
Trade Investment Promotion Service

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

Important Global Trade and Indian Economy Developments

Important developments in the world and domestic issues having significant bearing on the Indian economy are highlighted below:

- Most important development in the world economy is the trade war threat the USA is posing presently. Countries like China, India have already opposed this and also retaliated. But still the USA is unrelenting. Under the pretext of protecting the US industry and employment, the US Administration has initiated several measures. But in reality these will lead to the higher costs in the US economy thereby making it uncompetitive. Further it will isolate the USA from the mainstream of the world economy.
- A case in point is the well-known manufacturer of motorcycles in USA, Harley Davidson, a global major. Since the Europe has increased its tariff stiffly from 5 percent to 31 percent, the company is planning to move its production from USA to Europe in two years to supply motorcycles to the European markets. And the company is facing the criticism at home.
- On one hand the USA is resolving conflict with the global enemy like North Korea and is involved in promoting peace through geo-politics. On the other hand the USA seems to be bent upon creating trade war that is harmful to the world.
- Rupee value vis-a-vis dollar is falling rapidly. Although this will benefit the Exporting community a great deal, at the same time, it will be detrimental to the import scenario. Especially the petroleum prices are slated to go up substantially thereby causing inflationary pressures in the economy. Further the Exporters' GST refund demands / problems are yet to be sorted out. So the falling rupee will make them more competitive at least in the short term.
- The world's greatest sport event – Football World Cup 2018 – is happening in Russia. The event attracts lot of money, interests and attention of the world and is considered as a stimulus to the economy of the region where it is held. Within India, we have seen this happening in case of Cricket sport that has created its own financial space in the economy. Day is not far when Football will also become an important sport in the country if the promotional attempts are made with serious commitment and provided India's rank in the football world goes up .
- Apparently India and European Union (EU) FTA is not likely to happen soon, indeed this is a matter of concern rather more for India than the EU. Impact of such development needs to be analysed and alternative strategy needs to be worked out.
- Rains in India have staired in time and in plenty. Good for the agriculture output and for the economy as whole. However, farmers' problems still remain especially on pricing front, and these issues need to be resolved as early as possible.

India-China Bilateral Ties

India and China today are two of the largest economies in the world and the most populous countries. They have a combined GDP of more than \$15 trillion and on the basis of PPP it is approximately \$35 trillion. India and China are on the verge of being the next superpowers in the world.

The relation between India and China dates back to centuries. There was a time when India and China were the largest economies in the world and held more than 70% of the global economy for centuries. In the recent past, after world war 2 and independence, the relationship between both the nations had become very strained, especially after the 1962 war and because both the countries were on a different sides during the cold war.

China had opened up its economy in the year 1979 to global businesses and investors which helped them grow tremendously over the next few decades. This made China the world's second largest economy only behind the USA. Today China is the global manufacturing hub. Following suit, India subsequently opened up its economy in the year 1991 and today it has become the world's sixth largest economy. Today both India and China are the two fastest growing major economies and share several bilateral ties.

The bilateral trade between India and China have roughly touched \$90 billion in the financial year 2017-18. During 2014, Chinese imports from India amounted to \$16.4 billion or 0.8% of its overall imports, and 4.2% of India's overall exports. The major imports have been cotton, precious metals, copper and organic chemicals. Chinese exports to India in 2014, amounted to \$58.4 billion or 2.3% of its overall exports, and 12.6% of India's overall imports. Major imports included machineries, electronic equipment, fertilizers and iron and steels.

Generally India and China have shared friendly relations but the present relation between China and India is constrained as both the countries have adopted different approaches of sorting out the differences to emerge as regional powers.

China and India, share a number of interests especially in the field of domestic development, and economic reforms. They are experiencing a period of rapid economic growth. However, both the states are also struggling to define their role in the world given their new profound influence on the global economy. Both promote the notion of a multi-polar world in which they may serve as bigger players alongside the United States. China's strategic interests in India follows from its desire to maintain a peaceful international environment and create friendly relations with all the states and especially with neighbours, prevent any attempt towards the formation of anti-China blocs and finally develop new markets, investment opportunities and resources to stimulate its economic growth. It also wants to resolve its domestic problems in a coherent manner. To achieve all these objectives, it is necessary for China to have friendly relations with India, despite the inherited bilateral issues. On the other hand, India's own focus on the internal development encourages it to cultivate positive relations with China. However, the attitude within India towards forging cordial relations with China remains mixed to some extent due to the historical legacy of China-India relations.

It will be desirable for India and China to further strengthen their trade and investment ties in the context of the largest markets in the world they enjoy. It will not be out of place if they think in terms of having a common market in the long run. Not only this will be a natural phenomena but it will also be a logical conclusion considering the current state of bilateral relations.

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

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 and IGCCI Entrepreneurs Meet

Theme of this meet is to promote and develop Entrepreneurship culture and to help the start-ups in developing their business plans. This is a program of Indo-Global Chamber of Commerce and is supported by the WTC Navi Mumbai.

Date: 26th July 2018 (Tentative)

Timing: 15:00 – 18:00

Contact Person: Mr. Jayant Ghatе: 86555 94141 / 09820342535

Email: jayant.ghate@wtcnavimumbai.org

2) Certificate Program on “Conducting Export Business”

India needs to develop Exports in the immediate future and one of the ways of doing so is to assist Exporters and Start-ups by providing them insight into various aspects of export business such as **Export Policy Procedures, International Markets and India’s Exports, Raising Finances / Letter of Credits, Shipping and Logistics**. The program aims at Imparting training and skills to the participants in these areas.

Date: 10th August 2018 (Tentative)

Timing: 10:30 – 17:30

Contact Person: Mr. Jayant Ghatе: 86555 94141 / 09820342535

Email: jayant.ghate@wtcnavimumbai.org

B) WTCs Around the World

WTC Savannah, USA

WTC SAVANNAH UNVEILS NEW WEBSITE

World Trade Center Savannah (WTCSav), a proactive international business and trade development organization announced the launch of its newly revamped website, wtcsavannah.org.

"The new World Trade Center Savannah website offers a more robust experience for users," said Brynn Grant, WTCSav Vice President. "The site includes valuable information and resources for those looking to expand globally and for international businesses looking to grow in our region."

The site's features include updated information and functionality on WTCSav services, Global Education Programs, Foreign-Trade Zone, EB-5 and other international business resources. The new partner section includes a database of partners by services as well as partner features.

WTC Las Vegas, USA

CES ASIA: INNOVATION AT THE SPEED OF 5G

CES Asia@ 2018 wrapped on June 15, 2018, with the rapid pace of global innovation front and center over the show's three day duration. The next stage of technology advancements were showcased across vehicle tech, robotics, and artificial intelligence (AI), virtual and augmented reality, digital health and more. The event, 24 percent larger than last year in terms of footprint, cemented itself as the place to fully experience how the pace of technology is accelerating globally. CES Asia, the premier event for tech innovation in the Asian marketplace, will return to Shanghai, China, June 11-13, 2019.

With 43,000 trade attendees and total attendance of over 46,000, including 1,400+ members of the global media, up 20 percent over 2017 total attendance, CES Asia 2018 broke records. More than 500 companies showcased tech breakthroughs across 50,000 gross square meters of exhibit space; a 24 percent increase over 2017 and 2.5 times larger than the inaugural 2015 event.

WTC Sydney, Australia

\$8 BILLION WTC PROPOSED FOR WESTERN SYDNEY

A proposal for a World Trade Centre comprising four towers has been submitted to the NSW Department of Premier and Cabinet. Aerotropolis Group, which has acquired a license to establish a World Trade Centre in Sydney, owns a 120-hectare parcel of land in Bringelly, located three kilometres from the proposed Western Sydney Airport.

The group has proposed a mixed-use \$8 billion development, master planned by Woods Bagot. The proposal also includes an international convention and exhibition, commercial areas for large multinational companies, an innovation and incubation centre for start-up companies, retail spaces and residential areas. The development aims to be a net zero carbon precinct, through energy production, storage and use on site.

WTC Sydney, Australia

NSW GOVT ANNOUNCES AUSTRALIA'S NEW ECONOMIC ZONE

Berejiklian Government announces Australia's newest economic zone 'open for business' AMBITIOUS plans to build an airport city at Badgerys Creek will receive a boost today with the state and federal governments unveiling plans to fast-track rail lines and lure top international investors to the precinct.

Proclaiming the 10,000ha Greenfield site around the airport as "Australia's newest economic zone", the NSW government will use a summit attended by 250 prospective local and international business leaders to declare the so-called "Aerotropolis" open for business. The airport also has the potential to become an agriculture export hub for Australian farmers keen to take on the world with their premium produce. The Telegraph can exclusively reveal that the proposed World Trade Centre (WTC) at Bringelly and The Northern Gateway at Badgerys Creek could create more than 120,000 jobs, many of them highly skilled roles.

WTC Kunming, China

Longshine Biotech Co. Trade Lead from WTC Kunming

WTC Kunming has entered into a strategic partnership with Kunming Longshine Biotechnology Co., Ltd., a company specialised in high-end natural dietary supplements, health foods and "superfoods", and relevant R&D. They operate their own fully certified GMP processing facility. The aim of Longshine is to bring the most rare and powerful health foods and "superfoods" to the global market. Longshine is professionally committed to green, sustainable cultivation; it owns and operates farms in various regions of Yunnan Province and selects the best sites for creating the most potent produce possible. Said produce is then processed into powders, blends, tablets or capsules. In addition, Longshine provides on-demand consumer products such as coffee, instant coffee and tea.

HIGHLIGHTS:

- OEM/ODM health foods and supplements
- FDA registered
- QS certified
- Fully certified GMP facility with biopharmaceutical standard
- Low-temperature manufacturing technology
- OEM/ODM packaging
- "Superfoods" (e.g. maca, spirulina, pine pollen, oyster mushroom), berries and floral produce, roots and aquatic produce
- Conventional consumer products

Longshine is looking for Joint Venture partners as well as Distributors across the world for their product range and Technologies.

Tapping International Buyers for Export Business

WTC Navi Mumbai jointly with Maharashtra Chamber of Commerce, Industry and Agriculture (MACCIA) organised the workshop on “Tapping International Buyers for Export Business” on 28th June 2018 at the WTC. More than 100 exporters, importers and start-ups participated in the workshop.

The Guests of Honour and Speakers were prominent people from the industry including, Ms. Shubhangi Tirodkar, Vice President of MACCIA and Ms. Swarn Lata, Executive Director of Asian Exporters Chamber of Commerce and Industry (AECCI) as well as experts on the subject.

Ms. Shubhangi gave a brief introduction about MACCIA’s role and explained how it assists businesses and start-ups through various services. Ms. Swarn Lata having years of experience in International Trade Promotion gave an insight about how companies can actually find international buyers; Emphasizing on the importance of Networking, having association with Trade Promotion Organisations and participating in several Expos, Events and Conferences. Ms. Swarn Lata also emphasised importance of soft skills such as Communication and Proper Interaction with the buyers so as to achieve success in export business.

The Guest Speakers also included Mr. Harshwadan Parikh, Managing Director of HardChem Electronics Group. Mr. Parikh being a marketing professional for several years shared his industry experience and explained the importance of networking which is a very important in marketing. Ms. Mansi Bidkar, Managing Director of MELCON also shared her experience of procuring orders through exhibitions and conferences. Ms. Rupali Shrinivasan, an expert in Digital Marketing and E-commerce stated various benefits a business can obtain through the use of Social Media Marketing in this modern age of business. She also mentioned how Indian manufacturers can use large E-commerce platforms like Amazon to sell their products.

Mr. Jayant Ghate, Advisor to WTC Navi Mumbai, while welcoming the participants provided details of how WTCs can help in getting buyers for export from India. He mentioned about the wide range of services and facilities available at WTCs throughout the world and how to access these.

The workshop provided networking opportunities where the businesses could meet the industry experts to gain further knowledge and get appropriate tips and guidance for finding international buyers for their export businesses. The event was very successful and provided the businesses with the much needed opportunity to understand the international buyers and enable to grow their export businesses.



Doing Business with Basque- Spain

“Basque Region of Spain is very well developed in terms of industries, tourism as well sun rise sectors such as solar energy and IT. The region has as many as 70 companies are operating in India and doing all of extremely good business”, said Mr. Mikel Romeo Trade and Investment Advisor of SPRI, an agency of Basque Government in Mumbai. Mr. Romeo was speaking at the seminar and interactive session organised by WTC Navi Mumbai on “Doing Business with Basque- Spain” on 12th July 2018. More than 60 exporters, importers, industry representatives and start-ups participated in the seminar.

Basque is a region in the northern part of Spain which includes one of the major Spanish cities, Bilbao. It's the fifth largest regional economy in Spain which accounts for approximately 7% of the national GDP. It also boasts a better credit rating than the Spanish Government itself. The major business industries of the Basque region are tourism and robotics industry. It is also one of the world's top manufacturers of solar panels. SPRI India is an organisation which represents the Basque Government in India. They constantly undertake activities to promote trade and build better relationship between India and Basque region.

The Guests of Honour and Speakers for the seminar included Mr. Mikel Romeo, Mr. Hemant Agrawal, the Director of SPRI India for India and Mr. Bhaskar Dastidar, CEO of Global Expo. Also present was Ms. Idoia Azpillaga, a representative from SPRI India.

Mr. Mikel discussed about the economy of the Basque region in general and also the various opportunities Indian businesses can look forward to, within the Basque region. Mr. Agarwal provided additional information and details about the Basque region and also stated about SPRI India and how it helps investors and businesses to build a better relationship with Spanish counterparts and conduct business more efficiently. Mr. Dastidar gave a brief introduction about the economy of Spain and also the bilateral agreements between India and Spain.

Mr. Jayant Ghate, Advisor to WTC Navi Mumbai, while welcoming the participants provided details of how WTC's can help in getting buyers for export from India. He mentioned about the WTCs operating in Spain and how they can assist Indian businesses especially the members of WTCs.

The seminar provided networking opportunities where the businesses could meet the Basque representatives to gain further knowledge and get appropriate tips and guidance.



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 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

Membership Advantages / Benefits:

- **Global Recognition**
 - WTCA 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.
 - WTCA / 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