - before turning to foreign sources.

The employers' responsibility here is not only to help identify future needs but also to demonstrate that they do their share in workforce skills development and life-long learning programmes. Engaging with employers, notably SMEs, can also help identify skills gaps, in terms of language proficiency, formal skills recognition or technical skills. The inclusion of employers' and workers' organisations in the policy dialogue around skills/ jobs matching and labour market needs is also key.

The role of the private sector in the contribution of migrants to development:

The business world can play a significant role in reducing the costs of migration. Beyond the financial aspects, ICT companies provide modern communication technologies that improve connectivity between migrants and their left-behind families, foster the transfer of knowledge, skills and experience, and facilitate transnational business. As such, new technologies developed by the private sector have a huge impact on how migrants' contributions to prosperous societies can be leveraged.

Roundtable 1: Business Experiences and Labour Mobility:

The discussion focused on challenges faced by companies when transferring employees at all skills levels for short or long term assignments around the world. There are skills gaps, in particular in STEM-related employment, as well as skills mismatches. Labour mobility – finding innovative talent around the world and bringing people in to continue to diversify the business – allows these gaps to be filled and brings opportunities for societies, businesses, and individuals.

The private sector has the ability to create jobs and to hire talent. There is a shortage of employees, not of jobs. Private sector users of migration systems need more efficient, timely, transparent and predictable immigration systems. Modifications should be undertaken in consultation with business. Quotas or training requirements are challenges that are not fit for the purpose of companies. The process of requesting a visa for people who may stay just for some months is cumbersome and slow. Immigration provisions could assist with project-based models of work. All stakeholders have a common interest: to promote job creation and opportunities. By bringing business into

the conversation, governments help emerging markets: contribute tax dollars, train youth, foster a sustainable workforce.

The next generation of workers is looking for a global experience. Yet not everybody is willing to move, due to challenges, including those linked to family. It is key to give access to the local labour market to spouses. SMEs face the same challenges as larger companies and do not know where to find the right information; transparency is key. Labour market intelligence is instrumental in better understanding emerging sectoral trends and building forecasting trends. There is a need to better understand the economic impact of mobility, or the lack of mobility, on the company, region, country and individual.

ACTION:

- A more formal mechanism within the Business Mechanism should be set up to share ideas and experiences.
- The Business Mechanism should establish a checklist of guiding principles for migration systems.
- The Business Mechanism should encourage more governments to work with employer groups to develop migration policies.

Fair and ethical recruitment:

Fair recruitment and decent work conditions for all labour, including migrant labour, is of interest to all social partners and governments. Cases of abuse and exploitation are detrimental to all stakeholders. Whilst recognising the need for initiatives to address abuses and to better protect vulnerable workers, mechanisms need to be sought to enable implementation of such systems and to ensure they are fit for purpose – address the rogue operations and ensure there is no unnecessary burden on compliant industry

players. Businesses, trade unions and governments call upon international organisations to settle on one set of standards. There are no clear definitions of "fees", nor of "fair recruitment".

The upcoming ILO tripartite meeting in September 2016 should address these definitions, as well as provide a basis on which fair and ethical recruitment policies and practices can be adopted by governments and business. There is a need for better regulated systems, and for regional and bilateral dialogue. Concrete steps should be undertaken to reform audit procedures. Audits typically do not cover migrant workers. The best auditors are the employees themselves, who very often highlight a violation. Some companies have ethical supply chain programmes, which include an extensive, internal risk-based supplier audit process.

The trade unions focus their efforts on the issue of exploitation of workers. Institutions face challenges with ratifications of regulation. The implementation of regulation is very difficult due to extraterritoriality. Governments have the responsibility of enforcing regulations. The business model of recruitment companies is too often based on migrant workers paying to get a job. Companies should pay as part of their supply chain costs. Due diligence momentum must be encouraged. Transparency with regard to migration costs is crucial.

Entrepreneurship, development and circular migration – success stories

If the business environment in the country of origin is not conducive to entrepreneurship, people tend to migrate to find better opportunities. Seasonal migration programmes will not help in fostering entrepreneurship. The ease of doing business is a big factor in the success of entrepreneurial ventures. Circular migration is a definition issue –

most migrants are per definition circular. Migrant workers are not only remittance generators; they constitute a huge market for financial services, but have been largely ignored.

The implication is that financial firms should develop products tailored to the unique needs of migrants. Remittances transferred by official channels reach 400 billion dollars annually; they help family members to cover their basic needs, as well as businesses to grow in their countries of origin. Yet remittances are not invested in massive development projects often because of corruption and lack of information. The media should tell stories of migrants who have created jobs, rather than of migrants stealing jobs from locals. Employment is a significant factor in the prevention of violent extremism. This specific topic could also be addressed in more detail.

Business Mechanism position paper:

In preparation for the Summit in Dhaka, the Business Mechanism will focus on the challenges of global skills mobility and competition for skills, while acknowledging the existence of a wide range of other topics related to migration, which could be further developed in GFMD summits beyond 2016. The goal is to make recommendations to facilitate and support the efforts of States to adopt appropriate policies and ensure their implementation. The analysis will include references to the importance of specific migration-related matters, such as remittances, sharing of skills, excess of costs, human rights, ethical recruitment, decent work conditions, all of which impact both countries of destination and of origin.

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Mauritius: An internationally recognized Economic Transformation

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Since its independence in 1968, Mauritius has experienced a sustainable transformation, moving from a mono-crop agricultural base to a well-diversified economy. Today Mauritius is acknowledged as an innovation-driven economy.

Situated in the 'golden triangle' connecting Asia, Africa and Australia, Mauritius is the converging point of global civilizations – a place where one can feel the cosmopolitan pulse of the world. Its development model rests on key fundamentals, including economic democratization, inclusive growth, the development of human capital and social mobility.

Why Mauritius?

- Impressive track record, political stability and more than 3 decades of sustained economic growth
- Secure investment location with established rule of law
- Freest and most business-friendly country in Africa
- Peaceful, multiethnic with a unique lifestyle in a blend of cultures
- Flexible, bilingual (English/French) and skilled workforce
- Investment-friendly regulatory regime
- Open to foreign investors and talents
- Ocean State with one of the largest Exclusive Economic Zones in the world
- Preferential market access to Africa, Europe and the USA
- State-of-the-art infrastructure
- Convenient time zone (GMT +4)

The country offers excellent business and investment opportunities in the following industry sectors:

Agro-Industry

The sector offers investment opportunities in agro-processing activities, agricultural biotechnology, bio-farming, dairy farming and technology-based

farming such as hydroponics, aquaponics and vertical farming.

Aquaculture

Situated in one of the world's cleanest oceans, Mauritius offers investment opportunities in lagoon cage culture, offshore lagoon cage culture, inland aquaculture farms, tuna ranching and hi-tech production techniques such as aqua pods.

Education

Mauritius, is today a leading provider of quality education in the region. The Economic Vision 2030 elaborates the ambition of the Government to revamp the higher education sector and to transform it into a strong pillar of the economy.

Financial Services

Mauritius is a strategic Global Business jurisdiction situated at the crossroads of Asia and Africa.

Mauritius stands as one of the largest and most innovative capital raising markets of the African landscape.

Banking

A well-capitalized sophisticated banking sector comprising local and international banks which actively service a wide range of retail, corporate, institutional and private client base.

Healthcare

The healthcare sector in Mauritius has metamorphosed itself into an integrated cluster underpinned by a core group of high-value activities such as hi-tech medicine, medical tourism, medical education and wellness.

Medical Tourism

The Medical tourism industry in Mauritius has witnessed a sustained growth over the last years. The Mauritian private healthcare sector now boasts state-of-the-art facilities and highly-qualified personnel providing comprehensive high-end medical care which has enabled Mauritius to position itself as a leading destination for medical travel.

Regional Head Quarters (RHQs) and Regional Treasury Centres (RTCs) :In line with the Government vision, Mauritius is a preferred centre for Regional and Global Headquarters as well as

Regional Treasury management.

Smart Cities

The Smart City Scheme is an ambitious economic development programme aimed at consolidating the Mauritian international business and financial hub by creating ideal conditions for working, living and spurring investment through the development of smart cities across the island.

The Smart City Scheme provides an enabling framework and a package of attractive fiscal and non-fiscal incentives to investors for the development of smart cities across the island.

ICT-BPO

The Economic Vision 2030 of the Government of Mauritius aims at transforming the ICT industry into a key sector by fostering innovation & creativity and developing a sustainable & high value added-economy that will provide more accessible and higher-value opportunities for the Mauritian citizens.

Besides offering a distinctive proposition in bilingual skills (French, English) for UK/European companies, Mauritius has demonstrated capabilities in offering a compelling alternative for serving non-voice and IT needs of multinationals.

Besides serving as a primary bilingual location for customer-centric services and a compelling alternative for higher value works, Mauritius is also being increasingly leveraged as the ideal platform for the delivery of business services for Africa.

Life Sciences

Mauritius has, over the recent years, experienced growth in various fields of Life Sciences. The sector has tremendous opportunities in pharmaceuticals, medical devices, clinical research, agricultural biotechnology and marine biotechnology

Logistics

The Mauritius Freeport is one of the leading duty-free logistics and distribution hubs of the region. Strategically located at the crossroads of Asia, Middle-East, Australia and Africa with excellent infrastructure and transshipment facilities including warehousing, processing and distribution facilities. The free port is serviced by major shipping lines and airlines and has competitive operational costs. Besides having preferential access to COMESA and SADC Market, US Market (through AGOA) and EU

market.

Manufacturing

The manufacturing sector of Mauritius has evolved into a technology intensive sector and offers investment opportunities in various sectors such as food processing & packaging, textiles & technical textiles, precision engineering & watchmaking, medical devices & pharmaceuticals and high-end jewelry & diamond processing.

Mauritius offers a number of benefits to international manufacturing companies to set up production units locally and has preferential market access through COMESA, SADC, EPA, AGOA, GSP, IOC, Turkey FTA & Pakistan FTA. Besides exemptions on import and export duties on equipment and raw material

Manufacturing in the Freeport Scheme: The Freeport legislation in Mauritius provides a package of fiscal and non-fiscal incentives to Freeport companies proceeding with a manufacturing activity to supply mainly the African market. The fiscal incentives such as Duty-Free and VAT free on goods and equipment imported into Freeport zones and exemption from corporate tax

Film Industry

Mauritius has a lot to offer. Its great weather, a wide variety of natural, urban and rural locations as well as attractive film-production incentives are among its assets.

Ocean Economy: The Government Programme 2015 reflects the vision of the Government to transform Mauritius into an ocean state by promoting the ocean economy as one of its main pillars of development. A Ministry of Ocean Economy, Marine Resources, Fisheries, Shipping and Outer Island dedicated to ocean related activities has been created. In addition, the legal and regulatory frameworks to monitor ocean economy operators will be established.

Renewable Energy

Although the country welcomes all types of renewable energy projects, in line with international best practices in the sector and a policy decision from Government in 2014, all renewable energy projects are considered under a tender exercise. Currently wind and solar projects with a total installed capacity of 49 MW in progress

Waste to Energy

Waste to energy projects in Mauritius require a secured regular supply of waste prior to any negotiations with the CEB. Presently, the near totality of waste in Mauritius has already been committed for composting and waste to energy projects.

R&D in renewable energy

The micro-climate generated by Mauritius' unique topology, its attractive investment climate and existing research institutions working on renewable energy projects, are the key assets of Mauritius as a test base for R&D projects that can be replicated on a regional scale. Moreover opportunities for collaboration exist for the use of the waters of Mauritius as a test base marine renewable energies.

Seafood

The rational exploitation of fish has enabled the local seafood industry to be founded on the development of value-added fisheries and seafood-related activities. The sector offers opportunities in fishing, transshipment, storage and warehousing and light processing such as sorting, grading, cleaning, filleting, loining and canning.

Doing Business

Setting up a company and starting a business activity in Mauritius is a simple and straight forward process. Mauritius offers a business environment which is very conducive to investment and business growth.

Business Development

The Government has put in place a number of business development programmes to assist entrepreneurs to grow their business and offers a low tax jurisdiction with an investor-friendly environment to encourage both local and foreign companies to set up a business.

Work & Live

With its rich history and a mix of various cultural traditions, Mauritius is a privileged country to live. An attractive and thriving place for business with an incomparable art de vivre, Mauritius is home to the citizen of the world.

Right partnerships between foreign capital and

local businesses have resulted in outstanding economic success. The opening up of the economy has had a favourable impact on the growth rate of the country with increased transfer of technology, knowledge, talents and capital.

In its pursuit to become a high-income economy, Mauritius is actively encouraging foreign talents, know-how and investment into the country. Whether you are an investor, a professional, a self-employed or a retired non-citizen, there are a number of compelling reasons to consider Mauritius as your location for doing business and living.

Foreign nationals wishing to work, live or retire in Mauritius may explore various avenues either through the Occupation Permit, the Residence Permit or the Permanent Residence Permit. They are also eligible to acquire property in Mauritius under prescribed conditions.

Quick Facts

- GDP per capita: approx. USD 9,200 (2015 est.)
- Moody's Investors Service: BAA1 (2015)
- Population: approx. 1.3 million
- Political System: Democracy with free and fair elections held every 5 years
- Official Language: English
- Legal System: dual system (Common & Civil Law)
- GDP Growth: 3.1% (2015 rev)
- Unemployment: 8% (2015 est)
- Inflation: 1.3% (2015 est)
- Repo Rate: 4.15% (as at date)

E-commerce: Changing Dynamics of SME Growth and Profitability in Asia

E-commerce is rapidly transforming the way small and medium enterprises conduct their business in the global marketplace today. E-commerce is fast building a new generation of small and medium enterprises which is all geared to embrace the internet technology revolution to gain access to new markets in the global arena. The transformation is particularly vivid in Asia with China and India leading the fray. Over the last few years China has witnessed an unprecedented growth in its e-commerce market and currently stands as the largest e-commerce market in the world.

In 2014, turnover in Chinese e-commerce surged 25 per cent to 13 trillion yuan (\$2.1 trillion). Today almost every fourth internet user worldwide is in China. That translates to more than 640 million internet users, which is more than the next three countries (The US, India and Japan). Annual growth in the e-commerce marketplace in China has remained at over 20 per cent.

What drives Chinese e-commerce? Interestingly enough, Chinese e-commerce is still driven by businesses, not yet by consumers. Today, business to business transaction by small and medium-sized enterprises account for some 50 per cent of total e-commerce in China. In turn larger businesses account for almost 23 per cent of the total. Together, SMEs and large corporations dominate three-fourths of e-commerce on the mainland.

The dominance of SMEs and large corporations allows the central government to use e-commerce

as a policy tool. By supporting these businesses, the government is not only promoting e-commerce, it is supporting shift in China's growth from manufacturing and exports to the ICT sector, to innovation and to consumption. Support for the ICT sector is an immensely attractive policy instrument because it facilitates the advancement of both mass entrepreneurship and innovation.

E-commerce has offered significant opportunities to SMEs, specially for exporters, to enter distant markets and to communicate globally with consumers, distributors and suppliers. SMEs engaged in e-commerce have witnessed increased income, with their business income growing 1.35 times than that of enterprises not engaging in e-commerce. The largest marketplace in China has a seller base of approximately seven million, and has assisted aspiring entrepreneurs with little seed capital to tap into the national as well as global market.

China acts as a good example and holds useful lessons for the Indian e-commerce sector. By connecting small businesses, including local artisans, to a national and global marketplace, e-commerce can help cultivate a new class of entrepreneurs and create jobs for tens of millions of Indians.

The e-commerce sector in India is projected to cross USD 80 billion by 2020 and USD 300 billion by 2030. And is already changing the way small and medium businesses operate in India. The SME sector accounted for more than 17 per cent of the GDP in 2014 while contributing to 45 per cent of

the nation's industrial output and 40 per cent of the total exports. The SMEs in India add over 1.3 million jobs per year.

An important observation is that while 100 per cent of India's high-web SMEs have e-commerce presence, 75 per cent of the low-web SMEs also adopted e-commerce. A similar trend can be observed when drawing comparisons with other developing countries such as China, Indonesia. This implies that even SMEs with limited online presence, at least in the developing markets are beginning to realize the potential of e-commerce or having online presence. As the e-commerce ecosystem develops and cross border trade improves, the online export market will also expand for SMEs that leverage internet technology for growth and sustenance.

While traditional SMEs have focused on their core operations without experimenting with new and advanced technologies, e-commerce has helped technology enabled SMEs to grow significantly over the last few years. While 98 per cent of the technology enabled SMEs in India participate in the country's share of export revenues, only 11 per cent of the traditional SMEs export goods and services.

By adopting e-commerce, SMEs will achieve significant advantages such as increased revenues and margins, improved market reach, access to new markets, cost savings in marketing and communication spend, customer acquisition and improved customer acquisition and improved customer experience.

The Indian government's initiatives such as "Make in India", "Digital India" and "Skill India"

are all aimed at facilitating growth of SMEs in the country, and enable them to tap into the potential of e-commerce.

Technologically, e-commerce creates new investment opportunities and jobs through the integration of the internet with primary, secondary and tertiary sectors of the economy (agriculture and natural resources, industry, and service industry, respectively).

In the past the US and advanced economies were the ones who created and commercialized new ICT innovations. In the future, such innovations will be increasingly launched in China and India, progressively moving to other dominant players in Asia.

It is imperative to consider the key factors driving the growth of e-commerce in Asia with special relevance to China and India. As well as re-examine how e-commerce is shaping the growth and profitability of technology enabled firms in the SME sector thereby contributing to economic development and job creation. Some of the key issues that need to be looked at are as follows:

- E-commerce as a development tool
- E-commerce and regulatory environment
- The impact of electronic commerce and SME strategy and competitiveness
- Trends in growth and profitability of technology enabled firms through the adoption of e-commerce
- Job creation and economic development

Government needs to adopt polyvalent approach towards development of sports in India

Sports persay is a valued business. It not only involves talent but stringent discipline and best coaching. The world's best players and Olympic winners are a result of such maneuver.

The Indian governments in the last 68 years of democracy were ridden with the development agenda strictly concerned with economic development and sports has always been treated as a luxury in terms of financial budgets and allowance. It might seem strange that the only aspiration seeded among Indian sportsmen was to have a government job attached to being a sports personality rather than thinking beyond these boundaries. Sports training nevertheless was highly expenditure budget which had noconformance to likely winning of medals in the international scenario. Moreover, sports activity had never bestowed players with cash driven benefits as against a career in professional studies or cinema with the kind of hard work put in by the players. Even in today's time we hardly see any motivation among majority of the youth to take up sports as a career. Cut throat competition and favoritism politics is another demotivation which keeps potentially worthy sportspersons out of this profession.

Sports has always suffered a step child treatment when it came to allocation of budgets and has never been treated as an important agenda. If India has made a mark in the world scenario it is only because of the passion of players like PT Usha in the past and the present Olympic winners. There was no Governments push or support in realty. Individuals have taken to heart to fight it out at such international events on their own and with whatever little exposure they have managed from their associates. This does not happen with the International athletes who have probability of

success rate of 100% while the same being 50% in case of Indian players. Dedication , passion, urge to perform, hard work are all the parameters which are 100% match among both Indian and International players what differs is the coaching and the investment in these players from the business and government stakeholders. If there is support from the Indian government and businesses for sports participants then there is no doubt that India would produce atleast 20-30 medals instead of barely 2-3.

India already has best of talent attributes in players and coaches , but what lacks is the international standards is the infrastructure and again the best part is the reach of this infrastructure to these players and coaches. When we talk about infrastructure we mean the physical and human resource framework and targets for such an infrastructure to produce medals. It is a not a wary fact that our players are aged out, by the time they reach the first International event and the investment goes futile as they are not fit for the next international tournament and our loss becomes 100% certain. This happens because our sports training starts quite late as the identification of talent happens late and most of the future player's talent is wasted in being tried and tested until it becomes discoverable to the authorities. Loss of time in discovery of talent leads to the loss in economies of scope for the investment made in terms of finances in such a sportsperson. Financial Investment in training a budding sports personality has to have a time frame to achieve winning medals for atleast 2-3 international games as initial cost for training is huge. Also sports training from an ideal age of 5 is more beneficial to the player as his or her body is more flexible and alert and adapts to the training needs of the sport. It is very evident that players like Sachin

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Tendulkar who were trained from a small age of 3 have yielded super performances in their games.

Sports development and its conjunction with political interests has come to light recently and that too in cricket with the recent popularity of the game and attraction of financial returns in this game. Precisely 3 decades back it was possibly the only game played on Indian shores as fireless war between the warring countries of India and Pakistan. The art of playing this game was mostly lost and what mattered was falling of wicket by hook and crook. As hockey or football was not a populist game amongst the countries and existed more in the western world it did not attract popularity that cricket did. So to say, even the other games in the sports field which could bring national honors also lacked populous interest. Even there were winners, the popularity did not result into much fanfare. In course of times cricket managed to come out of this shield of attention and established for itself an identity with the BCCI

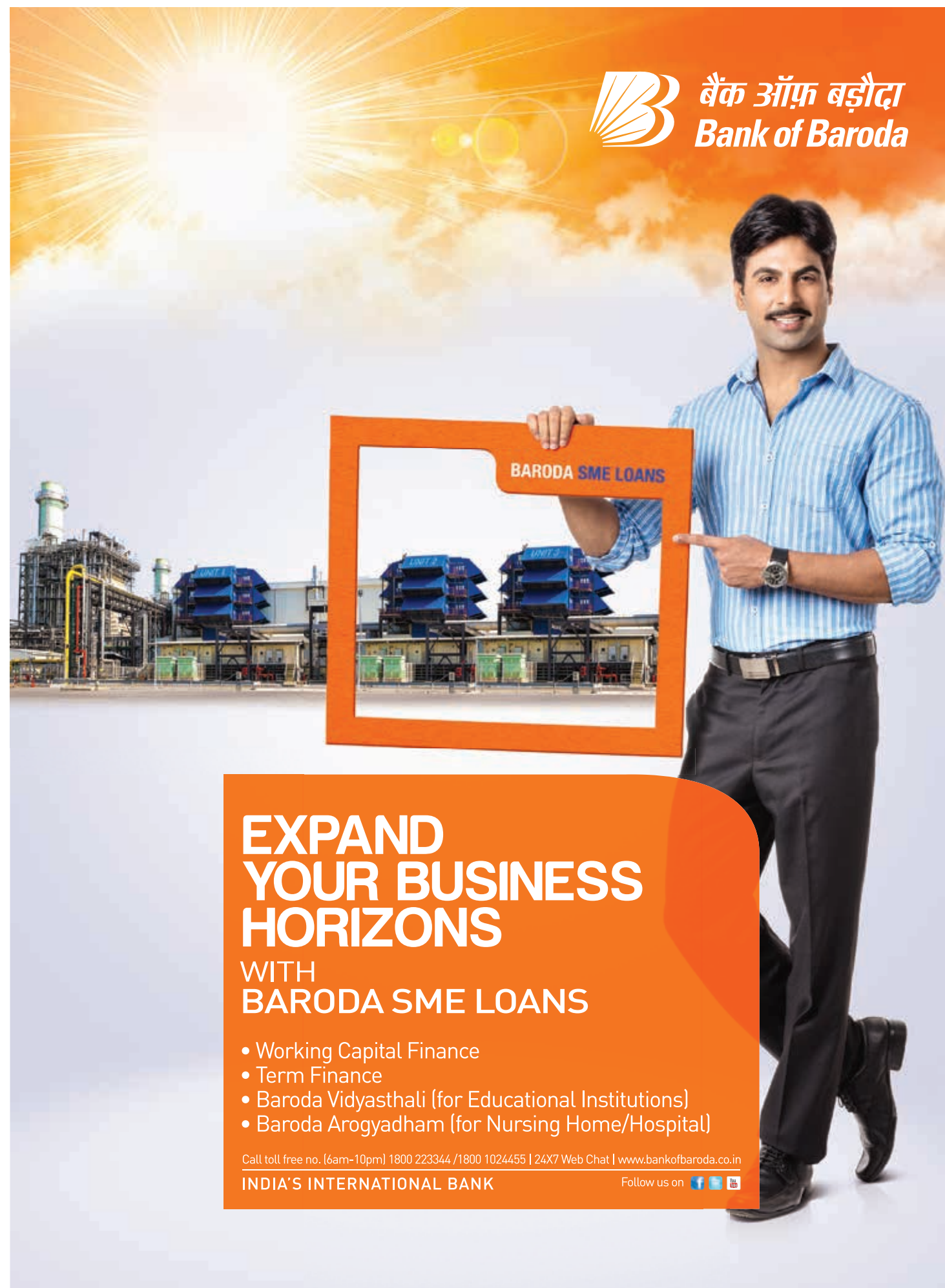
becoming a prestigious body in the field of cricket. However, hockey or football who did receive some attention two decades back lost their position in terms of financial budgets to cricket eventually losing their shine.

India needs to take sports very seriously and needs to adopt a polyvalent approach towards its development. An active sports body in the form of commission needs to be emboldened which will have under its wings the most competitive sports divisions like wrestling, gymnastics, badminton, tennis, rowing etc. The commission should have human resource of International standards for detecting talent at age 5 and training infrastructure, physical and digital. Special stipends for such sports talent is also an important criteria for building not only their motivation but their confidence. The time horizon for producing probable winners should be for atleast 2-3 international games with a time frame of 20 years from the inception of training.

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Date: 15 – 17 November, 2016
Venue: Bombay Convention & Exhibition Centre, Goregaon (East) Mumbai
- CeBIT INDIA
Date: 08- 10 December, 2016
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