

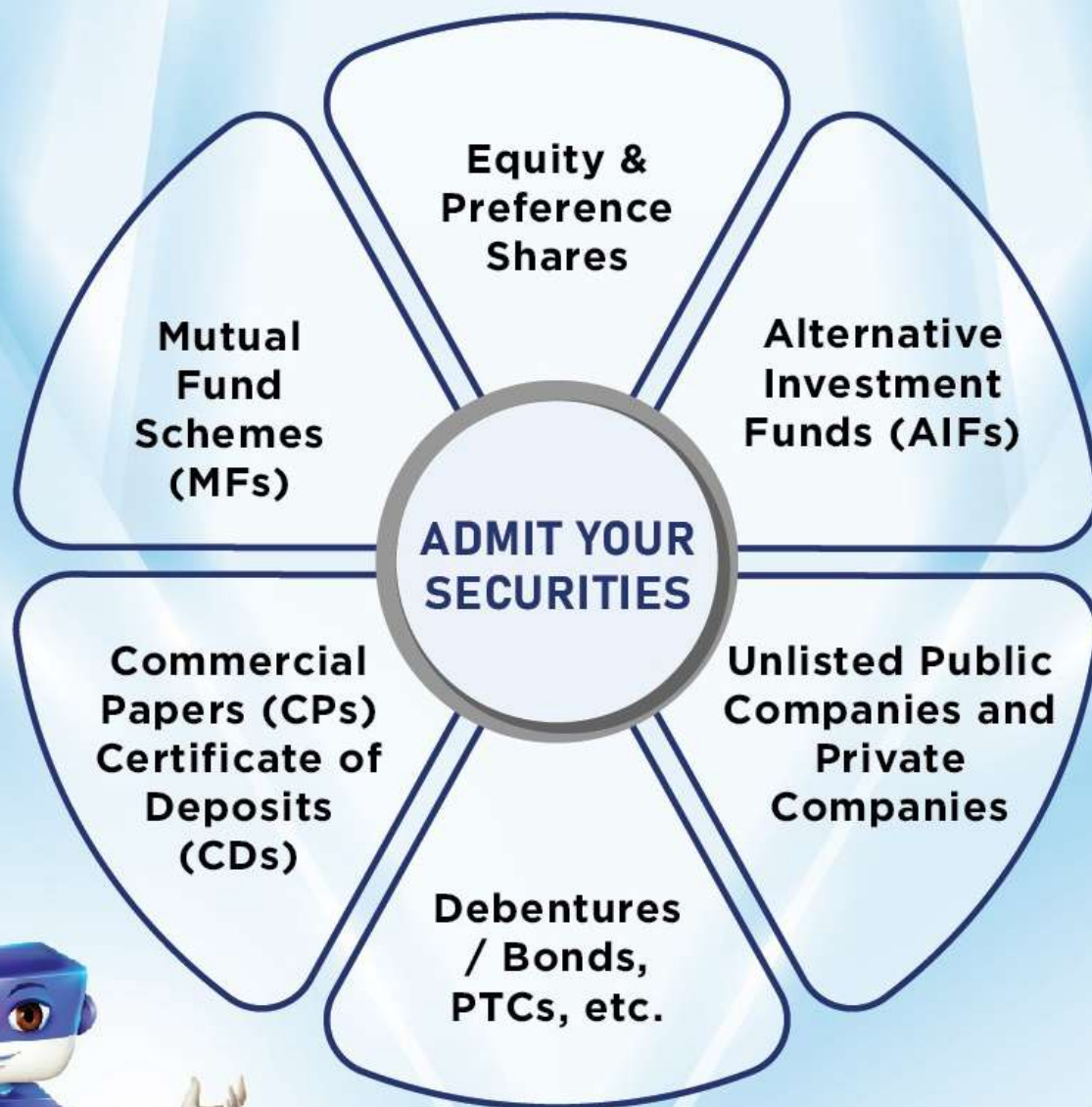
JULY- DECEMBER 2023

aia NEWS

Connecting Business Globally



Welcome
— TO THE WORLD OF —
CDSL ISSUER SERVICES



CONTACT US

DEBORSHI

☎ 8655897780

✉ deborshic@cdslindia.com

BHUSHAN

☎ 8097873501

✉ bhushanw@cdslindia.com



I am delighted to extend warm greetings to our readers and partner organizations as we step into the New Year. As we embrace 2024, I look forward to another dynamic year, filled with action-packed trade programs and expos to facilitate local business communities to expand their businesses both locally and globally. In a challenging landscape marked by rising shipping costs, global economic slowdown, and increasing non-tariff barriers.

I expect the year 2024 to usher in several facilitative government policies to promote exports and economic growth.

Already, India is the fastest growing economy with GDP expected to grow 7.3% in the current financial year. Women and start-ups are the emerging stars of India's growth story. The share of women in the total MSME registered units under Udyami platform has risen from 19% in August 2023 to 37% by December 2023. India's vibrant start-up ecosystem received the fourth largest funding after USA, UK, and China last year. The government's Production Linked Incentive (PLI) scheme is set to transform India into a manufacturing and export powerhouse.

India has also set an ambitious target of tripling renewable energy capacity by 2030. Government, private sector, and multilateral institutions should work together to bridge the gap in sustainable finance to achieve this target.

The government may conclude negotiations on trade agreement with Oman, UK, and other nations to facilitate duty-free market access for Indian exporters. Additionally, the government may also announce other progressive policy measures such as correction of inverted duty structure and expansion of production linked incentives to more sectors for promoting 'Make in India' and exports. This is also going to be an important year for India as the general election is imminent and the policies of the newly formed government will have a bearing on trade and investment.

At the global level, the evolution of the ongoing geopolitical conflicts in Europe and the Middle East, China-USA trade tension and monetary policies of major central banks will shape the trajectory of global trade growth. We are committed to organizing networking sessions with foreign business delegations to identify new market opportunities. I eagerly anticipate the continued support of our partner organizations, consular corps and government agencies in facilitating effective trade support programs for the local business community.

Thanking You,

A handwritten signature in blue ink, appearing to read 'Vijay Kalantri'.

Vijay Kalantri



PERKS LINKS & SERVICES PVT. LTD.

A Facility Management Company

(An ISO 9001-2015 Certified Company)

306, 3rd floor, Bhoomi Velocity, Road No. 23, Wagle estate, Thane - 400604

A ONE SOURCE SERVICE SOLUTIONS TO TAKE CARE OF ALL YOUR ADMINISTRATIVE, HR & FACILITY MANAGEMENT SERVICE NEEDS !

Call on 21582400 / 01- (22 lines) 9833515708 or Visit

www.perkslinksandservices.com | E-mail : info@plspl.in

SPECIALIZING IN TECHNICAL & NON TECHNICAL SERVICES

(HVAC, Electrical and Plumbing)

(Housekeeping, janitorial, Patient Care, Gardening,
Pantry, Facade Cleaning, Security and Payroll Services)

PERKS HR SOLUTIONS

FOR EMPLOYMENT, RECRUITMENT(PAN INDIA), CAREER TRANSITION

Call- 21582410 /411/412 , 8433971072 / www.perkshrsolutions.com

PERKS PROPERTY LINKS

Contact - 9167074287/ 9930381010

For Properties – Buying, Selling, Rentals and Maintenance. PMC for redevelopment

OUR MOTTO : Cost Effective-customer Oriented- Safe & Environment Friendly ...To Serve & Link People Together

Credits

President

Dr. Vijay Kalantri

Editorial Board

Ms. Sangeeta Jain- Senior Director

Ms. Renu Verma- Director

Editorial Assistant

Ms. Darshana Gite- Accounts Officer

Associate Bodies

Indo Polish Chamber of Commerce (IPCC)

Indo Mauritius Chamber of Commerce (IMCC)

Indian Council of Foreign Trade (ICOFT)

Young Entrepreneurs' Society (YES)

Maharashtra Port Developers Association (MPDA)

Russia India Trade House Mumbai (RITHM)

Editorial Office

New Excelsior Bldg, 6th Floor,

A. K. Nayak Marg, Fort,

Mumbai - 400 001

Tel: 022- 2201 9160 / 2201 9265

Fax: 022- 2201 9760

E-mail: info@aiaiindia.com

**Printed and Published on behalf of
All India Association of Industries (AIAI)
by Ms. Sangeeta Jain, Senior Director, AIAI**

AIAI News is the official newsletter of All India Association of Industries (AIAI). The material printed in this newsletter is not necessarily endorsed by AIAI. The newsletter covers events organised by AIAI and news, articles reprinted from other trade journals/ sources. AIAI News is posted free of charge to the members of the association. AIAI is a not for profit industry association established since 1956 and is registered under sec. 25 of the Companies Act, 1956.

For private circulation

Contents

EVENTS

- India can lead the world in Green Hydrogen and Green Steel: says Experts - 6
- India and Taiwan can be reliable supply chain partners in the new world trade order - 8
- Customs department proposes Universal Seal Reader to expedite cargo clearance - 10
- SIDBI offers 100% funding for MSMEs' Green and Clean Projects - 12
- Amidst global certainty, experts suggest MSMEs to cover price risks through hedging - 14
- Government sanctions funds for kitchen gardens in 500 schools, says Hon'ble Minister Mr. Kesarkar - 16
- Ahead of COP28 Summit, experts suggest action plan to bridge Rs. 16 trillion sustainable financing gap in MSME sector - 19
- Padma Bhushan Mr. Dev Anandji created an indelible impression with his charismatic personality, says H.E. Mr. Ramesh Bais - 28
- SMEs may leverage IPO boom to meet funding gap, says expert - 30
- GST Annual Return is the Best Protection Shield to reduce Scope of Tax Litigation - 32
- UAE invites Indian business to showcase clean tech at Green Zone in COP28: says H.E. Abdulla, Consul General of UAE - 34

PHOTO GALLERY - 23, 24, 25, 26 & 27

SPOTLIGHT

- Dr. Vijay Kalantri re-elected as the Director of World Trade Center's Association (WTCA New York) - 36
- 4th Edition of World Trade Expo 2023: India's Global Market Bridge - 37
- AIAI leads delegation to Thailand to participate in 17th Thailand Retail, Food & Hospitality services TRAFS 2023 (13 - 16 July, 2023) - 43

INDIA CAN LEAD THE WORLD IN GREEN HYDROGEN AND GREEN STEEL: SAYS EXPERTS



(from left to right) Ms. Rupa Naik, Executive Director - MVIRDC WTC Mumbai, Mr. Aditya Sharma, President - Indian Business Chamber of Luxembourg (IBCL), Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - MVIRDC WTC Mumbai, Mr. Jan Grimbrandt, CEO-Boson Energy and Dr. Rajat Srivastava, Regional Director (WR) - EEPC India

“Waste-to-energy is the way for India to transition to a clean and green future, not only from the environment point of view but also from the energy security perspective. Municipal waste can be used to extract green hydrogen which can power automobiles and produce eco-friendly goods such as green steel. In the European Union, green steel manufacturing is competitive only in Spain as steel industries in Germany, Sweden and France use conventional manufacturing method. I have come to India to explore partnership with government and private sector in harnessing green hydrogen from waste,” said Mr. Jan Grimbrandt, CEO-Boson Energy at a Seminar on ‘Creating Low carbon Footprints and Green Energy Ecosystem with renewable Hydrogen’. The Seminar was organized by All India Association of India (AIAI) and WTC Mumbai, jointly with Engineering Export Promotion Council (EEPC) and Indian Business Chamber of Luxembourg (IBCL).

Mr. Grimbrandt further explained, “Municipal waste carries huge amount of hydrogen and carbon, which can be extracted to produce electricity and support green steel, fertilizer and plastics manufacturing. One Kilogram of hydrogen has potential to generate 20 kw of electricity, which is equivalent to 5 litre of diesel. Hydrogen and carbon can be combined to produce chemicals such as ammonia, which is used in fertilizer and methanol, which is used in plastic industry.”

Mr. Grimbrandt also informed that the CO₂ emitted from municipal waste and traditional manufacturing process can be stored underground to prevent its release in the atmosphere. He said, “One tonne of municipal waste emits three tonne of CO₂, directly and indirectly, thereby polluting the atmosphere. India has potential to store more than 700 giga tonne of CO₂ underground.”

Earlier in his welcome address, Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - WTC Mumbai stressed, "Green Hydrogen has USD 19 billion market in India by 2030 as per McKinsey report. Indian government has announced Green Hydrogen Mission earlier this year and allocated Rs. 19,744 crore under this mission. The government needs to implement this mission in letter and spirit and support entrepreneurs in developing innovative technologies to generate green hydrogen. Government may support entrepreneurs by addressing land acquisition hurdles, offering incentives on taxes, stamp duty and easing other regulations for setting up waste-to-energy plants."

Dr. Kalantri pointed out that effective implementation of this mission will help India reduce energy import bill by as much as Rs. 1 trillion. "Our bureaucrats need to adopt a progressive mindset in implementing this mission. Already, India emits less CO₂ compared to developed economies. By developing affordable green hydrogen technologies and equipments, we can further reduce emission and accelerate our transition to net zero," Dr. Kalantri added.

Dr. Kalantri also called for policy to facilitate sustainable finance to support green energy projects. He said, "Already, many countries are adopting policies for sustainable energy and sustainable finance. India should also maintain its policy leadership by facilitating sustainable finance for clean energy transition."

Speaking on this occasion, Ms. Rupa Naik, Executive Director, World Trade Center Mumbai suggested, "Trade and industry should create awareness through public events and social media campaign on the benefits of adopting green hydrogen for a clean and sustainable future."

In his remarks, Mr. Anoop Marwaha, Regional Chairman (WR), EEPC India emphasized that green hydrogen is an idea whose time has come. Engineering sector stands to benefit from green hydrogen as it can help our exporters to comply with low carbon manufacturing regulation of the European Union."

Dr. Rajat Srivastava, Regional Director (WR), EEPC India informed, "In India, 2.5 tonne of CO₂ is emitted while producing one tonne of liquid steel. The introduction of Carbon Border Adjustment Mechanism (CBAM) by the European Union will affect more than USD 6.1 billion worth of Indian iron & steel exports to the European Union. From October this year, Indian exporters will have to comply with the emission disclosure requirement under the CBAM mechanism. The government and industry have together set up 12 task forces to work out the definition of green steel and certification process to meet the compliance requirement under the CBAM process."

The event was also addressed by Mr. Aditya Sharma, President, Indian Business Chamber of Luxembourg (IBCL)



INDIA AND TAIWAN CAN BE RELIABLE SUPPLY CHAIN PARTNERS IN THE NEW WORLD TRADE ORDER



Mr. Edison Hsu, Director - Taipei World Trade Center Liaison Office in Mumbai (second from left) addressing the interactive meeting. Also seen on the dais are (from left to right): Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - WTC Mumbai, Ms. Rupa Naik, Executive Director - World Trade Center Mumbai and Mr. Christian Li, Senior Specialist - TAITRA at Taiwan Trade Mission to India.

“The time has come for India and Taiwan to reimagine their economic relationship. Both the countries can be reliable trade partners at a time when the global supply chain faced a series of shocks right from pandemic to Russia-Ukraine war and the prolonged lockdown in China.

I invite Indian companies to participate at the Taiwan Expo, which is scheduled from October 5 to 7, 2023 at Mumbai. More than 50 Taiwanese firms will be actively exploring new supply chain partners from India at the Expo and this opens a promising window to strengthen bilateral commercial relationship,” said Mr. Edison Hsu, Director, Taipei World Trade Center Liaison Office in Mumbai at an interactive meeting with the Taiwan Trade Mission at WTC Mumbai.

The incoming Taiwan Trade Mission was hosted jointly by All India Association of Industries (AIAI) and World Trade Center Mumbai.

Earlier in his welcome remarks, Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - WTC Mumbai suggested Taiwanese companies to consider India and especially Maharashtra as a promising investment destination as it has abundant skilled workers

Dr. Kalantri assured the delegation that AIAI and WTC Mumbai will provide all possible support to connect them with the local government and business community in Maharashtra, which is the leading industrial state of India

Ms. Rupa Naik, Executive Director-WTC Mumbai proposed vote of thanks for the event.

Ms. Naik pointed out, "WTC Mumbai is the first WTC in India established in 1970 to fulfil the vision of Bharat Ratna Sir Dr. M Visvesvaraya who dreamt of a world-class trade promotion organisation in the commercial capital of India. Today, the Center offers multi-dimensional trade support services through its world-class trade facilities, trade education programs, research and trade promotion initiatives."

Ms. Naik invited the delegates to attend the 4th edition of World Trade Expo, which is scheduled on October 3-4 this year at WTC Mumbai.

The event was also addressed by **Mr. Christian Li, Senior Specialist, TAITRA, Taiwan**. The interactive meeting was followed by B2B networking session between the Taiwanese business delegates and their Indian counterparts. The members of the delegation represent strategic sectors such as electronic components, medical devices, electric vehicle batteries and energy storage systems, which are the focus sectors of India's Production Linked Incentives (PLI) schemes. At a time when India is aspiring to gain foothold in semiconductor manufacturing, Taiwan can be a potential partner for India in this area. The delegation members also represent industrial machineries, CCTV & surveillance, locks, surface treatment technology, smart home devices and other high-tech products.



Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - WTC Mumbai (5th from left) and Ms. Rupa Naik, Executive Director - World Trade Center Mumbai (7th from left) with Mr. Edison Hsu, Director - Taipei World Trade Center Liaison Office in Mumbai (6th from left) along with members of the Taiwanese business delegation

CUSTOMS DEPARTMENT PROPOSES UNIVERSAL SEAL READER TO EXPEDITE CARGO CLEARANCE



Mr. Dushyant Mulani, President - Brihanmumbai Customs Brokers Association, Mr. R.K. Mishra, I.R.S. - Additional Director General of Foreign Trade (DGFT), Mumbai; Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - WTC Mumbai, Mr. Rajesh Pandey, I.R.S - Chief Commissioner of Customs, Mumbai Customs Zone-II, Mr. Vivek Pandey, I.R.S - Commissioner (Import-I), Mumbai Customs Zone-I and Mr. R. K. Singh, I.R.S - Commissioner (in-situ) at the Principal Chief Commissioner of Customs' Office, Mumbai Customs Zone-I

India negotiating Mutual Recognition Agreement for AEO program with foreign countries to reduce dwell time

The Customs Commissioners from India's leading ports, viz. Jawaharlal Nehru Port Trust (JNCH) and the Mumbai Port Trust shared the various digitization initiatives to expedite EXIM cargo clearance process at an Open House Meeting organised by All India Association of Industries (AIAI) and WTC Mumbai.

"The Jawaharlal Nehru Customs House (JNCH), India's largest customs house in terms of container handling, has initiated the process to introduce Universal Seal Reader (USR) to expedite processing of shipping bills. It will eliminate the need for registration of self-sealed containers at the customs when they arrive at the parking plaza.

JNCH has tasked the Custodian of its Centralised Parking Plaza (CPP) to create software application for integration of all the 16 vendors of electronic self-seal so that the data of the self-sealed export containers can be automatically integrated with the customs ICEGATE, thereby eliminating the need for scanning the electronic seal individually," said Mr. Rajesh Pandey, I.R.S., Chief Commissioner of Customs, Mumbai Customs Zone - II at the Open House Meeting.

The average time taken by the Indian customs for clearance of EXIM cargo has declined by five hours to 83 hours in 2022 from the previous year because of digitization and paper-less initiatives to process shipping bills, Bill of Entry and other EXIM documents, Mr. Pandey informed.

Mr. Vivek Pandey, I.R.S., Commissioner (Import- I), Mumbai Customs Zone - I opted for the Anonymised Escalation Mechanism (AEM) Mr. Pandey, suggested to importers to opt for the AEM in case their Bill of Entry is not assessed within 24 hours under the Faceless Assessment system. Importers can also raise their grievances at the Turant Suvidha Kendra to expedite cargo clearance.

Mr. R.K Singh, I.R.S, Commissioner (in-situ), PCCCO, Mumbai Customs Zone - I informed about the various steps taken to expedite issuance of Authorized Economic Operator (AEO) certification for exporters. 'The customs department reduced the average time to issue AEO accreditation to 100 days now from more than 160 days 10 months ago. For MSME exporters, AEO T1 certification is issued in 15 days, while AEO T2 certification is issued in three months. An AEO accredited exporter avails various benefits such as deferred payment of duty, concession in mandatory bank guarantee and other customs clearance benefits."



"India has signed mutual recognition agreements (MRA) with Taiwan, South Korea, USA and Hong Kong to expedite cargo clearance of AEO accredited exporters and importers from these countries. In future, India is planning to sign similar agreements with Malaysia, Singapore, European Union and other countries," Mr. Singh added.

Mr. R.K. Mishra, I.R.S., Addl. Director General of Foreign Trade, DGFT, Mumbai informed that his office has introduced an online mechanism for applying for Export Obligation Discharge Certificate (EODC). Therefore, the need for exporters to visit the DGFT office for this certificate has been reduced to the maximum. Also, the integration of softwares between DGFT and customs authority is in place for seamless transfer of shipping bill data. The Mumbai Regional DGFT Authority is constantly in touch with the customs office to address technical glitches, if any, in transfer of shipping bill details between our systems.

As a result of these steps, in the last few months, the Mumbai DGFT office has doubled the number of EODC issued from 500 per month to 1,000 per month." added Mr. Mishra.

Earlier in his welcome remarks, Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - WTC Mumbai suggested, "India needs to streamline customs procedures to attain USD 1 trillion export target by 2030 and USD 5 trillion economy by 2027."

"The customs authority may expedite cargo clearance of genuine importers based on their past track records. They should also implement single window clearance in letter and spirit, simplify compliance procedure and reduce cargo dwell time." said Dr. Kalantri

Dr. Kalantri also called for a predictable foreign trade policy, which avoids frequent ban, restriction or imposition of duties on exports and imports. Dr. Kalantri suggested that the DGFT and customs authorities may engage with industry frequently through such Open House meetings to address customs related grievances and facilitate trade.

The Open House session was moderated by **Mr. Dushyant Mulani, President, Brihan** Mumbai Customs Brokers Association and it was attended by exporters, importers, MSME manufacturers, freight forwarders, customs brokers and other stakeholders.



SIDBI OFFERS 100% FUNDING FOR MSMEs' GREEN AND CLEAN PROJECTS



Mr. Gagandeep Singh, Senior Manager - Primary Market Relationship, National Stock Exchange of India Ltd. (NSE), Mr. Ashwani Dhingra, Zonal Head - Central Bank of India, Dr. Vijay Kalantri, President - All India Association of Industries (AII) and Chairman, MVIRDC WTC Mumbai, Mr. Pankaj Chadha, Senior Partner - Jyoti Steel Industries, Mr. Jay Kumar Gupta, Deputy General Manager - SIDBI, Mr. Sunil Daga, President - Business Banking Assets, Kotak Mahindra Bank Ltd. and Ms. Sherine Mendez, General Manager (Priority Sector Group) - IDBI Bank

Public sector banks aim double digit growth in MSME loan book in FY24

"We invite MSMEs to avail of SIDBI's financial schemes for installing solar energy and adopting energy efficient machineries and business processes. SIDBI extends 100% loan at interest rate as low as 7%-8% depending on the credit rating of MSMEs for installing rooftop and ground mounted solar rooftop power projects.

We lend upto Rs. 7.5 crore to eligible MSMEs without charging processing fee by taking 25% margin money as security under our new credit scheme in partnership with Tata Power.

Our objective is to promote energy efficient and green business operations to protect environment," said Mr. Jay Kumar Gupta, Deputy General Manager, SIDBI at the Open House Meeting on MSME Finance. The event was organised by All India Association of Industries and WTC Mumbai.

Speaking at the session, Mr. Ashwani Dhingra, Zonal Head, Central Bank of India informed, "This year, we aim 61% growth in MSME credit at our Mumbai and Goa Zone from Rs. 6,577 crore as of March 2023 to Rs. 10,618 crore by March 2024. Credit growth to MSMEs is expected to outperform overall credit to industry this year in Mumbai and Goa Zone, which is our largest zone in India.

Consequently, the share of MSMEs in the overall credit outstanding in this zone is targeted to grow from 12% as of March 2023 to 15% by March 2024.”

Mr. Dhingra further informed that the bank does not insist on external credit rating for MSME loans upto Rs. 25 crore and entrepreneurs can avail upto 25% of their last financial year's GST payment as loan under its CentGST scheme.

Ms. Sherine Mendez, General Manager (Priority Sector Group), IDBI Bank informed that her bank aims 20% growth in outstanding credit under priority sector lending category this financial year (2023-24), including loans under various government schemes, co-lending through NBFCs, lending through trade receivable platform and so on.

Speaking on this occasion, Mr. Sunil Daga, President – Business Banking Assets, Kotak Mahindra Bank Limited pointed out that private banks are ahead in MSME lending as they have 65% share in the outstanding MSME credit of the overall banking system. Kotak Mahindra Bank is committed to meet the credit needs of MSMEs as it has 6% market share in this segment.

In his remarks, Mr. Gagandeep Singh, Senior Manager, Primary Market Relationship, National Stock Exchange of India Limited (NSE) pointed out to the recent surge in the number of MSMEs raising equity capital from stock exchanges.

Mr. Singh informed, “So far in the current financial year, 46 MSMEs have listed on the NSE Emerge Platform and raised Rs. 1,400 crore equity capital, far higher than Rs. 1,300 crore raised by 62 MSMEs in the full year 2022-23.”

Mr. Singh further informed that since 2012, NSE Emerge has helped 355 MSMEs raise Rs. 6,600 crore equity capital. Gujarat and Maharashtra are the leading states as 102 enterprises and 101 enterprises respectively from these states have listed on this platform so far.

Earlier in his welcome remarks, Dr. Vijay Kalantri, President – All India Association of Industries (AIAI) and Chairman, MVIRDC WTC Mumbai suggested banks to handhold and support the credit needs of MSMEs, especially at the time of business slowdown, as they are the most compliant borrowers compared to large industries.

He mentioned, “Banks should refrain from reducing credit limit for small companies citing slowdown in sales or export orders. Instead, credit should be adequately available to sustain production, build inventory and meet new orders as business cycle picks up in future. Historically, the recovery rate from banks' MSME portfolio is higher compared to large corporate portfolio. Despite this, the share of MSMEs in priority sector lending of the banking system has been falling from 12.5% in the past to 8.5% today. RBI data shows MSME credit is growing at 13% as of August this year; but this growth is lower than the 47% growth seen last year. Private banks are more willing to lend to MSMEs than public sector banks in recent years.”

Dr. Kalantri emphasized the need to bridge the credit gap in the MSME sector to attain USD 5 trillion economy and USD 1 trillion exports. According to an RBI Committee, the unmet credit needs in MSME sector is more than Rs. 25 lakh crore. Financial institutions should also provide sustainable finance to encourage adoption of green technologies by MSMEs. Dr. Kalantri suggested SIDBI and commercial banks to set up MSME advisory committee at the headquarter level as well as at various regions to provide advisory services to MSMEs periodically. Also, RBI and government may implement all the recommendations of PJ Nayak Committee, UK Sinha Committee and other expert committees on MSME credit.

The session was moderated by Mr. Pankaj Chadha, Senior Partner, Jyoti Steel Industries and it was attended by members of trade & industry, startups and women entrepreneurs.

AMIDST GLOBAL CERTAINTY, EXPERTS SUGGEST MSMEs TO COVER PRICE RISKS THROUGH HEDGING



Mr. Jaydeep Motiram Tahashildar, Assistant Manager - MCX India Ltd; Dr Vijay Kalantri, President- All India Association of Industries (AIAI) and Chairman -MVIRDC WTC Mumbai; Mr. Abhilash Koikkara - Head, FX and Commodities & Mr. Prakash Prabhu, Product Manager - Commodities from Nuvama Professional Clients Group at an awareness seminar on the importance of hedging to manage price risks in base metals

Base metals such as copper, nickel, lead and aluminum are key raw materials in critical manufacturing sectors such as defence, capital goods, automobiles, power equipments and other industrial activities. These metals find applications across the economic value chain, from simple hand-held tools to complex computing machines.

However, the prices of these base metals are exceptionally sensitive and susceptible to external factors, which can adversely impact enterprise profitability. This price volatility disproportionately affects micro, small, and medium-sized enterprises (MSMEs), as many of them already operate on slim profit margins. In FY23, the average price volatility for aluminum was 31%.

Similarly, other base metals also witnessed significant price volatility in recent years, which has the potential to affect input costs, competitiveness, and profit margins for MSMEs.

Hedging is an effective tool to manage price risk. All India Association of Industries (AIAI) and MVIRDC World Trade Center Mumbai organized an awareness seminar on the importance of hedging to manage price risks in base metals. The event was organized in collaboration with Nuvama Professional Clients Group.

India's leading exchange the Multi Commodity Exchange of India (MCX) also participated. Mr. Jaydeep Tahashildar, Asst Manager, Business Development, MCX introduced the commodity exchange to the audience and briefly demonstrated how MSMEs can utilize the exchange for hedging price risk. He briefed the audience about the MCX delivery options, warehousing, & commodity quality-related policies at the exchange. MCX is a Mumbai based commodity exchange with more than 95% share in the Indian commodity derivative markets. Agro, bullion, & base metals are the commodities currently traded on the MCX platform.

From Nuvama, a wealth and investment management firm, Mr. Prakash Prabhu, product manager of commodities gave a presentation on how derivative contracts can be used by MSMEs for efficient price management of base metals. MSMEs have options to choose between two contract sizes, viz. ordinary- size or mini-size contracts, depending on their requirements. The ordinary lot size for aluminum is 5 metric tonne (MT), while the mini-size contract is available for 1 MT.

Similarly, MSMEs may hedge their positions in other base metals such as lead, zinc, and copper. They can take delivery of these contracts at primary delivery centers, such as Raipur for aluminum, Chennai, Thane, Kolkata for lead, and Thane for Zinc, among others. The quality of these base metals delivered on the exchange is guaranteed based on the approved standards of the London Metal Exchange.

In his welcome remarks, Dr. Vijay Kalantri, President- All India Association of Industries (AIAI), Chairman- MVIRDC World Trade Center Mumbai, emphasized the importance of efficient price risk management through hedging for MSMEs, especially for base metals.

Dr. Kalantri mentioned, "Base metals are the backbone of industrialization as they are the key inputs in engineering, defence, aerospace, heavy machineries, railways, power and other critical sectors. In this uncertain global market, we are seeing huge volatility in prices of iron & steel, aluminum, copper, zinc and other base metals. Huge price changes in base metals affects cost and profit margins of MSMEs and large corporates." Given their price volatility, Dr. Kalantri advised MSMEs to hedge their positions to minimize the impact of price volatility on their business earnings. Dr. Kalantri also presented the vote of thanks for the seminar.

EVENTS SUPPORTED BY AIAI

July - Dec 2023

Gas India Expo 2023

06-08 July, 2023

The 4th Edition - Recommerce Expo 2023

09-11 August, 2023

Metal Forming Expo & India Fastener Show

01-03 September, 2023

2nd Nepal Electric, Power & Light's Int. Expo

01-03 September, 2023

2023 EB-5 & Global Immigration Expo

16 September 2023

The 4th edition of ET Edge CFO Strategy Summit 2023

26 September 2023

Global Buyer Seller Meet 2023

3 -4 October 2023

14th Asia Pacific Cities Summit (APCS)

Mayor's Forum

Shaping Cities for our Future'

11-13 October 2023

TAITRONICS & AIoT Taiwan

25-27 October 2023

Royal Alliances & Capital Summit 2023

16-17 November, 2023

Franchise India 2023 | Signature edition Mumbai

19- 20 November, 2023

GOVERNMENT SANCTIONS FUNDS FOR KITCHEN GARDENS IN 500 SCHOOLS, SAYS HON'BLE MINISTER MR. KESARKAR

State Government issues clear direction to preserve underground reservoir and hanging garden, says Hon'ble Minister Mr. Kesarkar

"I extend all possible cooperation, as a guardian Minister, to achieve our mission of Clean Mumbai, Green Mumbai and Healthy Mumbai. As an environment friendly initiative, I have sanctioned funds for setting up kitchen gardens on the terrace of 500 schools in the city from the District Planning Development Committee (DPDC).

The state government has given clear direction to the Brihanmumbai Municipal Corporation (BMC) to preserve all reservoirs, including under-ground reservoirs, hanging garden, trees and existing heritage structures. We have reclaimed 170 acre buffer land from sea under the coastal road project. We will use this land for creating green space to protect environment and scenic beautification," said Mr. Deepak Vasant Rao Kesarkar - Hon'ble Minister of School Education and Marathi Language, Government of Maharashtra at a Seminar on 'Development and Conservation of Urban Green Space'.

The seminar was organised by All India Association of Industries (AIAI) and MVIRDC World Trade Center Mumbai.

The Hon'ble Minister added, "I hereby assure the Mumbaikars that the state government and the BMC will take all effective steps to contain air pollution and deploy remedial measure as a long term solution to prevent recurrence of air pollution, which the city is grappling now. The state government is very serious including the Chief Minister and the Deputy Chief Minister on this subject and we would ensure that the air quality does not deteriorate further."



The Hon'ble Minister also mentioned that the state government is implementing around six air purification technologies on a trial basis, with the support of IIT Bombay. He informed, "We are deploying air purification filters on BEST buses and identified traffic congestion squares to install similar air purification filters. Such filters are also being implemented in six public parks. We have also mandated all construction sites to have water sprinkling and fogging guns."

Mr. Kesarkar invited Hygenco, a green hydrogen manufacturing firm, to set up green hydrogen plant in Sindhudurg district by using the huge water resource available on the bunds constructed near the Sahyadri hills. "The ample water resource available in the Sahyadri belt can be used for producing green hydrogen, which can be an ideal model for green hydrogen manufacturing in Maharashtra," he remarked.

The Hon'ble Minister further informed that the state government has involved 34 lakh school students in the second phase of the Swachhata Monitor scheme for segregation of municipal solid waste. The state government is also working on setting up sewerage treatment plants (STPs) to treat sewage water before it is released in the sea.

Mr. Kesarkar advised the residential societies in Mumbai to set up waste treatment facilities on their vacant space to mitigate environmental pollution.

Earlier in his welcome remarks, Dr. Vijay Kalantri, President-All India Association of Industries (AIAI) and Chairman, MVRDC WTC Mumbai mentioned, "Air pollution is the principal cause of death among children and adults in the country. The state government and the municipal administrations should take long term measures to protect our future generation from air pollution. Municipal waste should be safely transported to landfill to prevent air pollution. The state government may provide viability gap funding (VGF) to private companies for implementing waste management projects. Also, land should be allocated for setting up waste to energy plants and concession agreements should be finalized without delay for such projects. India can also partner with Russia, which has developed new technology for converting waste into green hydrogen."

Dr. Kalantri further suggested, "All state governments should follow the Urban Green Guidelines, 2014 of the union government in letter and spirit to mitigate pollution. These guidelines recommend 10 to 12 sq.mt. of open space per person in every city. Government should also prevent unauthorized felling of trees and diversion of green space for development projects."

Speaking on this occasion, Dr. Anil Agnihotri, Expert on Energy Recovery, suggested the setting up of small bio-methanation plants in different parts of Mumbai to process a few hundred tonnes of municipal solid wastes. Dr. Agnihotri mentioned, "Large cities such as Mumbai and Delhi generate 10,000-12,000 tonne of municipal solid waste per day, which can be treated using bio-methanation plants and converted into cooking gas and organic fertilizers. State government should establish de-centralised biomethanation plants in different parts of the city where waste is generated so that they can be treated on the spot. Biomethanation plant is a better alternative than setting up incinerator plant, which generates flue gas that pollutes atmosphere.

For the first time, the MSW (Solid Waste Management Rules, 2016) emphasized bio-methanation for treatment of segregated organic municipal solid waste as the waste generated in India is high in organic content with high moisture and low calorific content.



In his remarks, Mr. Gaurav Agnihotri, General Manager, The Hydrogen Company HYGENCO shared information about the potential for India to attain self-reliance in the energy sector by harnessing green hydrogen. He informed that HYGENCO has set up state-of-the-art, fully autonomous green hydrogen pilot plant at Ujjain in Madhya Pradesh in 2022. HYGENCO is the only company in India with two long term green hydrogen offtake agreements to supply green hydrogen to Jindal Stainless and Sterlite Technologies Limited. HYGENCO plans to invest more than USD 300 million (Rs. 2471 crore) in green hydrogen projects across India in the next three years.

During the event, Mr. Rajiv Agnihotri, Founder & President of SOPE gave an overview of Save Our Planet Earth (SOPE), which is an International NGO originally founded in Mauritius in 2011 and with operations both in India and Kenya.

Mr. Agnihotri mentioned, "In the last decade, the organization has contributed to conserve urban green spaces, tree planting, beach cleaning, solid waste management, environmental education initiatives, reclamation of degraded lands etc."

The event was attended by members of trade & industry, think tanks, NGOs, financial institutions and academia.



AHEAD OF COP28 SUMMIT, EXPERTS SUGGEST ACTION PLAN TO BRIDGE RS. 16 TRILLION SUSTAINABLE FINANCING GAP IN MSME SECTOR

State Bank of India (SBI) builds Rs. 36,000 crore green finance portfolio



Dr. Vijay Kalantri, President – All India Association of Industries & Chairman – MVIRDC WTC Mumbai (Left) addressing the roundtable meeting on Financing Long Term Low Carbon Development Strategies. Also seen in the photograph is Mr Arupendra Nath Mullick, Vice President, TERI Council for Business Sustainability

The 28th session of the Conference of the Parties (COP 28) of the UN Framework Convention on Climate Change (UNFCCC) will convene at Dubai from November 30- December 12, 2023.

India is expected to present strategy to promote sustainable finance for de-carbonising micro, small and medium enterprise (MSME) sector at the Conference.

All India Association of Industries (AIAI) and MVIRDC World Trade Centre, Mumbai jointly organised a roundtable meeting of an Expert Group constituted by The Energy and Resources Institute (TERI), a policy research institute with the support of Bloomberg Philanthropies to discuss the financing of Long Term Low Carbon Development Strategy submitted by India to the United Nation last year.

Speaking at this roundtable meet, Mr. Pratyush Mehrotra, Deputy General Manager, ESG and Climate Finance Unit, State Bank of India (SBI) remarked, “SBI is the first commercial bank in India to set up a ESG & Climate finance Unit to support Green Finance and meet the bank’s target of achieving net zero.

We are committed to expand our green finance portfolio, which currently stands at Rs. 36,000 crore. We have also tied up USD 2.3 billion worth credit lines from multilateral institutions such as World Bank in different currencies. We will pass on the concessional terms of these credit lines to MSME borrowers implementing clean technology projects. Of this, USD 1.9 billion credit line is for renewable energy projects and the remaining for electric mobility and other clean technology projects.”

All India Association of Industries (AIAI) is working relentlessly since 1956, mentoring MSME, SME sector in many ways through many political, economic cycles. We believe Women Empowerment will speed up our development exponentially on which we are working hard to mentor women to become financially, intellectually independent. We conduct regular events and expose our industry to international market to boost exports.

We earnestly appeal to all to work hard honestly in the interest of making our Nation self-sufficient, in terms of economy and resources. So, let us eradicate poverty and generate employment.

Mr. Mehrotra suggested the government to announce green taxonomy for effective implementation of the RBI’s green bond issuance framework and green deposit guidelines.

In his remarks, Dr. Manish Kumar Shrivastava, Associate Director – Climate Policy & Financing, TERI pointed out, “Around 93% of MSMEs in India lack access to formal credit. Only 16% of commercial bank funding goes to the MSME sector. There is Rs. 16 trillion gap in sustainable finance for MSMEs in India. Therefore, TERI has launched the Expert Group on financing MSMEs for Long Term Low Carbon Development Strategy in association with Bloomberg Philanthropies.”

This Expert Group has identified four actionable strategies to promote sustainable finance to MSMEs. These are: 1) multi-stakeholder facilitation platform 2) multi-level risk guarantee mechanism 3) supply chain linked de-carbonisation model 4) multi-sector cluster-based approach.

Sharing his views on long term low carbon development strategy, Dr. Vijay Kalantri, President- All India Association of Industries (AIAI) and Chairman, MVIRDC WTC Mumbai remarked, “Access to sustainable finance is a distant dream for MSMEs who struggle to get even working capital loans to run day to day operations. India needs to bridge the gap in sustainable finance for MSMEs before the new carbon tax of the European Union becomes effective. RBI may expand the scope of priority sector lending norms to include de-carbonisation projects.” Dr. Kalantri suggested government subsidy for clean technology projects of MSMEs and effective implementation of existing policies to transition to a low carbon economy.



Dr Kalantri informed that AIAI and WTC Mumbai will work closely with TERI on policy advocacy and creating a facilitative environment for MSMEs to adopt clean technologies.

In his remarks, Mr Arupendra Nath Mullick, Vice President, TERI Council for Business Sustainability informed that India will propose its action plan for enhancing flow of sustainable finance to MSMEs at the COP 28 Summit in Dubai later this year. “The dialogue at this event will help us prepare the action plan document for the government ahead of the COP 28 Summit,” Mr. Mullick remarked.

Dr. Mukund Rajan, Chairperson of ECube Investment Advisors suggested measures such as allowing cluster-based common infrastructure support for MSMEs, easier access to long term External Commercial Borrowing for clean projects, extending government guarantees for sustainable finance projects, setting up a dedicated stock exchange for sustainable finance, promoting blended finance solutions and introducing carbon pricing. Dr Rajan also recommended large companies to support their MSME suppliers in de-carbonising their operations.

In his remarks, Dr. Manish Kumar Shrivastava, Associate Director – Climate Policy & Financing, TERI pointed out, “Around 93% of MSMEs in India lack access to formal credit. Only 16% of commercial bank funding goes to the MSME sector. There is Rs. 16 trillion gap in sustainable finance for MSMEs in India. Therefore, TERI has launched the Expert Group on financing MSMEs for Long Term Low Carbon Development Strategy in association with Bloomberg Philanthropies.”

This Expert Group has identified four actionable strategies to promote sustainable finance to MSMEs. These are:

- 1) Multi-stakeholder facilitation platform
- 2) Multi-level risk guarantee mechanism
- 3) Supply chain linked de-carbonization model
- 4) Multi-sector cluster-based approach.

Sharing his views on long term low carbon development strategy, Dr. Vijay Kalantri, President- All India Association of Industries (AIAI) and Chairman, MVIRDC WTC Mumbai remarked, "Access to sustainable finance is a distant dream for MSMEs who struggle to get even working capital loans to run day to day operations. India needs to bridge the gap in sustainable finance for MSMEs before the new carbon tax of the European Union becomes effective. RBI may expand the scope of priority sector lending norms to include de-carbonisation projects." Dr. Kalantri suggested government subsidy for clean technology projects of MSMEs and effective implementation of existing policies to transition to a low carbon economy. Dr Kalantri informed that AIAI and WTC Mumbai will work closely with TERI on policy advocacy and creating a facilitative environment for MSMEs to adopt clean technologies.

In his remarks, Mr Arupendra Nath Mullick, Vice President, TERI Council for Business Sustainability informed that India will propose its action plan for enhancing flow of sustainable finance to MSMEs at the COP 28 Summit in Dubai later this year. "The dialogue at this event will help us prepare the action plan document for the government ahead of the COP 28 Summit," Mr. Mullick remarked.

Dr Mukund Rajan, Chairperson of ECube Investment Advisors suggested measures such as allowing cluster-based common infrastructure support for MSMEs, easier access to long term External Commercial Borrowing for clean projects, extending government guarantees for sustainable finance projects, setting up a dedicated stock exchange for sustainable finance, promoting blended finance solutions and introducing carbon pricing. Dr Rajan also recommended large companies to support their MSME suppliers in de-carbonising their operations.

Speaking on this occasion, Mr. Nagasimha Swamy, Manager, Environment & Social, British International Investment Advisors Pvt Ltd. informed about the ticket size of the debt and equity capital support that his organisation provides to the green projects of MSMEs. He said his organisation extends equity capital of USD 20-50 million for MSME manufacturers, while it provides debt capital of USD 30-40 million for green projects of MSMEs.

The event was attended by sustainability consultants, bankers, MSMEs and other stakeholders.



Dr. Vijay Kalantri, President - All India Association of Industries (AIAI) & Chairman - MVIRDC WTC Mumbai, with Mr Arupendra Nath Mullick, Vice President - TERI Council for Business Sustainability and the delegates at the Roundtable meeting on Financing Long Term Low Carbon Development Strategies held at WTC Mumbai



G.AMPHRAY LABORATORIES



With best compliments from

RAMU S. DEORA

Sambhava Chambers, 4th Floor, Sir P.M. Road,
Fort, Mumbai 400 001

DIPLOMATS



Dr. Vijay Kalantri, President - AIAI, Chairman - WTC, Mumbai with H.E. Mr. Philip Green OAM - Australia's High Commissioner and Madam Mrs. Philip Green



Dr. Vijay Kalantri, President - AIAI, Chairman - WTC, Mumbai with Mr. Eddy Wardoyo - Consul General of Indonesia and Mrs. Wardoyo



Dr. Vijay Kalantri, President - AIAI, Chairman - WTC, Mumbai with Mr. Cüneyt Yavuzcan - Consul General of Turkey in Mumbai and Mrs. Yavuzcan



Dr. Vijay Kalantri, President - AIAI, Chairman - WTC, Mumbai with Mr. Juan Claudio VALENZUELA SOLOGUREN - Consul General of Chile in Mumbai and Mrs. Claudio SOLOGUREN



Dr. Vijay Kalantri, President - AIAI, Chairman - WTC, Mumbai with Mr. James C. F. Huang - Chairman, Taiwan External Trade Development Council TAITRA and other Officials



Dr. Vijay Kalantri, President - AIAI, Chairman - WTC, Mumbai with H.E. Dato' Muzafar Shah Mustafa, High Commissioner of Malaysia to India

DIPLOMATS



Mr. Ahmad Saad Mohamed Hazeem Al-Sulaiti – Consul General of Qatar in Mumbai, Mr. Abolfazl Mohammad Alikhani – Consul General of Islamic Republic of Iran in Mumbai, Dr. Vijay Kalantri, President – AIAI, Chairman – WTC, Mumbai, Mr. Abdulla Husain Salman Mohamed Al Marzooqi – Consul General of United Arab Emirates in Mumbai, Mr. Ali Abdulaziz Ali Mohamed Albalooshi – Consul General of Bahrain in Mumbai, Mr. Suleiman bin Eid Al-Otaibi – Consul General of Saudi Arabia in Mumbai, Mr. Jamil Haji Ismail Al Balushi – Consul General of Oman in Mumbai



Dr. Vijay Kalantri, President – AIAI, Chairman – WTC, Mumbai with H.E. Mrs. Peggy Frantzen – Ambassador of Luxembourg, New Delhi



Dr. Vijay Kalantri, President – AIAI, Chairman – WTC, Mumbai with H. E. Dr. Sebastian Domzalski – Ambassador of Poland, New Delhi



Dr. Vijay Kalantri, President – AIAI, Chairman – WTC, Mumbai with H.E. Mr. Nurlan Zhalgasbayev – Ambassador of Kazakhstan and H.E. Mr. Slobodan Uzunov – Ambassador of North Macedonia



Dr. FUKAHORI, Consul General of Japan in Mumbai, Mr. Saurabh Pramod Shah – Corporate Advisor Indo American Chamber of Commerce (IACC), Mr. Mehool N Bhuvra – President of Indo –Japan Association and Dr. Vijay Kalantri.

DIPLOMATS



Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - WTC Mumbai, Mr Bhushan Gagrani - Additional Chief Secretary in the Chief Minister's Office (CMO), Mr. Kobbi Shoshani - Consulate General of Israel in Mumbai and Mr. Mike Hankey - Consul General of United States of America, Mumbai.



Dr. Vijay Kalantri, President - AIAI, Chairman - WTC, Mumbai with Ms. Andrea Kuhn - Consul General of South Africa in Mumbai



Dr. Vijay Kalantri, President - AIAI, Chairman - WTC, Mumbai with H.E. Ms. Jaqueline MUKANGIRA - High Commissioner of Rwanda, New Delhi



Mr. Donnawit Poolsawat, Consul General of Thailand in Mumbai, Ms. Sangeeta Jain - Sr. Director AIAI, Ms. Nattasuda Mettaprasert, Royal Thai- Dy. Consul General, with other Officials and Dr. Vijay Kalantri at National Day of Royal Thailand



Mr. Devendra Fadnavis- Deputy Chief Minister of Maharashtra, Dr. Vijay Kalantri, President - AIAI, Chairman - WTC, Mumbai at Innaugration of TAIWAN Excellence

MINISTRY OFFICIALS



Dr. Vijay Kalantri, President AIAI and Chairman - WTC Mumbai with Mr. Suresh Prabhu - Former Minister of Railways, Government of India and Mrs. Prabhu



Dr. Vijay Kalantri, President AIAI and Chairman - WTC Mumbai with Mr. Pushkar Singh Dhami - Hon'ble Chief Minister of Uttarakhand



Dr. Vijay Kalantri, President AIAI and Chairman - WTC Mumbai with Dr. Shashi Panja, Cabinet Minister - for Industries, Commerce & Enterprises and Department of Women and Child Development and Social Welfare of the Government of West Bengal.



Dr. Vijay Kalantri, President - All India Association of Industries (AIAI) and Chairman - WTC Mumbai with Mr. Shaktikanta Das - Governor of RBI and Mr. Suresh Prabhu - Former Minister of Railways, Government of India.



Dr. Vijay Kalantri, President - AIAI and Chairman - WTC Mumbai with Mr. Shripad Naik, Minister of State for Tourism, Government of India



Dr. Vijay Kalantri, President - AIAI and Chairman - WTC Mumbai with Mr. Lok Ranjan IAS, Secretary - Development of North Eastern Region, Tripura.

MAHARASHTRA GOVERNMENT OFFICIALS



Dr. Vijay Kalantri, President - AIAI and Chairman - WTC with Mr. Eknath Shinde - Hon'ble Chief Minister of Maharashtra and Foreign Delegates at an Industry event in Mumbai



Dr. Vijay Kalantri, President - AIAI and Chairman - WTC Mumbai with Mr. Chandrakant Patil, Minister of Higher and Technical Education of Maharashtra and Capt. Somesh Batra, Chairman - World Trade Center



Dr. Vijay Kalantri, President - AIAI and Chairman - WTC Mumbai with Mr. Ajit Pawar, Hon'ble Deputy Chief Minister of Maharashtra



Dr. Vijay Kalantri, President - AIAI and Chairman - WTC Mumbai with Mr. Devendra Fadnavis, Hon'ble Deputy Chief Minister of Maharashtra



Dr. Vijay Kalantri, President - All India Association of Industries (AIAI) and Chairman - World Trade Center Mumbai with Mr. Uday Samant, Hon'ble Minister of Industries, Government of Maharashtra



Capt. Somesh Batra, Dr. Vijay Kalantri with Mr. Deepak Vasantryao Kesarkar - Hon'ble Minister of School Education and Marathi Language and Mr. Dhananjay Munde - Agriculture Minister, Govt. of Maharashtra.

PADMA BHUSHAN MR. DEV ANANDJI CREATED AN INDELIBLE IMPRESSION WITH HIS CHARISMATIC PERSONALITY, SAYS H.E. MR. RAMESH BAIS



H.E. Mr Ramesh Bais – Hon'ble Governor of Maharashtra releasing coffee table book 'Ke Dil Abhi Bhara Nahin' to commemorate the 100th Birth Anniversary of legendary actor Padma Bhushan Mr. Dev Anand at the World Trade Center Mumbai. Others in the photograph are : Dr. Vijay Kalantri, President- All India Association of Industries (AIAI), Chairman - MVIRDC World Trade Center Mumbai and Mr. Mahendra Sanghi – Honorary Consul General of Kazakhstan in Mumbai

H.E. Mr Ramesh Bais, Hon'ble Governor of Maharashtra released a Coffee Table Book 'Ke Dil Abhi Bhara Nahin' at WTC Mumbai to commemorate the 100th Birth Anniversary of legendary actor Padma Bhushan Mr. Dev Anand.

This book has been compiled by All India Association of Industries (AIAI) and MVIRDC World Trade Center Mumbai.

Releasing this book, Hon'ble Governor mentioned, "It is my honour to release this book as I have been an ardent fan of Veteran actor Padma Bhushan Mr. Dev Anandji since my youth days. Anandji was a legend in the Indian film world.

He created an indelible impression in the minds of the public with his charismatic personality and acting skills. Even after decades of his films, songs from his films are still on people's tongues. He was one of the producers of the golden age of Indian cinema." H.E. Mr Bais remarked, "I thank the organisers AIAI and WTC Mumbai for taking me down the memory lane. There was a time when my friends and I saw every single film and mostly on the very first day of the release. I have even bought tickets on the black as a teenager so that I don't miss his movies on the first day. The humming movie song of those days had soul, which is missing in the contemporary movie songs."

“Once upon a time, we used to stand in queues and occasionally buy tickets in the 'black' to watch the first show of the films on the first day, lamenting that due to the royal etiquette of the post of Governor, one could not easily go to the theatre to watch a movie or eat Mumbai's famous pav bhaji,” H.E Mr Bais mentioned.

Hon'ble Governor further added, “When Dev Anandji entered the film industry, Indian cinema was at a different height. That was a period when there were not only legendary actors and actresses, but also excellent lyricists and musicians, and the success of those songs is due to the fact that even today children sing old songs in television reality shows.”

Earlier in his welcome remarks, Dr Vijay Kalantri, President- All India Association of Industries and Chairman, MVIRDC WTC Mumbai mentioned, “Late Mr Dev Anandji is not only a legendary Bollywood star but also my cherished friend. He was a true Karma yogi, who remained active in the film industry till the last day of his life despite old age and health issues. He will always be remembered for his most endearing and gentle demeanor that is admired not only by his fans but also by his fellow actors, friends and family members.

Dr. Kalantri added, “I treasure pleasant memories of my unforgettable association with him as my much “cherished and beloved friend”. Mr. Anandji was a man of character, a humble and beloved soul with whom I had the privilege of intimate friendship. Despite attaining stardom and glory, Mr. Anandji was still humble and down-to-earth. Dr. Kalantri mentioned, “The veteran actor was my personal acquaintance and he was a great inspiration to many as whatever he used to do was with determination, focus and dedication and sincerity. He was a true karma yogi who believed in working and made it till last day of his life like others. He never offended anyone nor believed in it. he respected his friends with great humility.”

Dr. Kalantri further remarked, “Mr. Anandji touched the hearts of millions of fans through his versatility, trendsetting appearance and unique elegance. He continues to live in our memories and inspire us through his timeless principles of dedication, humility and perseverance.”

The coffee table book carries insightful write-ups by Ms Deepa Buty and features rare, exquisite photographs meticulously collected from old time studio, Kamat Photo Flash and Mr Mohan Churiwalla, a close associate of the late actor.



SMES MAY LEVERAGE IPO BOOM TO MEET FUNDING GAP, SAYS EXPERT



At a time when interest rate on bank loans have risen considerably, small and medium enterprises (SMEs) can leverage the current boom in the primary IPO market to meet capital requirement, said CA Sumeet Mehta, CEO of Paradigm Advisors at a Knowledge Session on Raising Equity through SME IPO. The session was organised by AIAl and WTC Mumbai.

CA Mehta advised SMEs to grow their net worth, improve debt-equity ratio, strengthen balance sheet and enhance their credit rating by raising equity capital on the dedicated SME platforms of Bombay Stock Exchange (BSE) and the National Stock Exchange (NSE). "So far, 464 SMEs have raised Rs. 5727 crore equity capital on the BSE platform, while their overall market capitalization has grown to Rs. 97,488 crore.

Similarly, around 234 SMEs have raised Rs. 3,100 crore on the NSE platform and their market capitalization has exceeded Rs. 8,000 crore because of strong investor interest in SMEs with promising business prospects. SMEs generating profit at least in the last two years can go for IPO to dilute the shares of promoters, reduce debt, invest in new projects or build a war chest for mergers and acquisition," CA Mehta said.

Speaking about the benefits of listing shares on stock exchange, CA Mehta mentioned, "By listing their shares on stock exchanges, SMEs can improve their credit rating, corporate governance, financial discipline, branding, market perception, which reduces their risk perception and thus helps them raise debt at reasonable interest cost. IPO also prepares the ground for future capital raising to grow the business through follow-on public offer (FPOs).

Apart from this, SMEs can pledge their listed shares to raise fresh loans, offer stock options to employees and create shareholder wealth. The minimum IPO size for SMEs to list on stock exchange is Rs. 10 crore; But companies can ideally raise at least Rs. 25 crore to justify the high cost of merchant bankers and other expenses involved in going public.

CA Mehta highlighted the essential procedures to be followed before listing and after listing the shares on stock exchange. He said, "SMEs need to streamline their financial statements, balance sheets, receivables and key financial ratios to attract investors. They should also maintain consistency of numbers across different financial statements, engage professional team.



CA Sumeet Mehta, CEO - Paradigm Advisors being felicitated by Dr. Vijay Kalantri, President- AIAI and Chairman- MVIRDC WTC Mumbai

This team will manage business operations, create a professional Board of Directors and decide on whether to include all its business segments under the listed entity at the IPO stage or keep some of them separate for inclusion at a future date. They should also decide on the appropriate valuation in consultation with merchant bankers, investment analysts and peer-review of competitors."

Earlier in his welcome remarks, Dr. Vijay Kalantri, President- AIAI, Chairman - MVIRDC WTC Mumbai pointed out, "SMEs are the key drivers of economic growth and they will play a major role in attaining the USD 30 trillion economy by 2030. But our SMEs face funding gap of up to Rs. 25 lakh crore, as per UK Sinha Committee Report of the RBI. SMEs face challenge in raising collateral-free bank credit even though their contribution to the non-performing assets (NPAs) of banks is low. SMEs can raise equity capital to meet their funding requirement as this is the boom time for IPOs. We need simpler compliance norms for SMEs to list their shares on the stock exchanges." Dr. Kalantri emphasized that SMEs need capacity building and capital at reasonable cost to grow their business. "India has a huge consumer market and MSMEs need capital to grow their manufacturing capacity to meet the growing domestic consumption

AIAI and WTC Mumbai will organize more such sessions to create awareness about the benefits of raising equity capital through IPO."

Ms. Rupa Naik, Executive Director, MVIRDC WTC Mumbai proposed vote of thanks for the event. She remarked, "Exports and entrepreneurship are key drivers of economic growth. In recent years, we have seen growth in the share of women owned enterprises in the MSME sector from 15% (under the erst-while UAM portal) to 30% (under the new Udyami registration portal). Ms. Naik said, there are around 600 schemes at the level of central and state governments, including the schemes of NABARD and SIDBI to promote entrepreneurship, especially for women entrepreneurs. We need to create awareness about these plethora of schemes to support small scale entrepreneurs. Ms. Naik further stated, NSE and BSE have dedicated platforms for SMEs to raise equity capital and the objective of this session is to create awareness about these platforms for the benefit of MSME's.



Mr. Shaktikanta Das - Governor of Reserve Bank of India being felicitated by Dr. Vijay Kalantri, President - All India Association of Industries (AIAI) and Chairman - MVIRDC World Trade Center, Mumbai

GST ANNUAL RETURN IS THE BEST PROTECTION SHIELD TO REDUCE SCOPE OF TAX LITIGATION



Dr. Vijay Kalantri, President- All India Association of Industries (AIAI) and Chairman - MVIRDC World Trade Center Mumbai with Ms. Anindita Chatterjee, Partner and Deputy CEO - TCN Global and Economic Advisory Services LLP, during the workshop on 'Filing Annual GST Return and GST Audit' organized by AIAI and WTC Mumbai.

Taxpayers need to rectify mismatches to escape penal provisions of Section 74, warns Ms. Chatterjee

Registered taxpayers have to take utmost care while filing GST annual return to protect themselves from any chance of litigation with the tax authority by maintaining all financial statements, including Sales ledger, Purchase ledger, credit notes, debit notes, invoices etc., said Ms. Anindita Chatterjee, Partner and Deputy CEO, TCN Global and Economic Advisory Services LLP at a workshop on 'Filing Annual GST Returns and GST Audit'.

The workshop was organized by All India Association of Industries (AIAI) and Chairman- MVIRDC World Trade Center Mumbai on 18th December 2023.

If the tax authority finds any discrepancy or mismatches that is not rectified in the GST annual return, it can take a view that the tax payer intentionally evaded tax and impose penalty and interest under Section 74 of the GST Law, warned Ms. Chatterjee.

The workshop was organised to create awareness about the essential things to keep in mind while filing the annual return (form GSTR 9) and form GSTR 9C for the financial year 2022-23, the statutory due date for which is December 31, 2023. The provisions of the GST Law is stringent with respect to any act intending to evade tax (wherein there is any willful misrepresentation of facts, excess availment of Input Tax Credit, wrong claim of Refund etc.), Ms. Chatterjee warned.

The annual GST return is an opportunity for taxpayers to rectify and declare any errors, committed intentionally or unintentionally during the last financial year and this opportunity has to be used judiciously, advised Ms. Chatterjee. In case taxpayers have availed excess input tax credit or under-reported past transactions, or mis-classified goods under HSN code or committed any other genuine errors, the same needs to be rectified in the GST annual return.

Ms. Chatterjee advised, "GSTR 9 is a summary of returns filed throughout the last financial year and Part A of GSTR 9C is the reconciliation statement. GSTR 9C is not just a compliance document; it is the protection shield to rectify mismatches, discrepancies in the past transaction and protect yourself whenever there is a query or scrutiny from the tax department. All registered tax payers should use this opportunity to file GSTR 9 and 9C by furnishing all the documentary evidence of discrepancies or mismatches of the last year's transactions."

Ms. Chatterjee highlighted various instances where mismatches and discrepancies can arise in case of past transactions and advised the tax payers to document these properly in the reconciliation statement of GSTR 9C.

She said, "One instance of discrepancy is the mismatch in the value reported in the E-way bill and the GSTR1 due to return of defective goods back to the supplier. This discrepancy should be mentioned in the GSTR 9C by attaching relevant documents. Whenever, a taxpayer has wrongly availed of input tax credit, they should reverse the credit and inform this to the tax department through a letter so to prove the taxpayer's intention to comply with the tax rules."

Ms. Chatterjee emphasized that the form GSTR 9C should have reconciliation statement that matches with audited books of account, GSTR1, GSTR 3B, Form 26AS of the Income Tax and other financial statements.

Specifically, she advised all taxpayers to conduct concurrent audit every month after filing GSTR 3B to eliminate any discrepancy in GSTR 1 and sales ledger. If there are any discrepancies in the sales ledger and GSTR 1, such differences should be taken note of every month (in the form of concurrent audit) so that when taxpayers file annual returns (GSTR 9 and 9C) for the previous financial year, these audit notes will be handy."

Ms. Chatterjee also highlighted the importance of properly maintaining sales ledger and purchase reconciliation statements by maintaining vendor memos, which includes separate list of suppliers, purchasers and warehousing agents.

Earlier in his welcome remarks, Dr. Vijay Kalantri, President- All India Association of Industries (AIAI) and Chairman- MVIRDC World Trade Center Mumbai suggested the government to improve ease of filing taxes to increase compliance and revenue collection.

He said, "The GST monthly revenue collection has grown from a mere Rs. 60,000 crore in the beginning of its implementation to more than Rs. 1.67 lakh crore in recent months because of reduction of rates and simplification of procedures.

The government has taken various progressive initiatives to improve ease of filing taxes. At the same time, we need more measures to reduce time taken to dispose appeals and reduce pendency of cases."

Dr. Kalantri recommended the government to simplify tax compliance procedure for MSMEs by increasing the turnover limit for composition scheme and other concessional schemes applicable for small taxpayers. He also emphasized the need for time-bound processing of refunds and passing of assessment orders.

Dr. Kalantri suggested the tax department to adopt a trust-based, simple compliance procedure to reduce the paper-work, time and cost of compliance for small taxpayers.

The workshop was attended by members of trade and industry, tax consultants, finance and accounts professionals, public sector undertakings and others.



UAE INVITES INDIAN BUSINESS TO SHOWCASE CLEAN TECH AT GREEN ZONE IN COP28: SAYS H.E. ABDULLA, CONSUL GENERAL OF UAE



Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - World Trade Center Mumbai with H. E. Abdulla Husein Salman Mohamed Almarzooqi, Consul General of United Arab Emirates in Mumbai at the official sideline event of COP28 at WTC Mumbai

H.E. Abdulla Husein Salman Mohamed Almarzooqi, Consul General of UAE in Mumbai invited Indian businesses, government civil society and individuals for the 28th Conference of the Parties (COP28) on climate change, which is scheduled from November 30th to December 12th, 2023 in Dubai.

“The COP28 UAE Presidency believes that governments and the private sector must work closely together in order to address climate change. Through the Green Zone, the COP28 UAE Presidency offers the private sector the opportunity to showcase their contributions and solutions to the global climate challenge. Their innovative approaches, climate action technologies and entrepreneurship will constitute an important part of COP28. The Green Zone will also host technical conferences, panels, and activations with a focus on existing and future solutions to climate change mitigation,” remarked H.E. Mr. Almarzooqi, Consul General of UAE.

H.E. Almarzooqi at the official sideline event of COP28, which is part of the initiative of the UN Office for Disaster Risk Reduction (UNDRR).

The event was jointly organized by the UAE Consulate General in Mumbai, All India Association of Industries (AIAI), MVIRDC World Trade Center Mumbai, and the Indian Chamber of International Business (ICIB).

H.E. Almarzooqi further remarked, “COP28 UAE is a milestone opportunity for the world to come together, course correct, and drive progress. As the first country in the region to ratify the Paris Agreement, the first to commit to an economy-wide reduction in emissions, and the first to announce a Net Zero by 2050 strategy, the UAE is committed to raising ambition in this critical decade for climate action. COP28 will emphasize a ‘leave no one behind’ approach to climate action. Underscoring all efforts are the principles of transformation, solidarity, pragmatism, and inclusivity.” The Consul General concluded his address by saying, “I commend the efforts of every delegate participating in COP28, as well as the countless individuals and organizations working tirelessly to combat climate change worldwide. Together, we have the power to shape the destiny of our planet. Let us embrace this responsibility with courage, determination, and solidarity. Let us turn the tide on climate change, usher in an era of sustainability, and leave a legacy that future generations will be proud of.”

Speaking on this occasion, Dr. Vijay Kalantri, President, All India Association of Industries (AIAI), Chairman, WTC Mumbai remarked, “Climate change is the greatest challenge of humanity in the 21st century. and every citizen should participate in combating this challenge.

Dr. Kalantri said that Developing smart cities is a solution to combat climate change. Rulers of ancient India have set illustrious examples of how to build environment friendly drainage and sewerage systems. Our municipal authorities need to adopt these sustainable practices and also take strict action against unauthorized construction. Local authorities may consider the environmental impact of construction projects before giving approval. Government may also provide land and tax incentives for converting urban waste into power, fertilizer and other useful products."

Dr. Kalantri suggested industries to use recycled materials as inputs in their manufacturing process to reduce wastage and conserve raw materials. There are proven methods to produce fibre and yarn from used clothes.

Dr. Kalantri pointed out that advanced countries such as USA may implement capacity building projects in low income countries to facilitate their transition to sustainable development.

Dr. Kalantri mentioned that WTC Mumbai can collaborate with the UAE Consulate in Mumbai to conduct roadshow to promote the COP28 Summit that will be held in Dubai later this year.

During the event, Prof Seema Unnikrishnan, National Institute of Industrial Engineering, Mumbai welcomed Government of India's move to introduce a carbon credit market, which will be administered by the Bureau of Energy Efficiency.

Professor Seema remarked, "I am confident that the new carbon market will add to the momentum gained from the already existing PAT scheme (Perform Achieve and Trade scheme) and incentivize obligated entities to reduce their carbon footprint."

In his welcome address, Mr. Manpreet Singh, President, ICIB pointed out, "This is the new beginning as we are here to prepare roadmap for collaboration to build a better planet. Global warming and natural disasters are costing lives, livelihood and loss to world GDP in enormous proportion. COP28 will shape dialogue on the role of business and civil society in addressing the greatest challenge of humanity, which is climate change."

During the event, Mr Chintan Oza, Regional Director – India, Founder Institute, Mr. Sandeep Goswami, Climate Science and Policy Professional and Mrs. Dhanashree Hardas, Chairperson – Environment committee, MACCIA raised awareness about the urgency of combating climate change with the support of business and civil society.

The event was attended by members of trade & industry, academia and civil society.



H. E. Abdulla Husein Salman Mohamed Almarzooqi, Consul General of United Arab Emirates in Mumbai being felicitated by Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - World Trade Center Mumbai at the official sideline event of COP28 at WTC Mumbai

DR. VIJAY KALANTRI RE-ELECTED AS THE DIRECTOR OF WORLD TRADE CENTER'S ASSOCIATION (WTCA), NEW YORK



Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - MVIRDC World Trade Center, Mumbai has been re-elected 8th time to the Board of World Trade Association WTCA, New York. Dr. Kalantri with Mr. John E. Drew, Chairman- World Trade Association (WTCA), New York and other Board members of the World Trade Association WTCA, New York

DR. VIJAY KALANTRI VISITS CONSUL GENERAL OF INDIA IN NEWYORK



During the visit to the United States, Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - MVIRDC WTC Mumbai visited the Consulate General of India and New York and met H.E Mr. Randhir Singh - Consul General of India in Newyork, to discuss and explore the potentials of investment and trade opportunities and Tourism between the two countries.

ALL INDIA ASSOCIATION OF INDUSTRIES (AIAI) SIGNED MEMORANDUM OF UNDERSTANDING (MOU)

The All India Association of Industries (AIAI) has signed Memorandum of Understanding (MoU) which shall encourage and promote in accordance with their respective laws and regulations between the two Associations during July - December 2024:

1. Commissionerate of Skill Development, Employment & Entrepreneurship
2. Antigua & Barbuda Chamber of Commerce
3. Constellar Exhibitions India Pvt. Ltd.
4. Singapore South Asia Chamber of Commerce and Industry (SSACCI)

4TH EDITION OF WORLD TRADE EXPO 2023: INDIA'S GLOBAL MARKET BRIDGE



H.E. Mr Ramesh Bais - Hon'ble Governor of Maharashtra (3rd from left) inaugurating the World Trade Expo 2023 with Capt. Somesh Batra, Vice Chairman - WTC Mumbai, Mr. Harjinder Kang, Deputy High Commissioner of British Deputy High Commission and Dr. Vijay Kalantri, President - All India Association of Industries (AIAI), Chairman - MVIRDC World Trade Center Mumbai (from left to right)

The 4th edition of World Trade Expo a flagship event organised by AIAI and WTC Mumbai was inaugurated by H.E. Mr. Ramesh Bais, Hon'ble Governor of Maharashtra on October 3, 2023 at WTC Mumbai. The Expo generated insightful dialogue on how technology can be an enabler of trade for MSMEs. In his keynote address at the inaugural session, H.E. Mr. Bais informed, "The World Trade Expo is not just a two-day event; it is a promise of a bright, interconnected future and a bridge for India to the global market.

I extend my congratulations to AIAI and WTC for their efforts in maintaining Mumbai's leadership in business and investment."

The Hon'ble Governor also pointed to the emerging stature of India in the new world order following the country's G20 Presidency.

Mr. Harjinder Kang, Deputy High Commissioner of British Deputy High Commission pointed out, "India-UK economic relationship is strong and it will further strengthen in the next 3-4 years of my tenure. FTA negotiation between the two countries is progressing well and our government aims to double bilateral trade by 2030."

The key highlights of the two-day Expo were country presentations, exhibitions, B2B and B2G sessions, fashion show and workshops. Expo received registration from more than 5,000 delegates and it facilitated 14,000 B2B meetings between delegates from 26 countries and Indian start-ups, MSMEs, women entrepreneurs. MSME clusters of Maharashtra from engineering, textile, food processing, garments, turmeric, furniture, electronics and others showcased their products at the Expo.

Apart from Maharashtra, MSME clusters from Gujarat, Rajasthan, Odisha and Madhya Pradesh also participated at the Exhibition. The Expo was also attended by around 72 start-ups trained by Cornell University in partnership with Government of Maharashtra.

The high impactful country presentations helped MSMEs get first-hand information about the trade, tourism, investment and technologies of the participating countries. During the event, trade missions from 14 countries presented trade and investment opportunities in their countries. participated at the Exhibition. The Expo was also attended by around 72 start-ups trained by Cornell University in partnership with the Government of Maharashtra.

Specifically, Ambassador of the Ethiopia informed that India is the second-largest investor in Ethiopia; "However, there are still numerous investment opportunities available for Indian companies.

Particularly in the field of pharmaceuticals. Ethiopia heavily relies on imports in this sector," added the Ambassador

The Consul General of Vietnam informed that Vietnam has signed more than 14 FTAs (Free Trade Agreements), and it has preferential market access to more than 60 economies, which can be beneficial for Indian companies.

Argentina invited Indian companies to explore mining and value addition of their rich natural resources, while Ecuador showcased potential for collaboration in the tourism and film shooting sectors.

Ghana invited Indian investment in agriculture sector by leveraging its vast uncultivated land.

Mauritius outlined scope for Indian investment in their special economic zones, while Philippines highlighted scope for collaboration in infrastructure projects.



Mr. Sumit Dhanore, Master Trainer, Meta India conducted a workshop on how MSMEs can use Whatsapp Business as a tool to create digital store and enhance their customer reach. Specifically, he highlighted the key features of the App, such as creating business profile, listing product catalogue, generating automated saved messages, order management and payment. To align with the theme of the expo, a special session on Export

Procedures and global market opportunities was organised. Mr. Pramod Sant, Former Vice President, Head – Import, Export and Customs, Siemens Ltd. conducted a workshop on basic procedures to export for aspiring exporters and women entrepreneurs. Mr. Sant explained foreign trade policy, export promotion schemes, export promotion councils, export documentation, modes of payment, letter of credit, customs procedures, free trade agreements, standard terms of export contracts and other basic concepts in international trade.

In his welcome remarks at the inaugural session, Dr. Vijay Kalantri, President – AIAl, Chairman, MVRDC WTC Mumbai pointed out, “World Trade Expo is an initiative to realise the vision of USD 1 trillion economy of Maharashtra by 2028 and USD 5 trillion vision of Indian economy by 2027.

The Expo will also promote technology as a key enabler for growth of trade, employment and regional growth, including tourism, startups and MSMEs.”

In her valedictory address, Ms. Rupa Naik, Executive Director, WTC Mumbai pointed out, “Small enterprises rarely get opportunities to network with consular corps of foreign countries and gain first hand information of global market opportunities.

The objective of this Expo is to connect Indian MSMEs and women entrepreneurs with diplomatic missions of foreign countries.”





At the conclusion of the inaugural day of the expo, a networking reception session was organised which started off with a fashion show. The fashion presentation was a collaborative effort with the Tisser Artisans Trust, an NGO based in Mumbai dedicated to preserving cultural heritage, providing sustainable livelihoods, and offering empowerment and education opportunities for 6,000 artisans. The theme of the show, 'Khadi - Reviving India's rich tradition, was chosen to honor the profound legacy of Mahatma Gandhi.

The fashion show commenced with the stunning 'Pratha' collection, showcasing handloom items skillfully woven with tradition, passion, and dedication by talented artisans. These handloom creations, crafted from Khadi, Tussar Silk, Paithani, and handicrafts like Pattachitra and Madhubani, exemplified the rich heritage of India.

The second collection, named the 'Starry Night' collection, featured traditional Pattachitra hand paintings on garments, each piece portraying divine beauty.

The event also highlighted Tisser's Khadi collections, emphasizing the beauty and versatility of this fabric. The aim was to revive traditional woven textiles, provide sustainable livelihood opportunities, and enhance the income levels of artisan communities. The collection, curated through the craft of handweaving and yarn dyeing, presented a vibrant and varied display.

The entire show received support from the Khadi and Village Industries Commission (KVIC), LTIMindtree, HCL Foundation, Kosala-Social and Livelihood Foundation, Samhita, and MAVIM-Mahila Arthik Vikas Mahamandal. This collaboration aimed to unlock the potential of indigenous artisans and create lucrative, sustainable livelihood opportunities for them.





INTERNATIONAL STALLS



AIAI LEADS DELEGATION TO THAILAND TO PARTICIPATE IN TRAFS 2023 (13 – 16 JULY ,2023) 17TH THAILAND RETAIL, FOOD & HOSPITALITY SERVICES



Mr. Chiruit Isarangkun Na Ayudhya – President of the Thailand Convention and Exhibition Bureau (TCEB) presided over the opening of four big international trade shows at BITEC, Bangkok.

- The 17th Thailand Retail, Food & Hospitality Services (TRAFS 2023)
- The 19th Thailand Franchise Business Opportunities Bangkok 2023 (TBFO)
- The 8th ASEAN Retails 2023(ASEAN Retails)
- New Launch Pub & Bar Asia (PBA)

Mr. Kavin Kittiboonya, Managing Director of Kavin Intertrade Co.Ltd, the organizer welcomed Mr. Bhaskar Kalra, Attache (Commercial) & Assistant Permanent Representative of India to UNESCAP, Ms. Renu Verma, Director All India Association of Industries (AIAI) and other representatives from the Government, Representatives of Government Agencies as well as supporting associations.

This event showcases products like food equipment and supplies for hotels, restaurants, catering, coffee, bakery and retail businesses etc. in the Hotel, Restaurant & Catering industry. Kavin Intertrade Co., Ltd. is a leading trade fair organizer in Thailand with famous shows.

The company was established in 1999 and has achieved rapid business growth including gaining confidence and good acceptance from leading companies, government and private agencies and has been supported by various associations in Thailand and abroad.

In its 17th edition, TRAFS has served as the most effective face to face platform between sellers and buyers, to meet new potentials, to launch new products and services to serve the increasing demands of flourishing food services, hospitality businesses in Thailand and Association of Southeast Asian Nations (ASEAN) region and launch products and services to target customers and a platform to build relationships and business networks from all over the country and all over the world.

300 Exhibitors from 10 countries. A big success 17,294 visitors from 49 countries.

The 4-day Tradeshow was packed with many unique activities for the professionals to upskill their knowledge, i.e. professional seminars, workshops (food, coffee and bakery), live theatre by industry experts, as well as one on one business matching.

VISIT OF MR. BHASKAR KALRA, ATTACHE (COMMERCIAL) & ASSISTANT PERMANENT REPRESENTATIVE OF INDIA TO UNESCAP



Mr. Bhaskar Kalra, Attaché (Commercial) & Assistant Permanent Representative of India to UNESCAP visited the India Pavilion, which has been valuable and a morale booster for our fellow exhibitors. They have gained more confidence to extend their mission with us. They are discussing their successful experience with their colleagues



Mr. Kalra proposed that the All India Association of Industries (AIAI) should organise an Exhibition in Thailand with participation of 100 Indian companies, which shall be supported by the Embassy of India.

Our President Dr. Vijay Kalantri has extended his interest to plan a dedicated exhibition in Thailand with large participation from India with the support of the Ministry of Commerce & Industry and Ministry of External Affairs, Government of India.

Dr. Kalantri added that TRAFS 2023 had a participation of Hotel/Food Equipment and Supplies, Chilling and Freezing Equipment, Cleaning Equipment and Supplies, Laundry Equipment, Bakery Packaging, Tableware/Kitchen Utensils, Mattress and linens, Furniture in and outdoor, Vehicles/Golf carts, Amenity/Spa products, Uniforms, Coffee, Bakery and Ice Cream Equipment, Ingredients and Supplies, Coffee Beans/ Syrup/ Accessories, Bakery Packaging and others. Meat and Poultry, Seafood's, Fine and Ready-to-Eat Food, Food Ingredients, Dairy Products/Cheese, Wine, Beer, Liquor Halal Food. information System, Signage/LED Display, Security etc. Our members were glad to participate and are look forwards for such opportunities.



**VISIT OF MR. SIDDHARTH PAWAR ASST. SECTION OFFICER,
IC MSME SECTION, MINISTRY OF MSME, GOVERNMENT OF INDIA**



All India Association of Industries



Bharat Spices Pvt. Ltd.



Bimal Pharma Pvt. Ltd.



Dr. Nutree Health Products LIP



Regal Kitchen Specialty Foods



Lakshmi Metal Craft Pvt. Ltd.



Regal Kitchen Foods



Dhaani Foods



Trackmark International

VISITORS AT THE STALL



NAMES OF THE DELEGATES

Ms. Renu Verma (Delegation Leader)

Director – All India Association of Industries (AIAI)

Ms. Rajshri Kolekar

Advisor – All India Association of Industries (AIAI)

Mr. Jagdish Parikh

Director – Bimal Pharma Pvt. Ltd.

Ms. Anupama Padhi

Proprietor – Dhaani Foods

Ms. Aarti Sharma

Senior Dietician – Doctor Nutree Health Products LLP

Mr. Siba Prasad Nayak

Jay Bharat Spices Pvt. Ltd.

Mrs. Madhusmita Mahapatra

Director – Lakshmi Metal Craft Pvt. Ltd.

Mrs. Vijaya Chandak

Proprietor – Naturesalm Co.

Mr. Vinay Sharma

Manager – Regal Kitchen Foods Limited

Mr. Gagan Datta

Asst. Manager – Regal Kitchen Speciality Foods Pvt. Ltd.

Mr. Varun Sethi

Director – Scoobee Pet Foods Pvt. Ltd.

Mr. Vinod Manchanda

Director – Trackmark International

Mrs. Pournima Shirishkar

Founder – Zhep Udyogini

The symbol of proven service

Over 1,35,000 Marutis already have it !



1, Turf View, Seth Motilal G. Sanghi Marg, Off Annie Besant Road,
Near Nehru Planetarium, Worli, Mumbai 400 018.

Tel : (022) 42005464. E-mail : sales.worli@vitesse.com, www.vitesse.in

CITY WORKSHOP (PRABHADEVI)

77A Palki Gully, Off Veer Savarkar Marg,
Prabhadevi, Mumbai 400 025

Tel:+91 (22) 24229747, Fax +91(22) 24360511

Email:ws_prabhadevi@vitesse.com

WORKSHOP (ANDHERI)

Shah Industrial Estate, Plot 11, Link Road,
Andheri West, Mumbai 400 058

Tel:+91 (22) 26730787, Fax:+91 (22) 26730192

Email: ws_andheri@vitesse.com

WORKSHOP (VAPI)

Survey No. 137/1, 148/1NH No-08,
Near Karambele Station, Village Valvada,
Pin- 396105 (Via Vapi)

Tel:+91 (260) 2707301, Fax:+91 (260) 2707065

Email:ws_vapi@vitesse.com

IF IT'S MARUTI IT MUST BE VITESSE



WE CARE

FOR A CONNECTED, PROSPEROUS AND SHARED FUTURE

Reliance is India's largest and most valuable private sector corporation, with revenues of \$118.8 billion.

Reliance is ranked 45th on the Forbes Global 2000[®] list of the world's largest public companies, and 88th on Fortune's Global 500[®] list of "World's Largest Companies" for 2023.

Along with Reliance Foundation – India's largest corporate philanthropic organisation, which has touched the lives of nearly 70 million people – the one common unifying thread that runs through everything we have accomplished at Reliance is the spirit of care and empathy, with an unrelenting focus on securing a sustainable and prosperous future for generations to come.

Because Reliance was founded as a corporate that cares.

