

---

# Trade Investment Promotion Service

**TIPS News Bulletin**

---

**Volume III/Issue No.6**

**October 2018**

---



**“Bringing the World Together”**

## Table of Contents

<b>Sr. No.</b>	<b>Description</b>	<b>Page No.</b>
<b>1.</b>	<b>Editorial Commentary</b>	<b>3</b>
<b>2.</b>	<b>WTC Navi Mumbai Upcoming Events</b>	<b>4</b>
<b>3.</b>	<b>WTCs around the world &amp; in India- Business Opportunities &amp; Leads</b>	<b>5</b>
<b>4.</b>	<b>Indian Machinery &amp; Machine Tools Industry</b>	<b>7</b>
<b>5.</b>	<b>MSME's Meet- 2018 at WTC Navi Mumbai</b>	<b>9</b>
<b>6.</b>	<b>WTC Navi Mumbai Important Membership Benefits &amp; Application Form</b>	<b>10</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:

- **India's Trade with USA & China:** Trade war between USA and China has a multiplier effect on India. India has excellent chance and opportunity to promote its trade with both the countries. However, this is in the short term only. Business people need to think seriously in this direction quickly. Further, possibility of establishing long term trade relations can also be explored.
- **India & WTO:** Apparently many member-countries are finding it difficult to deal with India especially the subsidies. That primarily includes USA and other developed nations – our major markets. We need to address this issue as early as possible and arrive at appropriate solutions.
- **Value of Rupee:** Recently, there has been a significant depreciation in value of Rupee vis-a-vis USA Dollar and other currencies. This may be a gain for Exporters, but it is more damage to the importers and for oil prices in the country. Government has initiated measures to control value of rupee but oil prices are rising day by day exerting price pressures and inflation.
- **Merger of Banks:** Government announcement of merger of banks – Bank of Baroda, Dena Bank and Vijaya Bank – has been received with mixed reactions. The new bank will be the third largest in the country. BOB has a large domestic and good international presence. The question is how much value the other banks will add or bring to it so as to make it Basel Banking Convention compliant. Time will only tell.
- **IL&FS Crisis:** Rs. 91,000 Cr. debt crisis at Infrastructure Leasing & Financial Services (IL&FS) is, indeed, a great financial crisis to the Indian Banking & Finance system. There is no immediate solution for this crisis and systemic measures are required to overcome this and bring stability for the country.
- **Indian Machinery & Machine Tools Industry:** Indian machinery and machine tools industry is growing fast. Make in India, technological advances and new emerging clusters are contributing to it in a significant manner. What is needed is modernisation, innovations and joint collaborations and more linkages with the world. Both exports and imports are having a key role to play in this industry and its competitiveness is required to be exploited to the maximum extent. In this Issue of TIPS Bulletin, we have provided highlights of this industry and its various dimensions for the benefit of the readers.

## 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) Chaos To Success Workshop

WTC & IMC Navi Mumbai propose to organise this half-day workshop for the benefit of SME sector.

Topics to be covered: - How to achieve higher business growth, How to remove constraints & difficulties in business operations, Theory of constraints, Misconceptions in business.

Faculty: - Mr. Deepak Nagar, Co-Founder of Yagna Entrepreneur Success Services LLP & Management Consultant. He has several of experience with manufacturing industry and operations management. He is an Entrepreneur as well as a Trainer.

**Date: October 11 , 2018 ( Thursday ) (Tentative)**

**Timing: 3:00 pm – 6:00 pm**

**Venue: IMC Navi Mumbai Office at 6<sup>th</sup> Floor, Commodity Center, Vashi.**

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

**Email: [jayant.ghate@wtcnavimumbai.org](mailto: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: TBA**

**Timing: 10:30 am – 05:30 pm**

**Venue: WTC Navi Mumbai Office**

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

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

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

### WTC Santiago, Chile

#### BUSINESS OPPORTUNITY IN EV CHARGING STATIONS

President of WTC Santiago, Chile has a large parking business in Chile. Please find below the E-mail giving details of this business opportunity: -

---

Dear Jayant,

Thank you for your positive reply through the Reciprocity Desk platform.

We are very interested in finding suppliers and/or manufacturers for EV Charging (Charging Vehicle Station, Home, Public and Work). The EV charging requirement was made by one of our client, a company owned by the President of WTC Santiago.

They are a parking company with business (public and private parings) in the whole country. Here their website <https://www.ecparking.cl/> (unfortunately only in Spanish). They are very interested in investing in the EV charging technology, once the business is growing quickly in Chile.

The idea is to represent the brand in Chile, selling the products in our local market. As an alternative, we would also be interested in buying products from a company and distributing them in Chile. Would you have potential partners in this sector? I am looking forward to hear from you.

Thank you for your help and best regards,



### 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

#### VISIT OF TWTC DELEGATION TO MUMBAI

WTC Taipei 26 Member Trade Delegation is visiting Mumbai on October 8, 2018. B2B meetings have been organised at the WTC Mumbai (Cuffe Parade) during 10:00 am – 5:00 pm on this day.

Business Sectors represented : Engineering / Machinery , Computers , Consumer Products , etc.

Raheja District - I, Plot Gen-2/1/B, 'D' Block, MIDC, Opp. Indian Oil Terminal Gate, TTC, Juinagar, Navi Mumbai - 400706. Tel: 86555 94141 Email: [info@wtcnavimumbai.org](mailto:info@wtcnavimumbai.org)

Further details Please contact: -

Mr. Alex Pen, Director, WTC Taipei Liason office in Mumbai

Tel: - +91-22-2216-3074-77 E-mail: - mumbai@taitra.org.tw

The Invitation Card is attached for the benefit of WTC members & associates.



**WORLD TRADE CENTRE™  
MUMBAI**  
Kamal Morarka  
Chairman

Powered by  
  
**MVRDC**  
Mumbai World Trade Centre



**Taipei World Trade Center**



**AIN**  
All India Association of Industries  
Vijay Kalantri  
President

*Cordially invite you to an*  
**Interactive meeting**  
with  
**High-level 26 Members Business Delegation from Taiwan**  
led by  
**Bureau of Foreign Trade, MOEA and  
Taiwan External Trade Development Council (TAITRA)**

◆ **Experts** ◆

<b>Ms. Kathy Chen</b> Sales Manager Genmore International Corp.	<b>Mr. Chening Fan</b> Deputy Executive Director TAITRA	<b>Mr. Jason MH Cheng</b> Shinyu Light Co., Ltd.
---	---	---

◆ **Focus Sectors** ◆

Engineering | Electrical & Electronics | Auto Components | Plastics  
Fabric | Stationary | Trade & Investment | Flooring | Medical  
Die Casting | Furniture

**Monday, October 8, 2018 at 10.00 am onwards**

**Venue:** Centrum, 1<sup>st</sup> Floor, Centre 1 Building, World Trade Centre  
Cuffe Parade, Mumbai

**B2B meetings followed by High-Tea**  
*(List of business delegation attached)*

---

◆ **RSVP** ◆

<b>MVRDC World Trade Centre Mumbai</b> t: 91-22-6638 7272 f: 91-22-2218 8385 e: marketing@wtcmumbai.org	<b>All India Association of Industries</b> t: +91 22 2201 9265/9160 f: 91-22- 2201 9760/2201 9764 e: info@aiaindia.com
--	---

 | wtcmbaiindia

## **WTC Mumbai, India**

### **WTC MUMBAI ORGANISES WORLD TRADE EXPO 2018**

It will be a unique Trade Development program to provide platform to Consulates, Embassies and State Governments to showcase various facets for cooperation in Trade & Investment.

Event: - Country Presentations, Exhibition, B2B Meetings, Networking Reception

Date: - October 29-30, 2018

Venue: - Expo Center, WTC Mumbai

Raheja District - I, Plot Gen-2/1/B, 'D' Block, MIDC, Opp. Indian Oil Terminal Gate, TTC, Juinagar, Navi Mumbai - 400706. Tel: 86555 94141 Email: info@wtcnavimumbai.org

## **Indian Machinery & Machine Tools Industry - Globalisation Potential & Growth Opportunities**

The Indian Economy is the 6<sup>th</sup> largest economy in the world with a GDP of approximately \$2.8 trillion and is also one of the fastest growing major economies in the world. One of the primary industries within India which forms an integral part of the economy is the machinery & machine tools industry.

The machinery sector is of strategic importance to the Indian economy and forms the backbone of the manufacturing activity. The sector has a multiplier effect on the overall economic growth and facilitates development of a wide range of user industries by providing critical inputs necessary for manufacturing. Therefore, the sector influences the core manufacturing development within India.

The machinery industry in India has amply demonstrated its potential in meeting the enormous demand of good both in the domestic as well as the international market.

On a global scale China is the leading manufacturer of machinery and machine tools in the world followed by many countries such as USA, Germany, Japan, India and Taiwan. Taiwan and China are also the largest machinery and machine tools exporters to India.

India produces a wide range of machinery and equipment. Some of the prominent machines produced in India include heavy electrical machinery, textile machinery, machine tools, earthmoving and construction equipment, material handling equipment, oil and gas exploration equipment, food processing and packaging machinery, railway equipment, metallurgical equipment, process plants machinery and equipment, paper and pulp machinery, and printing machinery.

Machinery of various types is required for production. Depending on the field in which they are used, machinery can be large scale, medium scale or small scaled. India is one of the leading exporters of machines required for the steel industry, mining equipments for the mining industry, and equipments for the fertilizer industry, cement industry, petrochemical manufacturing industry and heavy engineering equipments.

According to the IMF World Economic Outlook, economic activity is expected to pick up pace during 2017 and 2018, particularly in the emerging and developing economies like India. Improvement in manufacturing and industrial activity shall provide a boost to the global machinery sector. With per capita income rising in the emerging economies, demand for automotive and consumer products are expected to increase, which is likely to propel the demand for general purpose machinery, electrical equipment, etc. Specific purpose machinery is also expected to witness growth at the back of improvements in individual sectors.

In the Machine Tools Industry, “India stands 12th in production and 8th in the consumption of machine tools in the world”, as per the 2017 Gardner Business Media survey. The country is set to become a key player in the global machine tools industry and is likely to see substantial high-end machine tool manufacturing. With a major focus on Make in India and manufacturing growth, for which the machine tools sector, serves as the primary industry.

The Indian Machine tool Industry has around 1000 units in the production of machine tools, accessories/attachments, subsystems and parts. Of these, around 25 in the large scale sector account for about 70 percent of the turnover and the rest are in the MSME sector of the industry. Approximately, 75 per cent of the Indian machine tool producers are ISO certified. While the large organized players cater to India’s heavy and medium industries, the small-scale sector meets the demand of ancillary and other units. Many machine tool manufacturers have also obtained CE marking certification, in keeping with the requirements of the European markets which shows that the Indian machine tools are accepted by developed economies like European countries as well.

The Indian machine tools sector offers several opportunities for investment. Given the current gap between demand and supply, there is a clear need for adding capacities in this sector. The industry is moving towards increasingly sophisticated CNC machines, driven by demand from key user segments, such as, automobiles and consumer durables, Aerospace etc. Machine tool manufacturers need to develop capabilities to cater to this demand and investments in this area could yield long term benefits.

Indian machinery and machine tools industry is growing fast. Make in India, technological advances and new emerging clusters are contributing to it in a significant manner. What is needed is modernisation, innovations and joint collaborations and more linkages with the world. Both exports and imports are having a key role to play in this industry and its competitiveness is required to be exploited to the maximum extent.

It is important to note that the industry is quality conscious and more than 75% units are having ISO certification as mentioned above. This is not only beneficial for export development, but simultaneously it is very important for bringing modern technology in this sector from overseas. No doubt the industry is poised for a great takeoff and accelerated growth. Manufacturers need to be more aggressive in their approach towards globalisation.

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



## MSMEs Meet- 2018 at WTC Navi Mumbai

The World Trade Centre, Navi Mumbai jointly with the Indo-Global Chamber of Commerce organised the “MSMEs Meet- 2018” Interactive Session & Best Start-up awards on 6<sup>th</sup> September 2018 at the WTC. More than 50 Entrepreneurs / Start-ups participated to share their experiences. The prominent feature of the event was, every participant was given a platform to come on the dais and share his/her business ideas and progress.

The Guests of honour and the speakers of the day were Mr. R B Gupte, Ex-director MSME Development Institute, Mumbai. Mr. K D Kamble, Ex-Joint CEO of Khadi Gram Udhog (KVIC) , Mr. Bhushan Yengade, food industry consultant for Binder Tech Consultancy and Mr. S Vijay Kumar, Advisor to MSME Ministry.

Mr. R B Gupte explained the government policies both at the center and state level and how entrepreneurs and MSMEs can make use of these facilities for their own development. He also highlighted incentives available for the benefit of MSMEs. Mr. Kamble explained the case study of rural industries for the benefit of participants. Mr. Vijaykumar made his presentation interactive and interesting, he explored the physiological aspects of entrepreneurship and posed a number of questions to the participants. Mr. Bhushan gave several examples of food processing industry and opportunities thereof.

Mr. Jayant Ghate, while welcoming the participants explained the role of WTC in promotion of entrepreneurship and start-ups especially in the area of International Trade and Business. He mentioned that the membership of one WTC provides access to the services and facilities by the WTCs all over the world. WTCs provide wide range of services such as trade information, education, trade mission and promotion as well as facilities such as office space exhibition facilities, meeting rooms, clubs etc.

Some of the participants exhibited their products and services at this MSME Meet. Few products displayed were Organic carry bags, processed food items and banking services. The event provided good networking opportunities to all the participants. On behalf of IGCCI, its director Mr. Jayesh Khade provided guidance to the participants. He also thanked the WTC Navi Mumbai for its cooperation and support for the program.



## 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**