
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:

- **Budget:** As always, Indian Budget for 2019—2020 presented a number of new proposals. In this interim budget because of forthcoming elections, the Finance Ministry proposed few major changes such as special incentive to farming community and rural development, rising of income tax exemption limit, national program for Artificial Intelligence etc. Although there is no specific thrust on export and import, it is understandable and expected because of being an interim budget.
- **BREXIT Plan of the United Kingdom (UK)** has got embroiled into politics. Nothing is still clear about how it is going to take place. UK Position is still unstable whereas though EU is still somewhat in a better situation, the entire world is watching it with a baited breath.
- **Global Issues that need to be watched more carefully in 2019** :- Climate Change and Environmental Protection ** Technology Factor in Global Trade ** Importance of E-Commerce in Trade Development ** Increasing Role of Services Sector and especially its Multiplier or Spinoff Role
- **China USA trade war seems to be nearing the end.** At least there are signs of such a possibility. No doubt a good development for the global business. Let us hope that it will continue and bring more cheers to the other countries.
- **India E-Com and Telecom Policies:** The Government policies in these sectors need to have a fresh look. It appears that the Government policies seem to be curbing the competition rather than promoting it. It will be wise to leave it more to the private sector players for these growing sectors. Note that the entire IT and ITES sector has grown over the years because of non-interference of the Government.
- **Finally India has gone into an election mould.** Very soon we will be witnessing the largest democratic exercise in the world. One of the most significant achievements in recent years has been up-gradation and uplifting of India's image in the world thereby placing the country in a much better position where its word is counted. Let us hope it will be continue to be so in the years to come.

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 07th Feb 2019 from 1500hrs.

All are invited for the said programme



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WORLD TRADE CENTER™
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Cordially invite you to Seminar
on
**IMPORTANCE of SERVICE SECTOR
in INTERNATIONAL TRADE**

Thursday, 7th February 2019 from 3.00 pm - 6.00 pm

**Venue: 5th Floor, D Y Patil University School of Management, Vasantdada Patil Marg,
Sector 4, CBD Belapur, Navi Mumbai**

Services Sector occupies an important position in International Trade sphere. It has a multiplier impact on the process of International Trade & simultaneously it itself becomes a part of International Trade. Presently, International Trade is of the order of USD 24 Trillion and Services Sector share is estimated about USD 4 Trillion. Trade in services can help create opportunities for countries to expand their outputs of services in sectors where they have a comparative advantage and provide a range of traditional and new export opportunities. WTC Mumbai in association with WTC Navi Mumbai is organizing this seminar to enlighten on the subject and involve companies to participate in this promising sector.

Guest Speakers

<p>Dr. R. Gopal Director, D Y Patil University School of Management</p>	<p>Mr. Deepak V Shidhaye CEO, DMT International & Director, Rex Fuels</p>	<p>Mr. Suresh Babu Director, Raigad Chamber of Commerce & Industry</p>
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No Participation Fee | RSVP Mandatory

Contact

<p>MVIRDC World Trade Centre Mumbai Mr. A. O. Kuruvila, Advisor Tel.: 66387382 E: Kuruvila@wtcmumbai.org</p>	<p>World Trade Center Navi Mumbai Mr. Jayant Ghate, Advisor Tel.: 9820342535 / 86555 94141 E: Jayant.ghate@wtcnavimumbai.org</p>
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WTC Navi Mumbai Promoting 8th Global Economic Summit 2019 of WTC Mumbai

WTC Navi Mumbai is supporting organization for the 8th Global GES 2019 being organised by WTC Mumbai from 06th – 08th March 2019.

Highlights of the Summit are as under:

Conference I Exhibition I B2B Meetings I Awards I Field Visits

Sector Coverage : Services I Health Care I Tourism I Media I Banking I Education

Agro & Manufacturing I Communication & Logistics I Smart Cities I Legal & Consultancy I Industry / IT/ITES

Participation expected from 30 Countries & 300 Delegates. 30 Guest Speakers & over 100 Exhibitors

Exhibition to showcase different Services Sectors.

Conference discussion on themes like Emerging Services & Global Landscape

Smart Solutions & Smart Cities, Support to Agriculture & Manufacturing & Productivity.

Interested WTC Navi Mumbai Members & participants please contact Mr. Jayant Ghatge on jayant.ghate@wtcnavimumbai.org

WTC Mumbai to Welcome Business Delegation from Argentina

On February 19 , 2019 , the MVIRDC WTC Mumbai is welcoming an Argentina Business Delegation . In cooperation with the Consulate General Office of Argentina , the WTC Mumbai has organised B2B Meetings at Hotel Tajmahal Colaba 9 pm onwards on this day . Please see the links below to Delegates information and B2B Registration Form :

List of Argentina Delegation: -

<http://images.maildirect.co.in/mvirdc/List%20of%20Argentina%20Delegation.pdf>

B2B registration form: - <http://images.maildirect.co.in/mvirdc/Registration Form.docx>

B) WTCs around the World : Business Opportunities & Leads

WTC Las Vegas, USA

WTC LEADERS MEET AT CES 2019

WTC Las Vegas, on the site of the Las Vegas Convention Center (LVCC), is one of the busiest facilities in the world, welcoming approximately 1.4 million convention attendees annually.

WTC Las Vegas aims to promote the value of tradeshows, conferences, events and exhibitions as a conduit for promoting trade and global business partnerships.

In January, the destination welcomed CES® 2019 with an estimated 180,000 attendees. This event alone is expected to generate more than \$264 million for southern Nevada's economy, demonstrating the far-reaching impact of the tradeshow industry.

During CES® 2019, the WTC Las Vegas team connected with partners across the WTCA network, including colleagues from WTC Seoul, WTC Shanghai, WTC Trieste and WTC Queretaro and others, who travelled to the destination to experience CES® 2019. Several WTCs were travelling with exhibiting companies and CEOs looking to explore the latest technology and develop business opportunities. The show provides an incredible opportunity for groups to meet face-to-face in a collaborative and convenient location.

"CES showcases the power of innovation to solve global problems and improve lives around the world," said Gary Shapiro, president and CEO, Consumer Technology Association (CTA). "The passion, ideas and business connections at CES make this the most significant global tech event – and the most inspirational week of the year."

"Every business must now embrace technology to succeed," said Karen Chupka, executive vice president, CES. "And companies like Proctor & Gamble, John Deere and Raytheon proved that at CES 2019."

WTC Savannah, USA

WTCSAV Partner Celebrates Record Year

Looking back at 2018 Savannah Economic Development Authority leaders have millions of reasons to celebrate. In 2018 the organization helped create 1,906 new job opportunities and facilitate more than \$500 million in private investment to the surrounding area.

"Our mission at SEDA is to grow jobs, attract investments and keep what we have and 2018 was a great year," SEDA president and CEO Trip Tollison told the crowd of about 1,000 people gathered at the Savannah Convention Center Wednesday morning for the organization's annual meeting.

Contributing to the job creation, online home goods retailer Wayfair announced late last year that they will bring 1,000 jobs to the area with a 1.2-million-square-foot e-commerce facility in the Savannah River International Trade Park as part of a \$45 million investment. It was the largest warehouse/distribution and e-commerce project announced in SEDA's recorded history.

WTC Delaware, USA

INTRODUCING INTERNATIONAL DELAWARE© MAGAZINE

Welcome to the second edition of International Delaware©, a collaboration between the World Trade Center® Delaware and Delaware Business Times. This issue introduces Delaware as the Eastern Gateway to the United States. Our seamless transportation, logistics and distribution system connects all locations and industries within Delaware to the rest of the country. Our physical advantages include being ideally located with a thriving and expanding water port, major interstate highways, passenger and cargo railroad lines, inland ports and distribution centers, the sea level Chesapeake and Delaware (C & D) Canal, and, airports in all three counties. Our alternative Foreign Trade Zone site framework allows for the creation of FTZs anywhere in the state, expanding the logistics and distribution advantages Delaware offers to companies around the world. Companies and individuals come to Delaware from all over the world to connect with innovations in technology developed by Delaware's companies, academic and biotech research institutions, and industry organizations. Equally important are Delaware's regulatory, financial, and judicial advantages that make Delaware the "Corporate Capital of the World". More than one million businesses have their legal home in Delaware including over half of all U.S. publicly-traded companies, and 64% of the Fortune 500 businesses. To read/download your copy, please click the link below:

<https://bit.ly/2CcbRVV>

WTC Algiers, Algeria

PARTNERSHIP BETWEEN AIGLE AZUR AND WTC ALGIERS

Mr Ahmed Tibaoui and Yacine Benslimane, respectively CEO of WTC Algiers and General Manager of the Airline Aigle Azur, held this Saturday, 19th of January, the signing of an MoU whereby Aigle Azur agrees to give a special rate to the WTC Algiers Members. "Our company is committed to work hand in hand with the Algerian economic operators," said Mr Benslimane. Thus, special discounts will be granted to Algerian exporters to get their goods to all destinations within the Aigle Azur network. "This fits right in line with the recommendations of the Algerian authorities relating to its economic diversification," he added. For his part, Mr. Ahmed Tibaoui, the CEO of the WTC Algiers, said that 2019 was "a pivotal year for exporters." While welcoming the Aigle Azur capabilities, he also called Algerian exporters to "seize this opportunity to be present in international markets."

Competitiveness of Indian Services Sector

The service sector, also known as the tertiary sector, is the third tier in the three sector economy. Instead of the product production, this sector produces services like advice, experience and discussion. Examples of service sector jobs include housekeeping, tours, nursing and teaching. By contrast, individuals employed in the industrial or manufacturing sectors produce tangible goods, such as cars, clothes or equipment.

The service sector is responsible for the largest portion of the economy's business activity. Businesses in this sector are rapidly placing more focus on what is becoming known as the "knowledge Economy" or the ability to surpass competitors by understanding what target customers want and need, and operate in a way that meets those wants and needs quickly with minimal cost.

Among the countries that place heavy emphasis on the service sector, the United States, the United Kingdom, Australia and China rank among the top. According to the International Monetary Fund (IMF) and the CIA World Fact book, as of the year 2016, India had the tenth largest services sector in the world which accounted to roughly \$1 Trillion.

India is the sixth largest and fastest growing major economy in the world and the services sector is not only the dominant sector in India's GDP, but has also attracted significant foreign investment flows, contributed significantly to exports as well as provided large-scale employment. India's services sector covers a wide variety of activities such as IT/ITes, education, health, trade, hotel and restaurants, transport, storage and communication, financing, insurance, real estate, business services, community, social and personal services, and services associated with construction.

Some key points of the Indian Services Sector are:

- India is the export hub for software services. It has approximately 55% market share in the roughly \$190 billion global sourcing market as of 2017.
- It is a rapidly emerging destination for Medical Tourism as a result of cheaper but quality healthcare services.
- India has a large pool of skilled manpower, especially in the areas of IT & ITes available at a relatively low cost and a rapidly increasing youth population wanting to migrate from the agricultural sector to the other sectors.
- The Indian government is working hard to remove trade barriers from the services sector and drafted a legal text on Trade Facilitation in Services to the WTO in 2017.
- The services sector has received the most FDI inflows between April 2000 and June 2018 totalling to about \$68.62 billion.

The Indian service sector is the fastest growing service sector in the world. It contributes about 60% to India's economy and accounts for 28% of employment. The sector has witnessed good revenue growth from some of the largest and upcoming sectors including Information Technology, Professional services, Telecom, Healthcare, Space, Education etc. The Indian Government has taken up a number of initiatives such as Digital India, Make in India, Smart Cities etc. to boost the growth of the sector further.

The most internationally prominent service sectors of India are:

- **Information Technology-** The Indian Information Technology (IT) sector has a large global presence, spanning 200 cities across 86 countries in the world and has been growing rapidly over the last few years. The size of the sector in 2015-16 was US\$143 billion and the sector is expected to reach US\$155 billion by 2017. The IT sector contributed 9.5% to the country's GDP and more than 45% in total services exports in 2015-16.
- **Professional Services-** The Indian professional services sector lends support to businesses across the world by offering a variety of services including audit and accounting, management consulting, architectural, engineering and legal services.

The domestic professional services market has become a rapidly emerging sector with the market size reaching US\$14.43 billion in 2016. A significant share of the professional services market is dominated by management consulting which is expected to be worth US\$5.4 billion by 2018. At present, there are 10,330 management institutes spread across the country with 700,000 faculty and 2 million enrolments, making it a significant contributor to the global management consultancy space.

- **Space-** The Indian Space Industry is a new area of opportunity for the country and includes satellite services such as satellite launch services, satellite manufacturing and ground equipment. The Indian Department of Space (DoS) has the primary responsibility of promoting the development of space science and space infrastructure while the Indian Space Research Organization (ISRO) pilots all Indian Space activities.
- **Sports-** The Sports Sector in India has experienced steady growth in last few years, with increasing investments coming in from the corporate houses in sports properties and events, an expanding spectator base and rising number of sports channels. The Sports Service Sector in India includes different segments and provides variety of services including sports tourism, sporting goods (in manufacturing and retail), sports medicines, sporting management and sponsorship.
- **Trade Promotion Services-** Over 330 WTCs around 100 countries provide significant services for promotion of International Trade & Investment. Although India is late in expanding WTCs movement, nevertheless, more than 25 WTCs can firmly put India on the map of Trade Promotion Services across the world.

India has tremendous potential in the services industry, with increasing demand for Indian services worldwide and sustained support from the government; services exports have the potential to reach \$300 billion by 2022.

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

Country Seminar on “Doing Business with Ecuador”

“India and Ecuador trade and economic cooperation are at take-off stage and set to grow rapidly in the near future”.

This was the observation made by Ms. Christina Tejada a senior level Trade Officer of Consulate of Ecuador based at Mumbai. She was speaking at the Country Seminar “Doing Business with Ecuador” organised by the WTC Navi Mumbai on January 17, 2019. More than 50 participants from WTC Members and industry / business representatives were present at the Seminar.

“ Ecuador GDP on PPP basis is in the region of USA Dollar 190 billion and GDP Per Capita around USA Dollar 12000. The country is having excellent trade and economic relations with India. Many leading companies from India have established their presence in Ecuador. Opportunities can be successfully explored in agro-commodities, pharmaceuticals, engineering, textiles etc. “, she emphasized during her presentation. She offered joint venture and trade opportunities in these sectors. She also added that Ecuador is looking for development of its mineral resources and Indian companies can enter into this field. Ecuador Government is offering several incentives for investment that would benefit Indian businesses a great deal.

WTC Advisor Jayant Ghate welcomed the guest speakers and participants. He mentioned that Ecuador because of its advantageous geographical position can be a good gateway for India for both North America and South America markets. Although there is no WTC in Ecuador at present, WTC Navi Mumbai will extend full cooperation and support to the Indian business community.

Bhaskar Dastidar of Global Expo traced India Ecuador bilateral ties over the period and identified specific business opportunities. He added that if there is exchange of business delegations between the two countries, it will be beneficial. Further he also suggested setting up of a bilateral chamber between India and Ecuador to promote trade and business.

At the Seminar, an announcement was made of an Entrepreneurship Development Program (EDP) at the WTC Navi Mumbai to cater to the needs of Navi Mumbai region. Also a brief presentation was made on the services and facilities provided by SIDBI for the benefit of MSMEs sector.



IMC Navi Mumbai Committee Meeting @ WTC Navi Mumbai

WTC Navi Mumbai hosted the IMC Navi Mumbai Committee at its new office in TESLA Industrial. For the first time IMC Navi Mumbai organised its Committee Meeting outside its premises. During the Committee Meeting, Mr. R K Jain, Chairman briefed the members about the activities carried out by the chamber and proposed to be organised in the immediate future. Special presentations were made by Mr. Jayant Ghatge & Mr. Aman Dutt respectively on WTC Navi Mumbai and TESLA Industrial project of Raheja Universal. Similarly, invited expert shared their knowledge of financial services, especially for MSME's.

WTC Taipei B2B Meet @ Mumbai

WTC Taipei hosted a special 30 member delegation of Business people from Taiwan during January 21st-22nd, 2019 at Mumbai. The delegates represented a wide range of sectors such as IT/ITES, Engineering & Machinery, Textiles and Chemicals as well as Agro based sector. WTC Navi Mumbai supported the event and invited WTC members to take advantage of this meeting. As many as 10 members & associates of WTC Navi Mumbai took advantage of the opportunity and had excellent B2B meetings with the Taiwanese Delegates.

NSIC Specially Invites WTC Members, MSME's & Start-ups to take advantage of their unique schemes



The National Small Industries Corporation Ltd.

(A Government Of India Enterprise)

P/104, Khairane MIDC, TTC Industrial Area,
Koparkhairane, Navi Mumbai - 400 710.



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- Trust Seal of NSIC
- Multiple Language Support
- Buy and Sell your product online

Documents Required

- Self Attested copy of Udyog Aadhar Memorandum with company seal.
- Product- Service Brochure/ Company Profile
- Self Attested Copy of Caste Certificate issued by Gazetted Office with company seal.
- Filled B2B Application Form With Sign and Stamp.
- Self Attested Copy of Adhar Card and PAN Copy.
- Colour Passport size Photo

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