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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:

- **Ease of Doing Business** – It is a welcome sign that India has improved its rank in terms of “Ease of Doing Business”, according to the World Bank report. During last year India's rank has improved from 100 to 77. No doubt this is a remarkable achievement on top of improvement in the rank from 130 to 100 in the previous year. It speaks volume for India's Business Environments that seem to be improving day by day. Still there are many areas such as land acquisition that need to be improved a great deal. Yet by no means this is an outstanding achievement revealing the takeoff stage of Indian economy.
- **India & Asia** – In the context of USA's trade policies becoming non-conductive to India's exports, India needs to look towards East for improving its Export Performance. Everyone is aware of the potential that China offers in this regard. There are many other countries that also offer good export opportunities for India. One of such countries happens to be Indonesia. India's major exports to Indonesia include Engineering & IT services, Agricultural products and Chemicals as well as minerals such as iron and steel. But still this export is on lower side and can go up substantially. The article at the end of this issue of TIPS provides more details.
- **State of Maharashtra** – Maharashtra State has always been on the forefront of India's industry as well as export and import. Mumbai is considered as the financial capital of the country and contributes immensely to the industry as well as export. The State contributes more than 30% of India's exports and through its ports namely MPT & JNPT, more than 50% of Export-Import of the country flows. If the State desires to maintain its dominant position in these areas, it is necessary to be more innovative in terms of promoting exports. For eg. The state can setup a business incubation center for export start-ups. As everyone knows a great deal of thrust has been given to the start-ups policies and export promotion has always been the need of the hour. The State of Maharashtra will do well in initiating a start-up incubation facility exclusively devoted to the exports.

**WTC Navi Mumbai is contemplating to implement this idea in practice and initiate such a Business Incubation Project for Export Start-ups.**

**WTC Navi Mumbai expresses Best Wishes to the Members, Associates as well as Readers for a Very Happy & Prosperous Diwali Festival.**

## 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) 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:** TBA

**Timing:** 10:30 am – 05:30 pm

**Venue:** WTC Navi Mumbai Office

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

**Email:** [jayant.ghate@wtcnaimumbai.org](mailto:jayant.ghate@wtcnaimumbai.org)

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

### ✚ WTC Algiers, Algeria

Dear WTC Members,

An Algerian Company is looking for a reliable manufacturer and supplier of a wide array of PVC Granules. They are looking to import large quantities on regular basis . Please advise if you can assist us in finding the perfect supplier for our member.



For Further Details Contact:- [jayant.ghate@wtcnavimumbai.org](mailto:jayant.ghate@wtcnavimumbai.org)

### ✚ WTC Taipei, Taiwan

WTC Taipei will be organising an International Exhibition & Conference as well as B2B meets titled "TIMTOS- 2019" during March 4<sup>th</sup> – 9<sup>th</sup> 2019 at Taipei. The focus sectors are Industrial Machinery, Machine Tools & Engineering.

WTC Navi Mumbai & IMC Navi Mumbai propose to jointly organise a Business Delegation to participate in this important Trade event. WTC Taipei has kindly agreed to extend its cooperation in this endeavour.

Members & Associates interested in joining the Delegation, please immediately write to: -

[jayant.ghate@wtcnavimumbai.org](mailto:jayant.ghate@wtcnavimumbai.org)

### ✚ WTC Marseille, France

#### WTC MARSEILLE WELCOMES PAYTWEAK

Created in 2015, Paytweak is a fintech specialized in securing remote payments. It offers a global secure payment solution by e-mail and SMS to cash in Bank, without delay, without intermediary or commissions. To do this, the start-up has developed a SaaS platform (Software as a Service) that creates a universal payment link, secure and tamper-proof to trigger all your cash in 1 click.

The Fintech Paytweak is directly connected to more than 500 banks and PSPs (payment providers) worldwide, enabling one-click payments via emails, SMS, instant messaging applications, social networks, invoices and QRCode.

Developed all over the world, Paytweak is present on the French market, English, Japanese, Russian, German, Italian ... Its main customers are tour operators, palaces, actors in the world of tourism. But also, retailers, professionals of distance selling.

## **WTC Arkansas, USA**

### **WTC ARKANSAS FORMS ALLIANCE WITH U.S. SBA**

The World Trade Center Arkansas and the U.S. Small Business Administration (SBA) officially formed a strategic alliance this week to improve small business opportunities in Arkansas and strengthen and expand small business development throughout the state.

“The Small Business Administration needs partners like the World Trade Center Arkansas to support our small businesses through each step – whether they’re just beginning to look at the international market or taking an intensive training program to understand the intricacies of exporting your product out of the United States,” said Edward Haddock, District Director of the U.S. Small Business Administration Arkansas District Office. “These partnerships are what allow small businesses to compete more effectively, more openly and more globally. So we appreciate our partnerships throughout the entire state.”

## **WTC Philadelphia, USA**

### **NDRI PROVIDES BIOSPECIMENS FOR BIOMEDICAL RESEARCH**

Bill Leinweber, President and CEO of National Disease Research Interchange (NDRI) admits that NDRI’s work is complicated, because medical research is complex. For nearly 40 years, NDRI has accepted the challenge of meeting the increasing demands of the medical research community, who rely on high-quality, healthy, and diseased biospecimens to conduct lifesaving research.

“There is not another organization that does everything we do,” explains Leinweber. “We serve researchers across the full spectrum of the life-sciences and provide everything from brain to miniscule tissues that scientists may need.”

NDRI partners with a nationwide network of over 130-tissue source sites, including organ procurement organizations, tissue banks, eye banks, hospitals, and individual donors. As the liaison between procurement sources and the research community, NDRI is supporting major advances in the treatment and cure of human diseases.



## Indonesian Economy & Business Opportunities

The Indonesian Economy is the largest economy in Southeast Asia and one of the Emerging Economies of the world. It is the 16<sup>th</sup> largest economy in the world with a nominal GDP of over \$1 Trillion and the 7th largest in terms of GDP (PPP) with over \$3.2 Trillion. However, the Indonesian GDP per capita is below the world average as they still depend on domestic markets and government subsidies. Indonesia ranks 72<sup>nd</sup> in the ease of doing business index in the world. The major exports of Indonesia are Oil & natural gas, cement, food, electrical appliances and textiles and its major export partners are US, China, Japan and the EU. The major imports of Indonesia are machinery & equipment, chemicals, fuels and foodstuff and its major import partners are China, Singapore & Japan.

### India-Indonesia Relationship

The ties between India and Indonesia date back to the time of the Ramayana where references of its major island Java have been mentioned. It is believed that since the ancient time both the countries have been involved in Maritime trade.

India regards Indonesia as a key member of ASEAN and both the nations have agreed to establish a strategic partnership. The two countries have a significant bilateral trade. India and Indonesia have signed business deals worth billions of dollars and have targets of tripling its trade in the by 2025. India also has further economic ties with Indonesia through its free trade agreements with ASEAN.

### Trade Expo Indonesia 2018

For the past few years, Indonesia has achieved a positive trend of export growth in a variety of products and services to the global market, which has to be both maintained and improved further, because Indonesia is also competing with other countries in exploring global opportunities. To keep on improving national export performance, the Ministry of Trade of Indonesia has been proactive in inviting and bringing in buyers and investors for a direct deal with Indonesian providers of export products and services at their annual tradeshow of Trade Expo Indonesia (TEI) at the Indonesian Convention Center.

TEI is an International B2B-focused tradeshow that is designed to boost export product growth and export market expansion. The 33rd TEI in 2018 brought up the theme **“Creating Products for Global Opportunities”** for promoting quality products made in Indonesia for the global market, develop business networks, investment and present showcases of Indonesian premium and best products. Along with the exhibition, TEI also presented a series of parallel activities consisting of Trade,

Tourism and Investment Forum, Business Matching, Business Counselling, Regional Discussion, Overseas and Local Trade Mission, Export Start-Up Competition and Talk Show.

The author of this article had an opportunity to participate in the Trade Expo as part of the Indian Delegation organised by the Consulate General of Indonesia at Mumbai. He was impressed by the manner in which the expo was organised and the outcome thereof.

#### Highlights of the Expo are as follows:-

- As many as 1100 exhibitors.
- More than 30,000 Business visitors.
- More than 20 country Delegations.
- Various incentives offered to the overseas Delegates.
- Several Seminars and B2B Meetings in different Sectors.

#### Important Trade Opportunities for India

- Import from Indonesia: - Food, Furniture, Jewelleries, Textiles and Apparel and Leather products.
- Exports to Indonesia:- Chemicals, IT Services and Engineering & Machinery Components.



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



## “Chaos to Success”- A Business Workshop

WTC Navi Mumbai & IMC Chamber of Commerce Navi Mumbai jointly organised an interesting business workshop on the theme “Chaos to Success” on October 16<sup>th</sup> 2018. Nearly 25 participants representing industry, services sector and academia found the workshop of interest & benefit.

Mr. Deepak Nagar, Co-Founder of Yagna Entrepreneurs Success Services LLP was the chief faculty and conducted the session in an interactive manner.

Mr. Yogesh Mehta, Vice-Chairman IMC Navi Mumbai and Member of WTC Navi Mumbai, welcomed the guests and participants and also mentioned about IMC activities. Mr. Jayant Ghate, WTC Navi Mumbai Advisor, explained the WTC services and highlighted the theme of the workshop. He said that all business organisations undergo three phases: First one of fast growth, Second one of stagnation & plateau and Final one of either downfall or super-growth. “The workshop objective is”, he added, “How to shorten the second phase and enter into third phase of super-growth as early as possible”.

Mr. Deepak Nagar explained the significance of the theme and how business growth can lead to great success. According to him, every businessman should avoid common misconceptions and pitfalls while conducting business operations. He mentioned that the businessmen many times, try to make complexity out of simple things and get entangled into thinking complex solutions. “As a result simple and obvious solutions are missed”.

He added that basically people are good and that businessmen might keep this in mind. They should bank upon their goodness to achieve success from chaos. Mr. Deepak explained the theory of constraints propounded by Israeli scientist, Mr. E. Goldratt who provided many solutions to large global; businesses as well as the SME’s sector.

Mr Deepak also gave a number of case studies and practical work to the participants. Overall, it was indeed an exciting workshop for all the stakeholders.



## **“Import-Export Business” Training at the WTC Navi Mumbai**

Indo-Global Chamber of Commerce & Industry (IGCCI) and the WTC Navi Mumbai jointly organised the Import-Export training program at WTC on 11<sup>th</sup> October, 2018.

This one day program specifically focused upon the requirements of start-ups as well as Entrepreneurs interested starting Import-Export Business. As many as 10 delegates participated in this program and derived insights into, how to start Import-Export business.

While welcoming the participants Mr. Jayesh Khade, Director of IGCCI explained the importance of Entrepreneurship spirit in Import and Export business. He also explained the role that Digital Marketing plays in the areas of Imports and Exports. Mr. Khade himself is a self-made Entrepreneur and assists the WTC Navi Mumbai in various services and activities.

Mr. Rupesh Yelmale was the Chief Faculty for the training program and undertook various sessions covering import-export business functions. These included among others important aspects such as import-export policies and procedures, identification of markets and products, raising finances for import-export business as well as logistics of trade. He gave several practical examples in support of his presentations. He also made his sessions interactive and encouraged the participants to ask more and more questions.

Mr. V. Bhandari, an exporter having more than 30 years of experience shared his knowledge and experience for the benefit of participants. He highlighted the importance of trade fairs, simplification of procedures as well as ease in marketing that have become features of conducting import-export business today. He also explained how he has created his business by participating in about 100 international trade fairs.

Mr. Jayant Ghate, Advisor to WTC Navi Mumbai, explained the services offered by WTC Navi Mumbai as part of the global WTC Network (330 WTCs in 90 countries) and suggested the participants to become a member to benefit from this access.



## WTC Navi Mumbai @ World Trade Expo 2018

WTC Navi Mumbai participated in the World Trade Expo 2018 organised by the WTC Mumbai on October 29<sup>th</sup> – 30<sup>th</sup> 2018. The event focused upon various countries and the opportunities they offer for trade and investment. As many as 30 country representatives participated in this event besides other organisations like clusters, women entrepreneurs and TPO's like the WTC Navi Mumbai.

WTC Navi Mumbai stall was given a prominent place near the conference hall and it attracted several business visitors as well as conference delegates. Everyone was briefed about the WTC activities and membership. Besides the WTC, other projects of Raheja Universal were displayed and promoted at the World Trade Expo and attracted attention of the visitors.



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## WTC Navi Mumbai @ WTC Jakarta

WTC Navi Mumbai Associate Mr. Abhishek Bhattacharya visited WTC Jakarta on October 26<sup>th</sup> 2018. Abhishek was participating in the Trade Expo Indonesia 2018 held at Jakarta during October 24<sup>th</sup> – 28<sup>th</sup> 2018 where he had several meetings with Indonesian business peoples as well as various chambers representatives.

Abhishek had a very useful interaction with WTC Jakarta officials namely Ms. Arlina Miryanthei and Ms. Jenny Djunaedi. He discussed with them the possibilities of cooperation between the two WTCs in the areas such as Exchange of Information, visits of Trade Missions and so on. WTC Jakarta was very happy to welcome him and to exchange matters of mutual interest.



## 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**