



WORLD TRADE CENTER™
NAVI MUMBAI



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:

- **Indian economic slowdown (GST)** - Indian economy has been going through a downslide. Fears of the ongoing recession are proving right and many experts have been bringing this to the attention of the Government and with the suggestions for improvement in the situation. Even International Monetary Fund (IMF) has endorsed this in its latest annual reporting. No doubt, it is indeed a matter of concern for the policymakers.
It is a paradox that on one hand the stock exchanges are growing leaps and bound, however, on the other hand the basic economic indicators are revealing a significant decline. Our response – long term one – will determine the future of the economy. Infrastructure boost will certainly lead to the industrial growth. Similarly income tax reduction will boost consumption and thereby lead to growth. New budget is expected to take all this into account to gear the economy back into the growth mould.
- **Export Policy 2020+** - Another policy measure is expected soon in the Foreign trade Policy for next 5 years. It is widely expected that the new policy will continue to provide WTO compliant subsidies to the exporters and industries. But now the WTO itself is losing its weight in international trade. India's aspirations towards globalization are expected to be reflected in the new trade policy. Similarly the States will need to be given additional push to improve their infrastructure for export promotion.
- **Regional Comprehensive Economic Partnership (RCEP)** - India has apparently lost a key part in the Regional Comprehensive Economic Partnership (RCEP) Plan of various countries mainly in Asia. In fact Asia has been emerging as major destination for India's trade and investment but on the grounds of domestic market protection, India has opted out of RCEP. This is rather intriguing. If we want to improve our role in the global sphere, such short-sighted development needs to be avoided. Still there is a time for reconsideration. The opportunity again can be seized to realise globalization gains in the long term.
- **Maharashtra State level Policies** - Maharashtra State Government needs to evolve proactive policy measures in this perspective as described in the above comments. Being a leader in fields of manufacturing & services, Maharashtra state can contribute to globalisation of India in a very significant manner.
- **Mauritius Potential** - Mauritius is an important country in Africa region for India. In fact India and Mauritius have an excellent economic, business and cultural relations since long. For India it is a major source for foreign investment and a gateway to trade with Africa as well as USA and Europe. WTC Navi Mumbai organised a country seminar recently. Attended by nearly 100 delegates from Navi Mumbai industry, trade & business as well as academic community, the program led to development of bilateral trade opportunities in the networking session.

WTC Navi Mumbai wishes a very Happy and Prosperous New Year 2020 to all its Members and Associates. We trust the WTC will continue to receive your support and cooperation in making the New Year a great success and fruitful to all of us.

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

All are invited for the said programmes

1. WTC NM & IMC Chamber Navi Mumbai Joint Training Program on “New Developments in GST “

Date: - TBA

Time: - 02.30 pm - 05:30 pm

Venue: - WTC Navi Mumbai @ Raheja TESLA Industrial Plot GEN- 2/1/C, MIDC TTC

Juinagar, Navi Mumbai – 400705. (Near Prabhat Dairy & Mercedes Service Center)

Participation Fee: Rs.413 (GST included) for WTC and IMC Members and Students/ Faculty. For others Rs. 590 (GST included).

RSVP Mandatory. Please Confirm by E-mail with:

Mr. Jayant Ghate: jayant.ghate@wtnavimumbai.org +91 98203 42535

2. Country Seminar on Uganda

Date: - TBA

Time: - 03:00 pm - 06:00 pm

Venue: - WTC Navi Mumbai @ Raheja TESLA Industrial Plot GEN- 2/1/C, MIDC TTC

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@wtnavimumbai.org +91 9820 342535

3. “Export Advisory Services of WTC Navi Mumbai”

WTC Navi Mumbai has also started an Export Advisory Services for the benefit of its Members and Associates as well as business visitors and start-ups. These include among others Export Products & Markets Identification, Trade Leads/Buyers, Policies & Procedures etc.

Venue: - WTC Navi Mumbai Office (Tuesdays & Thursdays with Prior Appointment Only)

For Further Details Contact: - Mr. Jayant Ghate: jayant.ghate@wtnavimumbai.org / +91 9820 342535

Mr. Jayesh Khade: jayesh.khade@rediffmail.com / +91 7666 002002

A) WTCs around the World : Business Leads & Events

✚ WTCA NY General Assembly 2020 @ Taipei WTC]

The World Trade Centers Association's (WTCA) Annual General Assembly (GA) is the organization's premier annual event gathering more than 300 representatives among World Trade Centers and their member companies from all over the world. In 2020, the Association's 51st General Assembly will take place from March 1 to March 4 in Taipei at the Taipei International Convention Center (TICC), located in the WTC Taipei Complex. The event will focus on "Connecting Business to the Digital World," aiming to facilitate industrial exchange and prepare businesses for the digital advantages and challenges. It will also be the perfect opportunity to reconnect with your fellow WTC Members, connect with local businesses in Taiwan and potential partners worldwide, and celebrate the Association's 50th anniversary.

Following the past two General Assemblies in Leeuwarden and Querétaro, this upcoming General Assembly in Taipei will also focus on enhancing the creation of business opportunities. World Trade Center (WTC) Taipei, would like to encourage you to bring your local businesses and lead a delegation to Taipei. WTC Taipei will organize a special Business Meeting session for you and your member companies. You can find great partners not only with Taipei, but with the rest of the world, thus creating more opportunities for cooperation to benefit our respective businesses.

Highlights of the 51st General Assembly:-

- Explore Asia's business opportunities
- Participate in matchmaking services and B2B meetings
- Partner with Taipei and the rest of the world
- Connect to the digital era
- Gain industry insights and exchange expertise
- Celebrate the WTCA's 50th anniversary
- Explore Taipei via Taipei Cycle, a new view on cycling

Focus Industries:-

- Agriculture & Smart Agriculture
- Green Technology
- Information and Communications Technology (ICT), Artificial Intelligence (AI), and the Internet of Things (IoT)
- Medical Services & Smart Healthcare
- Smart City
- Smart Manufacturing
- Start-up & Innovation

For Further Information. Please Contact:-

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Trade Promotion Specialist

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<http://www.taitra.org.tw>

WTC Savannah, USA

VALDOSTA, GA. WELCOMES ARGLOSS SOUTHEAST

Construction is well underway for a \$123 million glass container manufacturing plant that is going to revolutionize the American glass industry via a greenfield start-up plant that will use best-in-class technology to serve the U.S. glass packaging industry, hence reducing the number of imports from China and other countries. Argloss Southeast, a subsidiary of new holding company Argloss Yamamura, will cater to the spirits, wine and food & beverage industries using the latest technology for efficient glassmaking in what will become the world's most modern glass plant to date.

“We believe there is a large untapped potential in the U.S. consumer market for glass. Our goal is to help more producers choose glass as a healthy, safe and environmentally responsible material that can at the same time be customized, dynamic, colourful and cost-competitive,” said Argloss Chairman and CEO José de Diego Arozamena.

WTC Binh Duong, Vietnam (Launch Program)

LAUNCHING CEREMONY FOR WTC BINH DUONG NEW CITY

BINH DUONG, 23 NOVEMBER 2019 - The Launching and Signing Ceremony for the Development of the World Trade Center Binh Duong New City (WTC BDNC), hosted by Binh Duong People's Committee, is held at Becamex New City Hotel, on Hung Vuong Street, by Becamex IDC.

The ceremony is to introduce the new project of Becamex IDC to develop the World Trade Center complex in the heart of Binh Duong New City. The complex consists of facilities to promote international trade activities and is aiming to becoming a diverse and professional service center in the region.

WTC Arkansas, USA

ARKANSAS EXPORTS CONTINUE ROBUST GROWTH

Arkansas exports surged again in 2018, with \$6.5 billion in trade that spanned 170 countries and reflected 12% growth since 2008, according to a newly released report by the World Trade Center Arkansas. The state's top two customers, Canada and Mexico, respectively, remained strong compared to previous years, according to the report. “Arkansas is one of the few states that consistently exports more than what it imports from its NAFTA partners in the recent years,” said Melvin Torres, the Centre's director of Western Hemisphere trade. “Arkansas' effective partnership with both countries has permitted this symbiotic and successful relationship,” Torres added. Exports to Canada amounted to \$1.2 billion, while Mexico exports totalled \$870 million — equalling over 32% of Arkansas total exports.

Arkansas exports also flourished in Saudi Arabia, where growth increased by more than 400% thanks to a missile contract between the Middle Eastern country and Lockheed Martin's facility in Camden. This drove the country to become Arkansas' third largest customer with \$397 million in trade in 2018. “The growth in a relatively untapped market reflects the diversity of Arkansas' economy,” Torres said. France, which received roughly \$326 million in exported goods, followed by China with \$307 million, round out Arkansas top five largest export markets for 2018.

The mission of the World Trade Center Arkansas is to grow trade and increase Arkansas exports by connecting Arkansas businesses to the world through international trade services.

The Center is part of the University of Arkansas and serves as the trade promotion arm for the Arkansas Economic Development Commission.

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@wtcnavigumumbai.org

WTC Navi Mumbai Interacts with Management Students

WTC Navi Mumbai was specially invited by two important Universities namely Amity University and National Institute of Fashion Technology based in Navi Mumbai to interact with their Management students on 7th November 2019 and 11th November 2019 respectively.

Main theme of the Seminars was “Currents Trends in International Business and Opportunities for Management Students”. As many as 75 students participated in each of the seminars and derived insights into the theme from the WTC Navi Mumbai.

WTC Navi Mumbai Advisor, Mr. Jayant Ghate made few observations on the Seminar theme and explained the role of WTCA and WTC’s in general and WTC Navi Mumbai in particular in promotion on International Business. Mr. Abhishek Bhattacharya, WTC Navi Mumbai Associate, made a presentation on the WTC Navi Mumbai and its importance in the Navi Mumbai region as well as its services and facilities in promotion of International Trade.

Dr. A Vivek, WTC Navi Mumbai Hon. Advisor and Professor at Institute of Cultural Diplomacy in Berlin, Germany, addressed the students on the entire spectrum of International Business. He covered a wide range of topics such as International Business environments, trade opportunities, importance of modern technology and innovations, global markets, global brands, India’s position in International Trade and so on. His session was very lively and practical.

Overall, the students appreciated the WTC Navi Mumbai seminars and actively participated. They also sought many clarifications and interacted with the faculty to gain more insights into the subject.



Mauritius @ WTC Navi Mumbai

The WTC Navi Mumbai in association with the D Y Patil Deemed to be University School of Management organised a Country Seminar on "**Mauritius- Your Gateway to Exploring New Markets**" on 21st November 2019. Mauritius is an important Trade & Investment partner for India and it provides very attractive Business Opportunities for the Indian Business Community. There were more than 60 Industry representatives as well as students from Mumbai and Navi Mumbai region participating in the Seminar.

Dr. R Gopal, Director, DYPUSM, welcomed the participants and gave an introduction to the Indian economy with a focus in the Education sector and also mentioned about the D Y Patil University and its different branches and also its presence in Mauritius in form of a Medical Institute. He stated about D Y Patil University School of Management and Management courses they offer. Mr. Jayant Ghate, Advisor, WTC Navi Mumbai gave the opening remarks and stated about the Business Opportunities in various sectors in India and also about Indo-Mauritius business relationship and opportunities. He also briefly explained about the WTC Navi Mumbai and how it supports business organisations in getting started and expanding operations by the various Services offered by the WTC Navi Mumbai.

Mr. Seewraj Nundlall from the Economic Development Board of Mauritius made a detailed presentation on the Economy of Mauritius, the various sectors and opportunities for Indian Businesses in Mauritius. He mentioned, "Although Mauritius is a small country in terms of population- 1.3 million only- its per capita income is above \$12,000. Further its special agreement with USA, Europe & Africa makes it a Gateway to these markets".

Mr. Neeraj Sinha from the State Bank of Mauritius explained about the Bank's role in helping businesses to set up in Mauritius and also the facilities and services they provide. There was also a corporate presentation made by Mauritian company Velogic (Company belonging to Rogers Group - A Leading Business House of Mauritius), who mentioned about their business operations and their presence in India. They also stated about opportunities for Indian Businesses in Mauritius.

Mr. Bhaskar Dastidar, Associate of WTC Navi Mumbai concluded the Seminar by proposing the Vote of Thanks and suggested for an Indian Business Delegation to be taken to Mauritius from the Navi Mumbai region in the near future. There were opportunities to interact with the Mauritius representatives who helped the participants to understand about Mauritius and how to conduct business there. It also provided B2B meetings and networking session to the participants to understand the industry and help them grow their business. Overall, the event was extremely successful.



WTC Navi Mumbai also Participated in the following Programs:-

1. **China Homelife & Machinex 2019-** These expos were held at the Bombay Exhibition Center, Goregaon during 11th – 13th December 2019. WTC Navi Mumbai promoted this event to members & associates extensively. We were duly invited to participate in the inaugural function, China-India Economic Forum as well as visit to the Expos. Few of our members also participated.



2. **Indo-Korea Tech Connect Global 2019-** This event was held at the BEC, Goregaon on 13th December 2019. We were invited to participate in this B2B event which had participation of 12 Korean companies and about 50 Indian companies.



3. **Institute for Design of Electrical Measuring Instruments (IDEMI)** under the Ministry of MSMEs (GOI) invited WTC NM to be a Member of the Committee for Export Facilitation Center being setup by IDEMI for the benefit of Exporters. First meeting of this Committee was held on 15th November 2019. We gave some suggestions for the activities of EFC and interacted with other Members of the Committee such as Representatives from DGFT, FIEO, EEPC as well as MSME Development Institute etc.

Digital Payments: India as a Cashless Economy

India is one of the largest economies in the world. It has a huge international trade worth more than \$750 billion and a domestic market worth more than \$2 trillion. Since the economic liberalisation of 1991, India has been growing rapidly. During this period of time, more than 95% of trade and transactions were done using cash. In the year 2016, there was a drastic step taken by the government of India in the form of demonetisation which changed the face of the Indian economy. Though it wasn't that successful in fulfilling its objective of curbing black money, it was extremely successful in creating a new avenue for the India by pushing it towards become a Digital or Cashless Economy.

In a cashless economy, unlike the traditional system, no coin or bank note is used to conduct the financial transaction. Electronic representations of money replace traditional currency where the transaction can be done through transfer of digital information. It includes E-banking, debit and credit cards, card-swipe or point of sales (POS) machines and digital wallets. In Sweden, 99% of payments are conducted without cash which is a perfect model of cashless economy. The procedure of transaction is very swift and free from many hazard of traditional transaction from technological point of view. India is one of the developing countries who are strongly trying to achieve a cashless economy.

It has been rightly stated that, India is a land of contradictions and the best example of this would be the existence of two different worlds in the same nation: India and Bharat. While, India is tech and Internet savvy, our Bharat is far behind. It even lacks the basic amenities. While India is talking about bullet trains and hyper-loops, one can still find people earning their livelihood from cycle-rickshaws in 'Bharat'. Given such a wide spectrum of disparity, the fact that 90% of our workforce is in the unorganized sector, comes as no shock. Yet, one of the key agendas of Indian Prime Minister Mr. Narendra Modi is to make India a Digital/Cashless Economy. The Digital India programme is a flagship programme of the Government of India with a vision to transform India into a digitally empowered society and knowledge economy. "Faceless, Paperless, Cashless" is one of professed role of Digital India.

Following demonetisation of 2016, the Indian economy has been steadily moving towards becoming a cashless economy and from less than 5%, the cashless transactions in India has grown to more than 15% and this is very beneficial for the economy. There are several benefits of having a cashless economy. Few of them are as mentioned.

- Elimination of counterfeit notes. Fake currency brings down our economy. It is majorly used for illegal actives and other anti-social activities like terrorist funding.
- Reducing currency operation cost. India spends annually around Rs. 22,000 crores just to manage cash.
- No need to rely on age old ATMs.
- Contributes towards economy. Digital payments are clean and traceable.
- Using digital payment methods increases the credit score of a person.
- Money can be transferred digitally which are quicker and easier than using cheques or cash.
- All utility bills can be paid just by a few clicks.
- There won't be a need to rely on bank branches which will save time and money.

In order to become cashless, India needs physical infrastructure to aid the shift. This involves implications for the transactions ecosystems. Other facilities such as high-speed internet, wide mobile network coverage and financial infrastructure in banks are some of the most fundamental requirements of any digital economy.

However, not many realise that physical infrastructure is only part of the equation. The switch from cash to digital is not possible without psychological and behavioural change as these factors are responsible for hindering the transition.

India in terms of using digital payment methods is still very poor compared to other developed countries in the world. As many countries are already turned up with their electronic payment system, India is in its initial stage and most of the population are still dependent on cash-based transactions because of unavailability of proper internet connectivity, lack of awareness and knowledge of the financial transaction, charges on card payments.

India needs to come up with new policies of digital transactions. The government of India should promote their agencies and private sector service providers to spread financial literacy especially in rural areas. The government should also provide extra benefits on digital transaction payments and offer extra incentives or interest rate on cash saving in bank accounts. At the same time reduction in charges of digital transaction or exemption completely on digital banking for few initial years as these can be more helpful for speeding up the process of digitalisation of payments in the country.

The Indian government though has come up with various initiatives to promote digital transactions in the country. From the introduction of BHIM UPI to incentivising online transactions, all sorts of methods have been used to make sure that people reduce cash transactions and use digital transactions methods. The government has introduced several budget initiatives such as compulsory digital payments option at all major merchant points and additional tax cess on large-ticket cash payments.

The future of cashless India is extremely bright and with the rapid economic growth and strong penetration of digital payment methods, India is expected to be a cashless economy in the near future.

(Article by: - Mr. Abhishek Bhattacharya, MBA student, D Y Patil deemed to be University School of Management & WTC Navi Mumbai Associate).

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