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# Trade Investment Promotion Service

## TIPS News Bulletin

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**“Bringing the World Together”**

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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 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:

- Two important developments having long term significance for environments & economy of India took place recently. First one was the terrorist attack on Indian soil wherein over 40 Indian soldiers lost their lives. It is well-known that Pakistan has been doing this proxy war against India since long. India also retaliated not only in terms of military action against the terror groups but also in terms of economic measures such as withdrawal of Most Favoured Nations Status to Pakistan. All countries in the world and the United Nations supported India's stand which is a reflection on India's political diplomacy. India also raised tariffs on all goods coming from Pakistan by 200%.

It is important to note that bilateral trade & investment between two countries will improve only if there is peace and stability amongst the two countries. It is a matter more of reciprocity and better relations between the two countries.

Another important development concerns with the expected announcement of an election. Election is taking place during April 2019 and results will be announced during May 2019. Already Code of Conduct has become active. During this period, not many changes are likely to occur in the economy and business in the country. However, it is widely expected that the liberalisation drive will continue.

- India's Exports are on course to finally cross 2013-14 level during 2018-19. India's Export was as much as US\$ 315 billion in 2013-14 which came down to US\$ 262 billion in 2015-16 and went up to over US\$ 303 billion in 2017-18. During the current financial year, the export is expected to reach US\$ 330 billion. Stagnation in India's export in recent times is on account of several reasons. Global Economic Slowdown, especially in the USA and Europe, protectionist trends in advanced countries, Increased Competition from other emerging economies and lack of innovations and modern technologies in India's export products and services are the important reasons. All these issues need to be dealt with the proper solutions and responses evolved with appropriate policies.

Apparently, India & USA appear to be at loggerheads as far trade between the two countries are concerned. Both the countries are using tariffs as a weapon to protect their markets and to retaliate. This needs to undergo change for betterment of the relations between the two countries.

- State Government of Maharashtra has announced its New Industry Policy. The new policy is not only innovative but also futuristic for the state. Maharashtra is the largest economy and accounts for 15+% share of the country's GDP and 25+% of India's trade (Exports). The state has been implementing several infrastructure projects that will position the state to achieve higher economic growth. The new policy appropriately refers to setting up of two important Councils namely, Export Promotion Council and Global Investment Promotion Council. Both these are laudable measures and will lead to more and more global linkages for the state. It will add value to the state's economy by providing integration opportunities to the state at a global level.

## 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.

WTC Navi Mumbai & WTC Mumbai jointly with D Y Patil University School of Management Seminar of "Importance of Services Sector in International Trade" on 07<sup>th</sup> Feb 2019 from 1500hrs.

All are invited for the said programme

### COUNTRY SEMINAR ON

## “Doing Business with Ethiopia”

### (The Gateway to Africa)

#### Background / Objectives:

The Federal Democratic Republic of Ethiopia is a developing economy in African Continent with focus on Agro-processing, Textiles & RMG's, Leather and Pharmaceuticals, Shipping & Logistics and Higher Education. The country is set to become the largest manufacturing hub in Africa and has established several Industrial Parks.

#### Chief Guest

Consul General

His Excellency

Mr Demeke Atnafu Ambulo

Federal Democratic Republic of Ethiopia

Date: 11<sup>th</sup> April, 2019

Time: 03:00 pm - 06:00 pm

Venue: WTC Navi Mumbai @ Raheja TESLA Industrial, Unit No. 24,

Plot GEN – 2/1/C, MIDC TTC Industrial Area, Juinagar,

Navi Mumbai- 400705 (Near Prabhat Dairy & Mercedes Service Center).

Participation Free. RSVP Mandatory. Please Confirm by E-mail with:

Mr. Jayant Ghate: [jayant.ghate@wtcnavigumumbai.org](mailto:jayant.ghate@wtcnavigumumbai.org)

9820342535 / 86555 94141

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

### WTC Santiago, Chile

#### TRADE LEAD

WTC Santiago has a member company in the area of Wine Industry and they are looking for partner and/or distributor in India. Wine from Chile is considered as an outstanding product and is popular in many developed as well as developing countries.

For Details, Contact WTC Navi Mumbai:

Mr. Jayant Ghatе: [jayant.ghate@wtcnavigimumbai.org](mailto:jayant.ghate@wtcnavigimumbai.org)

### WTC San Marino, Italy

#### TRADE LEAD

WTC San Marino is a leading WTC in Italy offering wide range of WTC trade services. The promoter company of WTC San Marino has now decided to establish real estate based facilities such as office towers, exhibition & convention centers, retail space etc.

WTC San Marino are inviting expression of interest from Investors and Real Estate companies from India.

For Details, Contact WTC Navi Mumbai:

Mr. Jayant Ghatе: [jayant.ghate@wtcnavigimumbai.org](mailto:jayant.ghate@wtcnavigimumbai.org)

### WTC Warsaw, Poland

#### POLAND AMONG WORLD'S BEST 3 COUNTRIES TO INVEST

According to new ranking by U.S News and World Report, Poland is the third most attractive country to invest in, outpaced only by the Philippines and Indonesia. Poland was the only EU country in the top five.

The CEO World magazine chose Poland as the second best country to do business, ranked second after Malaysia. Poland has the highest score in the business openness category (95/100) and Technological readiness (84/100).

### WTC Trieste, Italy

#### FREEWAY TRIESTE: NEW FREE TRADE ZONE IN TRIESTE

On February 13, 2019, Trieste once again formally signaled that it is “open for international business” with the addition of a new free trade zone in the Bagnoli della Rosanda area.

The new free trade zone area, which includes an already established 25,000 s.m. warehouse, was acquired by Interporto of Trieste. With a total of area of 240,000 s.m. and a railway connection with the station of Aquilinia, it is perfectly positioned for the export and import of goods in Europe. Work to reopen the Aquilinia train

WTC Navi Mumbai @ Raheja TESLA Industrial, Unit No. 24/25, Plot GEN- 2/1/C, MIDC TTC Juinagar, Navi Mumbai - 400705. Tel: 86555 94141 Email:info@wtcnavigimumbai.org

station will be carried out by the Italian railway network and is expected to be finished by the beginning of 2020. Additionally, plans are in the works to build a refrigerated warehouse to accommodate 20,000 pallets

The FREEWAY Trieste economic development initiative is accelerating the promotion of Trieste's assets to businesses around the world that seek the combination of advanced laboratories for industrial research and innovation with infrastructure and logistics services designed to connect in European markets.

## **WTC Amsterdam, Netherlands**

### [WTC AMSTERDAM WINS THE GREEN CUP](#)

WTC Amsterdam has won the first Green Business Cup, awarded by the Green Business Club Zuidas for its involvement in a wide variety of GBC projects, and the leadership role it has adopted in many of them. The judges said the WTC Amsterdam is making great progress in cutting the use of natural gas, boosting mobility by using shared car and e-bike schemes and cutting down on food waste. Technical and facility director Frank Folkers was on hand to pick up the prize.

## **WTC Sophia, Bulgaria**

### [E-MEDIATION PLATFORM - NOW AVAILABLE](#)

A new online alternative dispute resolution platform was just launched. The platform is developed within the e-MEDIATION – promoting ICT tools to cross-border dispute resolution project and is run by the Bulgarian Chamber of Commerce and Industry, AF Sofia WTC.

What is the platform about?

The e-MEDIATION platform digitalizes the mediation processes within the Mediation Centre at the Arbitrary Court of the Bulgarian Chamber of Commerce and Industry. The platform allows for conducting mediation procedure entirely online – from the start, through the individual sessions, exchange of documents and information, etc., till the very end of signing the settlement agreement between the parties. All procedures are in compliance with Directive 2008/52/EC of the European Parliament and of the Council of 21 May 2008 on certain aspects of mediation in civil and commercial matters, Bulgarian national legislation that transposes it and the internal rules and policies of the Mediation Centre.

The platform mainly targets disputes in B2B context, however its flexibility allows for resolving any kind of dispute that can be subject to mediation. However, it should be considered that most of the templates and documents are tailored to legal entities. The platform is bilingual – it is available in English and Bulgarian.

## “Importance of Services Sector in International Trade”

The Services Sector plays an integral role in Economic Development. The service sector is responsible for the largest portion of the economy’s business activity. The services sector is not only the dominant sector in India’s GDP, it is also the fastest growing sector and the largest employer in the Indian economy. Realising these factors, the World Trade Center (WTC), Navi Mumbai in Association with the D Y Patil Deemed to be University School of Management (DYPUS) and the World Trade Center organised a seminar on the “Importance of Services Sector in International Trade” at the DYPUSM seminar hall in Navi Mumbai on 7<sup>th</sup> February 2019.

There were more than 100 participants in the seminar including, representatives from MSME’s and MBA students. The Honourable Guest speakers in this seminar included, Dr. R. Gopal, the Director of DYPUSM, who was the key note speaker at the seminar, Mr. Deepak Shidhaye, the CEO of DMT Internationals & the Director of Rex Fuels and Mr. Sanjiv Ray, who was representing the Raigad Chamber of Commerce. Other speakers included Mr. A O Kuruvila & Mr. Jayant Ghate, the Advisors of WTC Mumbai and Navi Mumbai respectively.

The opening remarks of the seminar were provided by Mr. Jayant Ghate from WTC Navi Mumbai. He provided a small brief about the World Trade Centers Association (WTCA) and how its largest network of WTC’s around the world helps in promoting International Trade. He also mentioned about the WTC Navi Mumbai which is promoted by the Raheja Universal Group and is one of its flagship project. Currently the WTC Navi Mumbai actively provide Trade Promotion Services by conducting various Country Seminars and also conduct Entrepreneurship awareness programs. They also provide Trade Information Services through its monthly magazine TIPS Bulletin and also conduct training programs on Import-Export. WTC also provides membership services. It is expected that in the next 3-4 years the WTC complex would be constructed which will include office towers, Exhibition & Convention center, Shopping malls and residential facilities.

The Key Note Speaker at the seminar was Dr. R Gopal, the Director of DYPUSM. He briefly provided a holistic view about the Indian Services Sector and its composition and contributions to International Trade. He also emphasized on the importance of different services sector notably the IT & Outsourcing services of India, Professional services, Health Services and the Education services. He also mentioned that the Indian Services Sector has a very optimistic future potential and by the year 2030, it is expected to become the largest services industry in the world. He stated a few challenges faced by the Indian Services and how initiatives are being implemented to tackle them.

The Second speaker at the seminar was Mr. Deepak Shidhaye. He provided an overview of the Indian Services Industry and also strongly emphasized on the Indian Logistics Industry and mentioned how the logistic industry can be the backbone of any economy. He provided a brief about the Indian Logistics industry, its future potential and steps which can be undertaken to make it more efficient. The third speak at the seminar was Mr. Sanjiv Ray from the Raigad Chamber of Commerce

The seminar was concluded by Dr. Vani Kamath, Dean of DYPUSM, who provided a basic summary of the whole seminar and also proposed the vote of thanks. The seminar provided networking opportunities where the businesses and students could meet the industry experts to gain further knowledge about the industry. The seminar was a great success and provided the businesses and the students the much needed practical knowledge about the Indian Services Sector.



## “Stimulating India’s Entrepreneurship”

WTC Navi Mumbai, D Y Patil University School of Management (DYPUSM) & IMC Chamber Navi Mumbai jointly organised an International Business Conference on the theme “Stimulating India’s Entrepreneurship” on March 2<sup>nd</sup> 2019 at the D Y Patil University, Navi Mumbai. As many as 75 Entrepreneurs/Start-ups and 200 students from Navi Mumbai participated.

The Conference theme is of current importance and relevant to the growth of industrial and services sector of the economy. Dr. R. Gopal, Director, DYPUSM welcomed the participants and briefed them about the significance of the Theme. He also explained how DYPUSM is involved in promoting Entrepreneurship and Start-up culture in Navi Mumbai region.

Mr. R K Jain, Chairman, IMC Chamber Navi Mumbai traced the growth and development of Entrepreneurship & Industries in Navi Mumbai region. He also mentioned his experiences in starting new business & gave examples of successful entrepreneurs.

Mr. Jayant Ghate, WTC Navi Mumbai Advisor explained how entrepreneurs think and highlighted importance of innovative ideas and mindsets that contribute to the development of Entrepreneurs. He also mentioned about the policies and approach that need to be adopted for stimulating Entrepreneurship at the level of Government & TPO’s.

Mr. Rajiv Poddar, MD of Poddar Enterprises delivered the key note address. He highlighted the traits an entrepreneur should have and gave several examples of successful entrepreneurs. Honesty, Commitment, Motivation, Leadership & Risk taking ability are the major characteristics of an entrepreneur. He also shared his own experience of his journey as an entrepreneur.

Other Guest speakers included Ms. Rupa Naik, WTC Mumbai, Ms. Vedica Poddar of Poddar Eduspace, Dr. Vivek Mendosa, Lawrence & Mayo, Mr. H Ranade of Biznovators, Mr. Avinash Chandra of YES Bank, and Mr. Ramdas Karwande of Mumbai Dabawala. They also motivated the participants by their inspiring addresses.

The National Small Industries Corporation (NSIC) also participated and presented their services and government schemes for promotion of start-ups, industries and exports. They invited all the participants to utilise their schemes to advance their businesses.

Another feature of the Conference was the “Best Start-up Awards - 2019”. As many as 10 awards were presented to the start-ups and new entrepreneurs in the areas such rural development, IT solutions, NGO’s and organic products.

The conferences provided an interesting opportunity to the participants to interact with speakers as well as amongst themselves, networking and B2B meetings. Indeed it was a very fruitful event for all the participants.





## WTC Navi Mumbai Participates in GES 2019

WTC Navi Mumbai actively participated in the Global Economic Summit 2019 organised by the WTC Mumbai at WTC Mumbai during 6<sup>th</sup>-7<sup>th</sup> March 2019. Theme of the GES was “**Services: Enabler of Growth for Trade & Industry**” and over 300 delegates from 30 countries participated at the GES.

GES comprised of an exhibition, conference on subthemes as well as B2B meetings and field visit. WTC Navi Mumbai was provided a complementary stall at the exhibition for promotional purposes. Several VIP dignitaries visited the stall and were briefed about the WTC Navi Mumbai project as well as other projects of Raheja Universal Group- Promoters of the WTC Navi Mumbai.



## WTC Navi Mumbai Participates in WTCA APRM

The WTCA Asia-Pacific Regional Meeting (APRM) took place at the WTC Mumbai on March 8<sup>th</sup> 2019. As many as 48 representatives from 18 WTC's participated in this Meeting. WTC Navi Mumbai also took a part in this important meeting.

The program consisted of briefings by the WTCA CEO Mr. Scott Ferguson and Vice-President Mr. Scott Wang. Mr. Vijay Kalantri, the WTCA Board Member welcomed the participants. Best Practices sharing presentations were made by operating WTC's such as Mumbai, Bangalore, Harbin (China) and Taipei (Taiwan). Experts were invited to share their experiences and knowledge on the topics of Global Trade Environments and Trends in Global Real Estate- both the topics are relevant to the WTC's.

Mr. Jayant Ghate, Advisor, WTC Navi Mumbai made a presentation on how they have developed various WTC trade services such as Trade Information, Trade Education, Trade Promotion and Membership. He also suggested the WTCA to consider providing assistance to the WTC's in terms of financing, marketing of spaces as well as special E-commerce services for the WTC members.

## WTC Navi Mumbai @ IMC India Calling 2019

IMC Chamber of Commerce & Industry organised its Flagship event namely “**IMC India Calling Conference 2019**” in Mumbai on March 25<sup>th</sup> 2019. The Theme of the Conference was on New Technologies & Retails Industry. Eminent experts & practitioners from the fields of Banking & Finance, Artificial Intelligence, Logistics and Retails Sector shared their knowledge & experience at this conference attended by over 500 delegates.

Mr. Abhishek Bhattacharya, Associate of WTC Navi Mumbai was present at the conference and had an opportunity to meet the expert speakers as well as delegates. Another feature of the conference was Presentations by the Start-ups and the best start-ups were suitably awarded.

## 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**
  - 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

## 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**