



WORLD TRADE CENTER™
NAVI MUMBAI

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Trade Investment Promotion Services
TIPS News Bulletin

October to December 2022



WTC Navi Mumbai is the Regular Member of the World Trade Centers Association (WTCA) New York

In this season of New Beginnings,
New Hopes & New Joy

Wishing for you Every Happiness,
Prosperity & Continued Success ...



Tips Bulletin - October to December 2022

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Editorial - Growth of Indian Economy



The global pandemic in the past two years had significantly affected the India economy. However, in 2022 with the impact of COVID-19 being reduced and all the restrictions imposed being lifted up the economy has slowly recovered. India recorded an increase in growth rate in 2022. The Indian economy has reached to a predictable stage.

The Indian economy is expecting an increase in growth rate around 6% to 7% in FY23. This indeed is excellent if it materialises. But many leading analysts are expecting India to perform well not only for itself but also for the world by becoming an engine of growth for the global economy. At the same time, it is also expected that India will become the most populous country in 2023 surpassing China. India's population is expected to reach 1.428 billion which will be marginally higher than

China's population which will be 1.426 billion as per reports. This is rather a not so good development for the country.

The RBI is all set to launch India's first very own digital currency. The aim of launching digital rupee is to provide an additional payment avenue to users rather than replacing the existing forms of payment systems. This is an interesting development. India is the first country to adopt digital currency in the world and has the advantage of a beginner. Let us wait and watch how this develops in future. Keeping in view the increasing trend in Rupee trade with some countries, this augurs well for India's foreign trade.

Indian FDI is expected to reach \$475 billion in the next five years. India is expected to achieve USD 2 trillion export target by 2030. It is also predicted that India will sustain the export momentum and by 2047 it will become USD 30 trillion economy with 25% share in exports. Relationship between FDI and exports need to be explored further.

India has assumed the G20 presidency from Indonesia on 1st December, 2022. For the first time, India is going to hold the G20 leaders summit in 2023. This is a remarkable achievement for the country that reveals the significant prestige it enjoys at the global level.

India is signing a free-trade agreement with UK, European Union and with Gulf nations. The Economic Cooperation and Trade Agreement [ECTA] signed between India and Australia in order to encourage business growth between the two countries will take effect from 29th December 2022. This partnership will benefit India in the following ways- Australia as part of this partnership will provide zero-duty access to India for 100% of its tariff lines. Additional 1 million jobs will be generated in India, this will result in an increased in direct investment from Australia. Over 1 lakh Indian student will benefit from post study work visa in next few years. Finally A Very Happy New Year 2023 to all WTC Members, Associates, Readers and others.

WTC Navi Mumbai Activities

Chinese Exhibitions @Mumbao Get A Good Response



- 8th China HomeLife and 8th China Machinex Exhibitions were held at Mumbai during December 13- 15, 2022. These popular exhibitions of Chinese products and technologies in Mumbai were held after a gap of three years due to Corona Pandemic.
- The exhibitions organized successfully were supported by the WTC Navi Mumbai as well as many industry chambers and associations. The Expos elicited an excellent response with participation of over 400 Chinese companies, about 10000 business visitors every day, matchmaking / B2B meets as well as the well-attended conferences.
- Many members and associates of the WTC Navi Mumbai took an opportunity to visit the Expos for business development as well as to participate in the conferences. The exhibitions covered a wide range of products such as building materials, consumer goods, electronics machinery, textiles & Garments, gifts, plastics machinery and so on.
- The conferences were held on diverse topics such as: Plastics and Electronics Machinery, International Business and Finance and Sustainability in Manufacturing. Mr. Harshwadan Parikh the WTC Navi Mumbai Faculty was the Chief Coordinator for these conferences. As many as 70-75 delegates participated in each of the conferences.
- International Business Conference Guest Speakers included Mr. Harshwadan Parikh, Mr. Jayant Ghate of WTC Navi Mumbai and Mr. Shobhan Savai of Crescent Opto. Mr. Parikh spoke about Practical Aspects of Organizing Export & Import Business and explained the Growth Potential of Electrical & Electronics Industries in India. Mr. Ghate highlighted Important Trends in International Trade & Global Markets and touched upon the role played by the WTCA and the WTC Navi Mumbai in trade promotion. Mr. Savai explained the LED Lighting Technology and its Present Status and Opportunities in India.
- Overall these Chinese Exhibitions proved to be a great success in Mumbai

International Trade and FDI Conference at Goa



The Conference highlights included Theme based Sessions, Press Conference, Channel Partners Presentations, a small Exhibition and B2B Meets among the participants. Most of the Sessions were shown live on Zoom Platform attended by as many as 100 participants globally from various countries.

Theme based Sessions were presented by dignitaries namely Dr. R Gopal Director of DYPUSOM, Mr. Jayant Ghate Advisor of the WTC Navi Mumbai, Mr. Rajat Srivastava Regional Director of EEPC and Mr. Harshwadan Parikh Trade Advisor and Analyst. Dr. Gopal spoke about India's international trade and foreign direct investment especially in education sector. He highlighted that there has been significant increase in FDI in India in many sectors and India accounted for as much as 13 percent of global FDI of USD 75 billion in 2021, highest share.

Mr. Ghate presented the Role of WTCA, WTCs Network and WTC Navi Mumbai in promoting "Prosperity through Trade and Investment". He mentioned that WTC Navi Mumbai promoted by Raheja Universal Group has "Bringing the World Together" as its Mission and provides WTC trade services since long. He traced growth trends in international markets, changes taking place in trade and market composition as well as India's competitiveness in recent years.

Mr. Srivastava highlighted India's SWOT analysis in relation to global trade and how EEPC is promoting engineering exports for the benefit of its members and other MSMEs. Product and market diversification and technology/innovation were the keys to achieve success. Mr. Parikh underlined importance of practical aspects of doing export and import business and explained the case study of electrical and electronics industry.

Mr. Bhaskar Dastidar CEO of Global Expo announced its future plans for development of Goa region and expressed satisfaction over the outcome of the Conference in terms of discussions, B2B meets and positive State response.

WTC Navi Mumbai Supports CIIA 2 - 2023

WTC Navi Mumbai is the supporting organisation for CIIA 2- 2023 being held at Nehru Center, Mumbai during February 1- 3, 2023. This event organised by Creative Ideas for Innovation In Action, Marshall Foundation includes a competition of Innovations, exhibition and awards for the winners. The Innovations are expected to be displayed in the diverse sectors such as agriculture, industry, automobiles, alternative energy, laser gadgets, defence, astronomy, electronics and artificial intelligence. The organisers have received more than 600 ideas/ innovations from various technical institutions as well as schools/ colleges and start-ups.

WTC Members and Associates are invited to visit and participate in the event.

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Innovations Bring Change, Success and Prosperity for Industry to Thrive & Flourish.






CALLING

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90 EMPANELLED INSTITUTIONS

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WTC Navi Mumbai Faculty - Mr. Harshwadan Parikh Profile



Mr Harshwadan Parikh has been regularly contributing to the World Trade Centre Navi Mumbai service/ activities as a WTC faculty for its trade education programs as well as seminars and workshops as a guest speaker. Most recently he addressed the international trade and FDI conference at Goa organised by World Trade Centre Navi Mumbai, DY Patil and global Expo India. He has also been closely associated with other associations and organisations.

He has an experience of 40 years in marketing in India and overseas Market specialised in electrical and power industry like switch gear, control gear, automation, electronic protection devices and components, power transmission, and lighting.

He has completed his BE electrical from university of Mumbai and D.E.I.M extension course in International Trade. He has completed certifications on practical training by Bureau Of Energy Efficiency organised by National Training Power Institute, under Ministry of Power.

He has been a international speaker at Hong Kong and Korea. He has done an extension course in International management. He has done extension course in International Management, from Cuo Business school Italy. He is an Associate member of IEEMA,EEPC, and honorary member of Korean International Trade organisation. He has been awarded a certificate as a global sourcing associate by KITA, Korea. He has been honoured by an award by HKTDC Hong Kong. He was also the director of Lions Club from 2019 to 2020.

WTCA NY Activities

WTCA Member Forum 2022

The WTCA Member Forum 2022 was a three- day program scheduled from 23rd October to 25th October. The WTCA Member Forum is one of the association's signature programs which is open for all WTCA Members. The conference is taking place both virtually and in person at the New York City. This year it will feature- networking, workshops and more. The 2022 forum highlighted "Innovation & Connection: Celebrating the Power of the Network."

A wide variety of topics were discussed in the conference. Topics ranging from how WTCA can improve its facilities and services for better experience of their clients, animal rights to sustainable products etc. They also talked about the opportunities in Businesses in different countries.

Some of the major Advantages of attending this conference were-:

- The member forum had gathered representatives from World Trade Centre's all around the world which is a good opportunities for the members to connect with each other.
- Gain insights from around the WTCA network. WTCA Members are invited to share the innovative ways they adapted in the last few years
- Get to know updates from the WTCA executive team, Board of Directors, Regional Advisory Councils and Member Advisory Councils. learn how WTCA Members are connected like never before, regionally and globally

WTCA Asia Pacific Regional Meeting 2022



The Asia Pacific Regional meeting took place virtually on 21st September, 2022. In order to promote inclusiveness and connectivity this Regional meeting covered all sub regions both English and China this time. This will also enhance the impact of Regional meeting.

The 2022 Asia Pacific Regional Meeting featured WTCA updates including briefings from HQs, regions and MACs/WTCAF.

It was followed by the WTC update session where operations of different WTC's were shared operation and looked into the progress from the whole regional network. It was followed by sharing and discussion session on WTC service development in the region which includes four case studies representing broad spectrum of markets, business models, development stages and unique challenges.

WTCs Around The World

National Seminar 22 **Metaverse** - Experience The New Universe for Sustainability

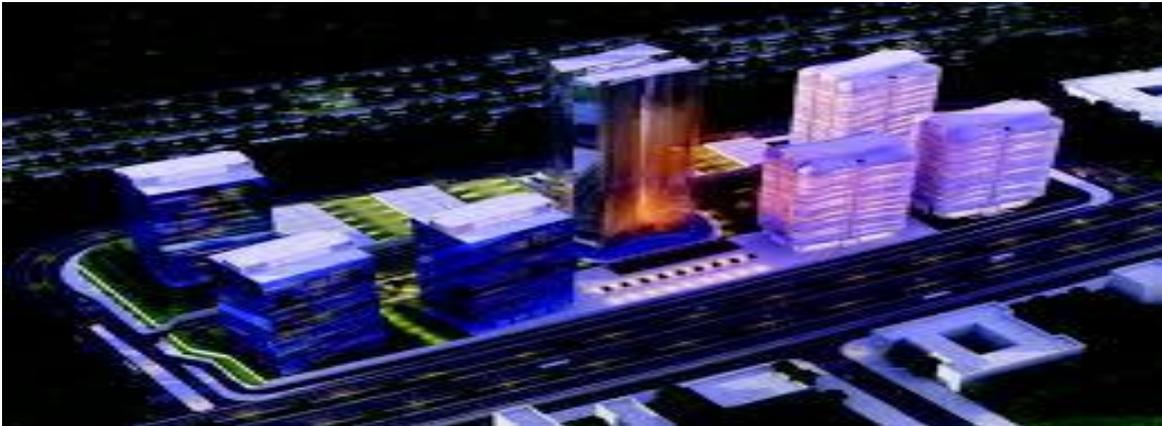


The 23rd edition of the National Seminar was conducted on the 24th of September 2022 at Symbiosis Centre for Information Technology. The theme for the Seminar was **Metaverse: Experience the New Universe for Sustainability**. Dr. Bose K. Nair was the Chief Guest of the event who is currently working as a Vice Chairman of APAC Member of the Advisory Council (MAC) on trade services and was a former president of WTC Evangelist in Shamshabad and Visakhapatnam. Mr. Pradeep Sekar was the Guest of Honor and also the speaker for the event. He is an esteemed alumnus of the Indian Institute of Management, Shillong, and is currently working as the managing director at Optiv Inc. The speakers for the event were Mr. Aditya Phadnis, Mr. Krishnan Sunderarajan, Miss Krutika Lodaya, and Mr. Pradeep Sekar along with Mr. Vinay Sabnis as the moderator. Points of Discussion:

- What are the core functionalities that support the idea of Metaverse?
- How does the Metaverse work in reality?
- What new dimensions will the Metaverse open for sustainability?
- Are regulators ready for the Metaverse?
- How will the Metaverse unfold and transform enterprises?
- How will the Metaverse reframe human-centered experiences?
- How can Metaverse impact Automation Industry and Financial Services?
- How can Metaverse be accommodated the current technologies in the market?

Metaverse are crucial in giving the necessary importance and taking action on SDGs. Important areas where we can look for solutions to SDGs with the metaverse are **Good Health and Well-being, Quality Education and Climate Action**. By utilizing the metaverse platform, we can touch upon every area over time, create awareness in and emphasise the importance of sustainability. In this way, by 2030, we can build a world where people can live their lives in peace and prosperity and protect our planet.

WTC Abuja Strengthens Ties With Turkey



The World Trade Centre, Abuja has signed an memorandum of understanding with Turkey on 5th November 2022, to strengthen the trade ties between Nigeria and Turkey. With a focus on bilateral cooperation, both parties have indicated interest in fostering a long-term partnership to strengthen and expand trade ties.

Representatives from both sides were present at the signing ceremony including Group General Manager of Sales and Marketing (WTC Abuja), Mr. Karim Ahmed, General Manager of Operations (WTC Abuja), Mr. Ibukun Adeogun, Trade Services Manager (WTC Abuja), Ms. Wuraola Onigbogi, Chairman of Export Development Commission (MUSIAD), Mr. Abdulkadir Sickaryuz and Director of Foreign Relations (MUSIAD), Mr. Zeyd.

The major highlights of the Memorandum of Understanding include:

1. Both parties will endeavor to collaborate on mutually agreed activities in the fields of Trade and Industry, Finance, and Investment that will be mutually agreed upon.
2. Both parties will strengthen its cooperation to enhance and promote Bilateral Trade and Investment to advance economic growth.
3. The Partnership will be centered around regular exchanges on Bilateral and Multilateral Economic and Trade issues as well as the exchange of expertise, resources, projects, and incentives.

WTC Lisboa Teams Up With Sebrae



Sebrae is an Brazilian non- profit private entity promoting sustainable and competitive development of small businesses. It was established in 1972 in Brazil. It aims to foster entrepreneurship in the country by providing support to small businesses. It' s focus areas are development, research and promotion of small areas by framing socio- economic development policies. It also offers courses and lectures for micro and small businesses in order to help them improving their business. As per Brand Asset Valuator Study, it has been ranked as the 8th strongest brand in Brazil in aspects such as differentiation, relevance, respect, and familiarity. The enterprise has over 2.694 service centres all over Brazil and has received more than 8 million visits from small businesses who are looking for training, access to credit or partnerships.

Sebrae is teaming up with World Trade Centre Lisboa. This initiative will provide an opportunity to almost 21 million small scale enterprises for internalisation of their business from Brazil to Europe, Africa and Asia/Pacific.

Ever since this project has begun many enterprises have approached Sebrae with the aim to access Portugal market and prepare their operations to deal with global markets. Brazilian companies take their first step towards internalisation by capturing Portugal market as they have similar culture and speak the same language.

World Trade Centre Lisboa welcomes World Trade Centres from all over the world to get in touch with them if they know companies interested in trading with Brazil. As this will be good opportunity for the international companies to gain a better understanding of the Brazilian economy, culture and society by making use of the support and expertise of the Sebrae.

Trade and Investment Opportunities in Kenya



Kenya and India have a long history of bilateral ties. According to High Commission from India to Kenya, the relationship between India and Kenya today has developed into a strong and multifaceted partnership that is characterised by frequent high-level visits, growing commerce and investment and substantial people to people contacts.

Kenya can be a trade gateway for India not only to the African continent but also to USA and Europe. WTC Mumbai and All India Association of Industries organized an interactive meeting with Ms. Irene Oloo, Deputy High Commissioner of the Republic of Kenya and other senior officials of the Kenyan trade mission in India to discuss the scope to improve two country's economic ties.

The event was inaugurated by Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai. In his welcome remarks he said, "The current level of USD 2.5 billion bilateral trade volume belies the true potential. We can double this trade volume if both the countries explore business opportunities in mining, oil and gas, agro products, including avocados, tea, coffee etc. WTC Mumbai will facilitate exchange of two-way trade delegation to strengthen relations beyond just wildlife tourism to other sectors such as manufacturing, services and agro-processing."

Further the session was addressed by Mrs Irene Oloo, Deputy High Commissioner of the Republic of Kenya. Speaking on this occasion, Ms. Oloo remarked, "India can be a strategic partner in Government of Kenya's Vision 2030 - to transform into a newly industrialized middle income country. This is an amazing time for India to partner in this Vision by strengthening our relations in affordable housing, universal healthcare, food & nutrition security, blue economy and manufacturing which are the priority areas of our government."

Mr. Ajoykaant Ruia, Vice Chairman, MVIRDC WTC Mumbai proposed the vote of thanks for the event. The programme was attended by delegates from trade & industry, tech companies, consular corps, financial institutions and academia.

Book Reviews

Avoidable Mistakes by MSME Owners

The micro, small and medium- sized enterprises play a very significant role in the Indian economy by contributing almost 40% to the Indian GDP and 60 to 65% to the employment in our country. In the book "Avoidable mistakes by MSMEs" penned down by CA Mr. Atul Donde, some of the mistakes made by the promoters which is becoming a hurdle in the growth of MSME sector has been clearly articulated and highlighted. These mistakes are majorly because of the reluctance, ignorance and "let go" attitude of the entrepreneurs. If given proper attention then these can be avoided. He has also mentioned the requirements to set up a business and ensure its smooth operation. He started with talking about the types of business like proprietorship, partnership etc he can set up with the available knowledge, skill, resources and his capacity to invest. Further he elaborated about the compliance with certain statutory registrations and the necessity to maintain and update them. Some other important are-: proper delegation of work is needed, documentation is very necessary to keep a track on the happenings, training of employees, inculcating good banking habits, updating new technology and proper financial planning.

These things are necessary for a business to ensure smooth operation, also grow and survive in the long run. This book has very clearly pointed out where and how the promoters can avoid these mistakes. This is a must read book for the promoters as well as for the individuals aspiring to be an entrepreneur.

Laws of E-Sign

Electronic signature [e-sign] is an electronic representation of an individual's will to concur with content of the documents or a set of data. E-sign is regulated by several laws and complying to these laws becomes necessary when using e-sign. These laws are effectively articulated in the book "Laws of e-sign" authored by Ancha Venkata Samarth, Aditya Patel and Vinodini Srinivasan. In India the information technology act 2000, is

regulates the electronic and certificate based digital signatures and following are the rules made under this act-

- Information Technology (Certifying Authorities) Rules, 2000;
- Digital Signature (End Entity) Rules, 2015; and
- Information Technology (Use of Electronic Records and Digital Signature) Rules, 2004.

Electronic authentication methods or procedures that are listed in the Second Schedule of the IT Act must be used in order for an electronic signature to be considered valid. The authentication techniques and procedure mentioned in second schedule are-: Aadhaar e-KYC, Other e-KYC service [eg. e-KYC using PAN card]

[Book Reviews by- Ms. Ananya Bhattacharya, WTC Intern]



Global Innovation Index 2022 : India Up 6 spots, First Time in Top 40

This was mainly due to an improvement in information and communication technologies (ICT) services exports, venture capital recipients' value as well as finance for start-ups.

Indias rank has risen by 41 places since 2015, when it was at the 81st spot. The India rose to 40th among 132 countries in the Global Innovation Index 2022, jumping six places from a year ago, according to the rankings released by the World Intellectual Property Organisation (WIPO).

This was mainly due to an improvement in information and communication technologies (ICT) services exports, venture capital recipients value as well as finance for start-ups.

Indias rank has risen by 41 places since 2015, when it was at the 81st spot. The countrys rank stood at 46 in 2021 in the index that tracks innovation both in government policies and industry practices.

Switzerland, the US, Sweden, the UK and the Netherlands are the worlds most innovative economies, with China on the threshold of the top 10. Other emerging economies are also showing consistently strong performance, including India and Turkey, both of which entered the top 40 for the first time, an official statement from WIPO said. India has overtaken Vietnam (48th) as the top lower middle-income economy for innovation.

With their rise in terms of innovation performance in the shadow of shocks to global supply chains, Turkey, and India are positively enriching the global innovation landscape, while Indonesia shows promising innovation potential,

India Innovating Like Never Before! India climbs to the 40th rank in the Global Innovation Index of WIPO, a huge leap of 41 places in 7 years. The steady rise, rapidly emerging as the "Global Innovation Hub".



In our pursuit to achieve business continuity and keeping in mind the diversity of buyers, the GeM services team is continuously investing time in researching new services. Our Design thinking approach by empathising with buyers helps us understand what kind of services buyers want and how we can bring the right service providers related to those services on GeM.

Recently launched most impactful services on GeM - Government E-Marketplace:

Data Warehouse Consulting Service, Data Warehousing Services
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Mines/Minerals Drilling Services, Oil and Gas Drilling Service
Water Drilling Service,, Data Anonymization Service
Data Annotation Service, Cash In Transit Service
AMC of Integrated Security and Surveillance System Service
System Integration Service to Integrate IoT Sensor-Based Monitoring of Rural Water Supply Systems Service,
Mine development Operations Service

There are more services that we are working on and would be made available to the buyers in coming months, few of such services are:

Hiring of Boat and Hiring of Vessel Service
Design, Supply, Installation and Commissioning and Maintenance of Roof Top Solar Power Plant Service



Outdoor Advertising service, Hiring of Water Tanker Service

DTH/Cable service - Direct-To-Home (DTH)

Hiring of agency for achieving climate action targets Service

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Get Keyword based Unlimited Tender alerts in your inbox based on your business profile.



Request for Quotation Tool:

Send an invitation to bidding for specific requirements from multiple suppliers and get responses from registered suppliers.



Award of Contract (AOC) Information:

Get detailed information on Tenders Awarded in past including information on L1.



Post Discount & Bulk offers:

Post Attractive offers and bulk purchase discounts on products.



Country Specific Global Tender Notices:

Latest International Procurement Notices from United Nations Development Programme (UNDP), World Bank, International Labour Organization (ILO) etc.



Quick Links:

View various schemes of Ministry of MSME, Government of India and NSIC.

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- Financial Support for Handholding and Technology Upgradation

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Register FREE on www.zed.msme.gov.in

MSME Sustainable (ZED) Certification Scheme

MSME Sustainable [ZED] Certification Scheme of Ministry of MSME has been launched on April 28, 2022. Under ZED Schemes few incentives are listed below.

- Joining reward of Rs. 10,000/- for ZED Certification.
- MSME KAWACH a COVID-19 Support initiative of Ministry of MSME, free of cost.
- Subsidy on Certification Cost: 80%, 60% & 50% for Micro, Small and Medium Enterprises respectively. Additional subsidy of 10% to the MSMEs owned by Women/SC/ST Entrepreneurs OR MSMEs in NER/Himalayan/LWE/Island territories/aspirational districts.
- Financial Assistance: For availing Testing OR Management Systems OR Product Certification, of upto 75% of the total cost of Certification, with the maximum ceiling of subsidy being Rs. 50,000/-
- Graded Incentives: MSMEs can avail graded incentives as prescribed for the three ZED Certification Levels by various Ministries, State/UT Governments, Banks & Financial Institutions.
- MSMEs registered under Udyam can directly register, take the ZED Pledge, apply for ZED Certification and avail various benefits.



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WORLD TRADE CENTER NAVI MUMBAI

WTC Navi Mumbai Membership Benefits

Membership advantages / Benefits:

- Global Recognition.
- WTCA and WTCA Network is a Global Brand known for Best Quality Practices.
- Your Membership Brings you Global Recognition to start with. 330 WTC's operating in 92 countries provide reciprocal Membership Services Such as: Office Space, Business Centre, Exhibition / Meeting Rooms, B2B Opportunities, Seminars / Workshops,
- WTC Club, Hotel Discounts, etc.
- WTCA / WTC card to the Member for access to these services.
- There are 750000 Business and other organizations are 15000 experts are associated with WTC's Network. You can Count on this for any of your International Business Needs.

National & Local Benefits:

- WTC Navi Mumbai offers significant benefits in terms of Access to the Global WTC's Network.
- Knowledge Services include: Trade Information, Education and Trade Mission.
- International Trade Library & Databases for Reference.
- Participation in Seminars & Training Programs, Mentor Events.
- B2B Meetings with incoming Trade Delegations.
- Referrals to Overseas Embassy's / Consulates in India for Visa purpose.
- Facilities: Temporary Offices & Meeting Rooms.
- Value-added Market / Export Surveys, Industry Studies, Research (@cost).



WORLD TRADE CENTER™
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**Membership Application
Form**

Name of the Company in BLOCK letters:

GST No.: Pan Card No. :

Year of Establishment:

Office Address:

Contact No. & Fax No. (if any):

Email id:

Company Website:

Representative Name/

Mobile Number:

Email Id:

Company Profile (Attach brochure, Business Interests (Pls specify), Export Import Countries & Products, Investment & Technology.

Annual Fees: Rs. 2950/- All inclusive. Payable by cheque / DD in favour of "Raheja Universal Pvt. Ltd."

Authorise Signature & Company Seal