

---

# Trade Investment Promotion Service

## TIPS News Bulletin

---

Volume III/Issue No.8

Dec 2018/Jan 2019

---



**“Bringing the World Together”**



**Wishes All  
Members & Associates**



## Table of Contents

Sr. No.	Description	Page No.
<b>1.</b>	<b>Editorial Commentary</b>	<b>4</b>
<b>2.</b>	<b>WTC Navi Mumbai Upcoming Events</b>	<b>5</b>
<b>3.</b>	<b>WTCs around the world &amp; in India- Business Opportunities &amp; Leads</b>	<b>6</b>
<b>4.</b>	<b>Understanding India's Foreign Relations &amp; Policies</b>	<b>8</b>
<b>5.</b>	<b>WTC Navi Mumbai Activities</b> <ul style="list-style-type: none"> <li>▪ WTC Navi Mumbai Special Session on SME's funding</li> <li>▪ WTC Navi Mumbai Supports China Exhibitions at Mumbai.</li> <li>• Import-Export Training Repeated</li> </ul>	<b>10</b>
<b>6.</b>	<b>WTC Navi Mumbai Important Membership Benefits &amp; Application Form</b>	<b>12</b>

## WTC Navi Mumbai brings the World of Information on Trade & Investment....

### Important Global Trade and Indian Economy Developments

Important developments in international business environments from the viewpoint of India are identified and highlighted below. These will certainly have short as well as long term significance and impact for India's economy and business especially at the global level:

- **New Year Greetings for 2019:** WTC Navi Mumbai takes great pleasure in wishing its Members and associates a Happy New Year 2019. Let the New Year bring you fulfilment of your business Goals, Targets, Commitments and Success.
- **Sugar Exports from India:** India has become the top producer of Sugar in the world. No doubt a commendable achievement. We should also aim at becoming the top exporter of sugar and removing the tag of diabetes capital of the world. Innovations in sugar by-products such as Ethanol are an important need of the hour.
- **China Cooperation & China-US Trade War:** India and China are increasingly coming together for pursuing trade and investment growth. Though China and USA are trying to contain and reduce their Trade War, India has an excellent opportunity to gain from its China focus if properly pursued. In fact it may be desirable to explore a Common Market Idea intensively since both the countries are not members of any Regional Block worth mentioning. China is ahead of us in most of the economic sectors and we have to learn a lot from them especially in the areas such as Infrastructure and Manufacturing.
- **India to Host G20 Summit in 2022:** India has been awarded the Host Status to organise the G20 Summit in 2022. It is indeed a significant achievement and indicator of improving image of India at the global level. India's Prime Minister has made special efforts to improve India's relations with the world by personal visits to many countries and now it is paying off. One may also note that India's rank in Ease of Doing business has substantially improved over the previous 3-4 years period.
- **India's Policies on External Relations:** Understanding Foreign Policies adopted by India since independence in 1947, has always attracted attention of the world. Peace & Prosperity have always been the pillars of India's foreign policies. A special article on this theme has been incorporated in this issue of TIPS Bulletin. It highlights important issues which are currently relevant & future prospects.
- **Climate Control Agreement (Paris):** USA has agreed to continue with the Climate Control Agreement, Paris. Without doubt this is an excellent decision and will contribute effectively to the global need of the hour especially in the areas of environmental control and protection, thereby, changing the ways businesses think in terms of their future growth and development.

## A) WTC Navi Mumbai Events

WTC Navi Mumbai has planned following Trade Promotion Events in the immediate future for the benefit of WTC Members as well as its Associates

Readers are requested to make a note of the same.

- 1) WTC Navi Mumbai New Office Location is: WTC NM @ Raheja TESLA Industrial, Unit No. 24/25, MIDC TTC, Juinagar, Navi Mumbai (Near Prabhat Dairy & Mercedes Service Center).**
- 2) WTC Navi Mumbai will Host the Committee Meeting of IMC Chamber of Commerce, Navi Mumbai at its New Office on 10<sup>th</sup> Jan 2019.**
- 3) Doing Business with Ecuador 17<sup>th</sup> Jan 2019.**
  - As part of Country Seminars Series, WTC Navi Mumbai will be organising this program highlighting India's Trade & Economic Relations and Opportunities thereof with the Latin American Country, Ecuador.
- 4) WTC Taipei program on 22<sup>nd</sup> Jan 2019 & Delegation for TIMTOSS Taipei 2019.**
  - WTC Taipei (Mumbai Office) is receiving a Taiwan Trade Mission (Over 20 Delegates) at Mumbai on January 22, 2019 and is organising a seminar and B2B meetings on this day. (Venue & Timings: TBA)
  - WTC Taipei (Mumbai Office) has plans to take a Trade Mission from India to one of the world's largest Machine Tools/Machinery Exhibition TIMTOS- 2019 being held at Taipei during March 4<sup>th</sup>-9<sup>th</sup> 2019. An important part of the mission is that WTC Taipei will provide the local hospitality (Free Accommodation for 4 Nights & Transportation) and the delegates will have to bear only their Airfare & Personal Expenses.
  - WTC Members & Associates interested in participating above two events are requested to contact Mr. Jayant Ghate, WTC Advisor by Email- [jayant.ghate@wtcnavimumbai.org](mailto:jayant.ghate@wtcnavimumbai.org)
- 5) WTC Mumbai & WTC Navi Mumbai joint program for GES 2019.**
  - WTC Mumbai is organising its Flagship event the Global Economic Summit- 2019 during March 6<sup>th</sup>-9<sup>th</sup> 2019. Theme of the event is 'Services Sector Competitiveness' and More than 30 countries including WTC's and TPO's are participating. The event will have Conference, Exhibition, B2B Meets as well as Industrial Visits.
  - WTC Navi Mumbai & WTC Mumbai propose to organise a joint program on the theme of "Services Sector Competitiveness" and to promote the event at Navi Mumbai.
  - Date, Timings & Venue: TBA.

## B) WTCs around the World : Business Opportunities & Leads

### WTC Rotterdam, The Netherlands

#### RENEWED BUSINESS CENTER NOW OPEN AT WTC ROTTERDAM

##### **Rotterdam's 'business showcase' opens 24/7 for business**

The entirely renovated Business Center in the World Trade Center Rotterdam is now open and in use. The flexible working space of over 800m<sup>2</sup> was opened during the enjoyable housewarming party attended by about 200 interested guests. The offices and co-working spaces, which underwent a major renovation, were moved from the fourth floor to the first floor. The new Business Center now overlooks the Coolingsingel 24 hours a day. The Business Center has been enlarged significantly and now welcomes more businesses that want to operate in this international working space. WTC Rotterdam already houses about 150 large and medium-sized companies, and the new Business Center can accommodate more than 180 entrepreneurs. The move is part of a major overhaul of the historic building.

##### **Rotterdam's industriousness is visible 24/7**

The flexible working space is moving from the fourth to the first floor. The Business Center will then be accessible immediately to the left of the WTC Rotterdam entrance. Jeroen Redder, Business Center manager says that "The stock exchange building has always been at the heart of hard working Rotterdam and its business network. The renovated work space, improved layout and almost half as much space than when it was on the fourth floor has made the Business Center Rotterdam's business showcase. I mean this literally as now that it is on the first floor and the offices are open 24/7 for business, Rotterdam's entrepreneurial spirit is always visible from the outside."

### WTCA General Assembly, 2019 at Queretaro, Mexico

#### WARMING UP FOR THE 50TH GA 2019 IN QUERETARO, MX.

Carlos Uribe, Director of Operations of WTC Querétaro, attended last November 14th the Latin American regional meeting in WTC Asuncion where more than 35 participants from different delegations of World Trade Centers were present. It is an annual event where a space is provided for networking between the local business communities with representatives of the business world of the WTC network. Carlos had a space to make a presentation of the next General Assembly of the WTCA that will be held for the first time by WTC Querétaro in the city of Querétaro, Mexico next year from April 7th to 11th, 2019.

Today, Queretaro is at the peak of industrial, business, technological and business growth in Mexico. It is an important tourist destination because it has a privileged location in the center of the country and it is a city with history and tradition, for instance UNESCO named its beautiful historic center a World Heritage Site.

The next General Assembly will be of great importance as it celebrates its 50th anniversary and for Querétaro having been chosen as the official headquarters means a unique opportunity to catapult investments and business relations.

## WTC Toronto, Canada

### WTC-T LAUNCHES TRADE & INVESTMENT SERVICES OFFICE

World Trade Centre Toronto (WTC-T)'s first year was an exciting one for the Market Activation Program (MAP). We partnered with 34 organizations from the government, educational and private sectors to convene 4 outbound trade missions with 41 delegate companies, and host 11 inbound trade delegations with more than 300 companies engaged. In total, \$23.75 million in total revenue is projected from exports to mission markets.

2019 will see us visit six markets globally, all of which leverage Canada's multilateral free trade agreements: the United States-Mexico-Canada Agreement (USMCA), the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) and the Canada-EU Comprehensive Economic and Trade Agreement (CETA). There will be heavy promotion of Canada's research, innovation and commercialization economy, with trade delegations in the Cleantech (Mexico City and Querétaro in conjunction with the WTCA General Assembly), Fintech (London and Singapore) and Citytech (Barcelona) sectors, as well as continued focus on the Food & Beverage (Southern California) sector.

We also look forward to the launch of our new Trade & Investment Services Office (TISO)!

TISO will complement MAP by taking the lead on inbound trade delegations to the Toronto region. TISO will provide dedicated trade and investment attraction programs and services for countries or companies that do not have trade representation in Toronto and for those that would benefit from additional or enhanced resources in the region. Client services include:

- **Representation**— Qualified WTC-T staff who provide country-branded personal representation.
- **Connections & Access**— Direct access to the exceptional services and network provided by WTC-T and the Toronto Region Board of Trade.
- **Business Development**— Active business development for client countries and their clients.
- **Events**— Hosting of inbound trade missions and other bilateral/multilateral activities.
- **Investment Services**— Targeted investment attraction opportunities with businesses that are potential investors in the client country.

The WTC-T Trade & Investment Services Office is your partner in Toronto, providing trade development services and unparalleled access to the Toronto region's business and investment community. For more information, please contact:

**Jose Antonio Santoyo** (*Director, TISO*) T: 416.278.4494 | C: 416.841.0075 | E: [jsantoyo@bot.com](mailto:jsantoyo@bot.com)

## WTC Taipei, Taiwan

The Taipei Cycle 2018, top three cycling industry showcase in the world, concluded November 3 with fruitful results. The show attracted 33,885 visitors, including 4,932 overseas visitors, all eager to catch a glimpse of the latest trends of innovation and technology in the industry.

The 4-day event, organized by Taipei World Trade Center (TWTC), was held at TWTC Nangang Exhibition Hall 1 and TWTC Exhibition Hall 3. The visitors enjoyed variety of activities along with the exhibition, such as "TAIPEI CYCLE DEMO DAY" on October 30. The test ride was supported by 25 companies from 6 countries, nearly 1,000 buyers and the public test riding new models of bicycles from over 40 brands along scenic riverside paths.

TAIPEI CYCLE 2019 will be held March 27 through 30, using the newly-open Nangang Exhibition Hall 2 and the Hall 1.

For more details, please visit: <https://www.taipeicycle.com.tw>

## Understanding India's Foreign Relations & Policies

India is the sixth largest economy in the world by nominal rates and third largest in terms of purchasing power parity. It is also the fifth largest in the world, in terms military expenditure. India is a regional power, a nuclear power, a global power and a potential future superpower. India has a growing international influence and a prominent voice in global affairs. The Ministry of External Affairs India (MEA), also known as the Foreign Ministry, is the government agency responsible for the conduct of foreign relations of India.

India is a newly industrialised country, has a history of collaboration with several countries, is a component of the BRICS and a major part of developing world. India was one of the founding members of several international organisations—the United Nations, the Asian Development Bank, New Development BRICS Bank, and G-20—and the founder of the Non-Aligned Movement.

India has also played an important and influential role in other international organisations like East Asia Summit, World Trade Organization, International Monetary Fund (IMF), G8+5 and IBSA Dialogue Forum. India is also a member of the Asian Infrastructure Investment Bank and the Shanghai Cooperation Organisation.

Regionally, India is a part of SAARC and BIMSTEC. India has taken part in several UN peacekeeping missions and in 2007; it was the second-largest troop contributor to the United Nations. India is currently seeking a permanent seat in the UN Security Council, along with the other G4 nations.

India's growing economy, strategic location, mix of friendly and diplomatic foreign policy along with their large and vibrant diaspora has won it more allies than enemies. India has friendly relations with several countries in the developing world. Though India is not a part of any major military alliance, it has close strategic and military relationship with most of the fellow major powers. Countries considered India's closest include the Russian Federation, Israel, Afghanistan, France, Bhutan, Bangladesh, and the United States.

India has also forged relationships with developing countries, especially South Africa, Brazil, and Mexico. These countries often represent the interests of the developing countries through economic forums such as the G8+5, IBSA and the WTO. India was seen as one of the standard bearers of the developing world and claimed to speak for a collection of more than 30 other developing nations at the Doha Development round. India's Look East Policy has helped it develop greater economic and strategic partnership with Southeast Asian Countries such as South Korea, Japan, and Taiwan. India also enjoys friendly relations with the Persian Gulf Countries and most members of the African Union.

In terms of business, the closest and largest trade partners of India are the China, United States and the UAE.

In the recent years, especially with the Modi Government taking charge, India has vastly made its presence felt internationally with the Indian Prime Minister visiting more than 50 countries over the last four years to build and strengthen economic and diplomatic relations with countries all over the world. This was the first such initiative taken by an Indian Prime Minister since the Jawaharlal Nehru regime.

The initial aim of India is the "Neighbourhood first" policy where India tried to build stronger economic ties with all its neighbouring countries. India doesn't have the economic capability to invest that much in the economies of its neighbours. Therefore, India is not able to attract its neighbours as compared to China, which has been investing heavily in nearly all the neighbouring countries of India, thereby trying to gain a 'geo-economic' as well as 'geo-strategic' advantage over India. But India does offer a huge market and massive opportunities for the countries closely associating in trade with the Indian subcontinent. India also aims to strengthen its ties with the United States given the current situation and the unsuitability in the region. India's engagement with US has seen a major jump in the recent years.



To sum up, India's foreign policy is in a transitional phase where new friendships are being made while the old ones seem to be drifting away. India's relations with its immediate neighbours have been a matter of concern while India's engagement with the outside world has been improving. Increasingly, India's stature in international relations is increasing as India is making desperate efforts to be a part of all the major groupings in the world.

There are certain aspects which can cause a great impact on the Indian economy and it is very essential for India to look out for these in the year 2019: -

- USA pulling soldiers out of Afghanistan.
- Saudi Arabia Crown Prince Mohammad Bin Salman Al Saud visiting India.
- India-UAE-Saudi Arabia: India's focus on the West Asia outreach.
- Keeping the neighbourhood in mind, India should keep continuing with its South Asia outreach.
- US-China-Russia Cold War will have an impact on India.
- Elections in countries such as Indonesia, Australia, Bangladesh. These elections are closely being monitored by India. Any change of guard, especially in Bangladesh which goes to polls on December 30, can change the dynamics in this region.
- UK-Brexit: The UK is due to leave the EU on 29 March, 2019. India is preparing itself to work with the UK irrespective of what happens in the coming year since the British PM Theresa May has been facing a lot of challenges.

With high levels of volatility in the global economy, it becomes very essential for India to adapt strategies which are long-term oriented.

**(Written by: Abhishek Bhattacharya, MBA - D Y Patil Univ. School of Management)**

## WTC Navi Mumbai Special Session on SME's funding

World Trade Center Navi Mumbai successfully organised an Interactive Session with the National Stock Exchange (NSE) at the WTC Office at TESLA Industrial Raheja District II Juinagar TTC Indl.area on December 14, 2018. IMC Chamber of Commerce Navi Mumbai was the Co organiser.

Jayant Ghate Advisor WTC Navi Mumbai welcomed the participants. He explained the role of WTC Navi Mumbai in international trade promotion as a Member of the global network of the WTCs Association (WTCA NY ) and its services for the benefit of Navi Mumbai region industry and business. R K Jain Chairman of IMC Navi Mumbai explained the importance of raising funds through Stock Exchange especially for MSMEs.

“Currency Risk Management and SME Funding: Role of Capital Markets by NSE ” was the theme of the Session. Gagandeep Singh Manager of NSE described the SME funding scenario and underlined the need for raising funds through Stock Exchange. He explained the facilities available at NSE and how to make effective use thereof by MSMEs. He mentioned that nearly 200 SMEs have so far utilised NSE Platform and raised nearly Rs. 300 crores funds so far.

Vivek Acharya Sr. Manager of NSE explained the currency risk management concepts and services offered by NSE for the same. More than 40 participants from industry & business as well as management schools took advantage of the Session.



## **WTC Navi Mumbai Supports China Exhibitions at Mumbai**

6<sup>th</sup> China Machinex 2018 & Homelife 2018 Expos were organised in Mumbai (Bombay Exhibition Center) during December 17<sup>th</sup> -19<sup>th</sup> 2018. WTC Navi Mumbai was requested to promote the events and it was done as per expectations of the organisers. For the benefit WTC Members & Associates, we organised special VIP passes for entry, B2B meetings & seminars. More than 10 WTC Members and Associates took advantage of this opportunity and participated in the B2B meets and seminars.

WTC Navi Mumbai Guest Faculty Member Mr. Harshwadan Parikh organised a special seminar on this occasion which was attended by WTC Advisor Mr. Jayant Ghate as well as Members & Associates. Special B2B meetings were also organised at this Seminar.

## **“Import-Export Business” Training Repeated**

Success of the Import-Export training program on October 11<sup>th</sup> 2018 encouraged the WTC & IGCCI to repeat the program on November 27<sup>th</sup> 2018. This time the number of participants was nearly 45. Special attention was provided to bring in participation from MBA students in Navi Mumbai and as many as 20 students took advantage of the same.

Guest faculty for the program was Mr. Rupesh Yelmale who conducted the training sessions with flair in his usual style. Besides, Mr. Jayant Ghate, WTC Advisor and Mr. Jayesh Khade, IGCCI director also contributed significant inputs to the participants.

The topics included Policy, Procedures, Markets, Exports / Imports Composition, Finances, Shipping and Logistics and so on. Mr. Ghate explained how WTCs can be of help in developing opportunities for imports and exports. Mr. Khade explained importance of entrepreneurship for starting export or import business.

Participants were asked to introduce themselves, their businesses and plans for export and imports. The program was successful and beneficial to all the participants.

## WTC Navi Mumbai Important Membership Benefit

- WTC Navi Mumbai is pleased to announce an additional membership advantage that will provide special facilities offered by Raheja Universal Group as part of its Raheja Care initiative.
- Besides providing the International Networking/ Access benefits to the WTC members, complimentary membership of Raheja Care will provide access to wide range of domestic advantages such as Lifestyle, Institutional Alliances as well as Special Alliances.
- Raheja Group has taken this important initiative leveraging its strength in core business and to provide these special benefits to its associates.
- New organisations/companies interested in WTC membership are requested to send the completed membership application form along with payment. The form is attached at the end of this bulletin.

### Membership Advantages / Benefits:

- **Global Recognition**

- WTC and WTC network is a Global Brand known for Best Quality Practices. Your Membership brings you Global Recognition to start with.
- 330 WTCs 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.
- WTC / WTC Card to the Member for Access to these Services.
- There are 750000 Business and other organisations and 15000 Experts associated with WTCs 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 WTCs Network
- Knowledge Services include : Trade Information , Education , Trade Mission
- International Trade Library & Databases for Reference
- Participation in Seminars & Training Programs , Mentor Events
- B2B Meetings with Incoming Trade Delegations
- Referrals to Overseas Embassies / Consulates in India for Visa purpose
- Facilities : Temporary Offices & Meeting Rooms
- Value-added Market / Export Surveys, Industry Studies , Research (@ cost)

- **Special Offer**

- Complimentary Membership of Raheja Care which provides a world of exclusive privileges & benefits and discounts on Lifestyles, Home Alliances & Institutional Alliances

## MEMBERSHIP APPLICATION FORM

1. Name of the Company  
(In Block Letters) : \_\_\_\_\_
2. GST No : \_\_\_\_\_
3. Year Of Establishment : \_\_\_\_\_
4. Office Address : \_\_\_\_\_  
\_\_\_\_\_
- Telephone No/Fax No : \_\_\_\_\_
- Email : \_\_\_\_\_
- Company Website : \_\_\_\_\_
5. Representative Name : \_\_\_\_\_  
Mobile Number : \_\_\_\_\_  
E Mail : \_\_\_\_\_
6. Company Profile (Attach Brochure) & Business Interests ( Pls Specify): Export ,Import, Countries & Products, Investment, Technology etc  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
7. Annual Fees : **Rs. 2,950/- All Inclusive Payable by Cheque / DD in Favour of "Raheja Universal Pvt Ltd."**

**Authorised Signature & Company Seal**