



WORLD TRADE CENTER™
NAVI MUMBAI



Trade Investment Promotion Services
TIPS News Bulletin

April – June 2021



“BRINGING THE WORLD TOGETHER”

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Editorial

Important developments in global trade and economy relevant to Indian trade and economy are mentioned below:

** Pandemic: The world continued to be affected by Covid 19 Pandemic significantly. Second wave of the Pandemic is visible in many countries. There is no respite as well as no effective solution on the horizon. Global trade and investment continues to decline. Further many countries are also expecting third wave to hit in the later part of this year and are gearing themselves to fight it. It indeed is a matter of a global concern and we need to evolve global approaches and global solutions to fight the menace.



Pandemic has led to multi-polarization of the world. On one hand developed and developing countries are coming together to fight the Pandemic, on the other hand there are apprehensions of the role played by China in this entire episode.

** India: India is witnessing the tide of second wave affecting its population and economy on a large scale. Many countries have put the country on travel embargo. At the same time the country is also facing severe shortages in terms of Vaccination, Medical Facilities, Medicines, Equipment and so on. Though India's Vaccine Policy of supplying vaccines to many countries in the earlier days is now paying dividend with many advanced countries ramping their help to India, it will take some time to recover to normal situation. Presently the country is experiencing lockdown situation in many regions.

India needs to relook at its relations with Iran. In spite of India's strong hopes of doing greater business with Iran, the responses from Iran are not encouraging. Similarly tension between Israel and Palestine has made the Middle East situation very precarious and tricky.

** Global companies: There are interesting developments of two global companies that need to be noted. Japanese financial services company Softbank has logged in a profit of USD 45 billion or so last year compared to a big loss in the earlier year. This is the largest ever profit recorded by a Japanese company. Softbank has funded many Indian startups and hence this is important for India as well. Secondly Amazon has won a tax case in Europe worth USD 300 million which is seen as a setback to the EU Commission tax laws.

** Others: India's economic growth projections by international organizations / banks for 2021 and 2022 have been scaled down as the economic activities have declined considerably. Obviously trade and investment are at standstill. It appears that Trade Policy announcement will be delayed. However, we still hope that the economy will rebound. We also hope that the Third Wave impact of the Pandemic will be contained and the opportunities of development will strongly emerge.

An important trend observed in India's export sphere during 2015 to 2020 period is the relative decline in the labor intensive products such as leather, textiles etc. On the other hand there is a robust growth in sectors such as medical / health products and IT Software etc. Normally the Export is supposed to create more employment. Hence there is a need to analyze the employment in various export products/sectors and to take care of the employment opportunities.

WTCA General Assembly 2021 Held Virtually

WTCA New York organized its 2021 General Assembly meeting on virtual platform during April 26 – 30, 2021. The GA was a great success in terms of webinar conferences, B2B Meetings and participation of about 1000 Delegates representing as many as 160 WTCs. Most of the Delegates were officials of the WTCs as well as Members associated with the WTCs across the world.

Mr. Jayant Ghate Advisor WTC Navi Mumbai participated in the GA along with three Member Associates. Mr. Ghate attended the live stream sessions and also had two B2B Meetings whereas Member Associates mainly participated in B2B Meetings and had good experience thereof. 2021 GA Meet was important since last year – 2020 – could not be held at Taipei WTC as planned because of Corona Pandemic. Participation was complimentary to all the Delegates.

Mr. John Drew WTCA Chairman welcomed the Delegates and inaugurated the GA. In his speech he mentioned that the WTCA was in the process of change functionally as well as structurally. He underlined importance of Regional Focus and new types of WTCA Services consistent with modern trends and technologies. He also referred to the WTCA initiative to cooperate with the UNCTAD/WTO/ITC in terms of Databases and Online Services for benefit of WTCs and Members.

WTCA has few Committees and their Chairpersons presented their Committee Reports during the GA. Ms. Mariette Mullaie Chairperson of the Executive Committee and President of the WTC Winnipeg mentioned that this Committee looks after governance and operations of the WTCA. WTCA approved 5 new WTC Members and 1 Option during 2020. Trademarks registration is yet another important activity of this Committee. So far the WTCA has registered 763 Trademarks and 314 Domain Names across the world.

Mr. Remy Swab of the WTC Panama and Chairman of the Digital Steering Committee explained the Digital Strategies and Initiatives adopted by the WTCA in its business operations. He mentioned that various Members Advisory Councils have been put on digital platform and all the WTCs have been asked to share their events, reciprocal services & facilities etc. on this platform. WTCA can now accept payment through the Credit Card. Data Privacy and Podcasts are taken care of.

Mr. Mehran Eftekhari of the WTC Cyprus and Chairman of the Audit Risk Committee explained various risks and threats emerging for the WTCA Business operations such as Covid Pandemic, Inactive Members, trade Barriers, Business Continuity, Brand Protection, Cyber Security etc. and implications thereof for the finances of the WTCA. He also highlighted the measures taken to mitigate these risks and added that the financial performance of the WTCA was robust in 2020. Similarly the Investment Committee and Nominations Committee also presented their roles at the GA.

WTCA also has Members Advisory Councils for various services like WTC Club, Exhibition & Convention and Trade Information and so on. Chairpersons of these Councils also spoke at the GA explaining their activities and programs.

WTCA invited several experts/ guest speakers to address the Delegates on a wide range of subjects relevant to the WTCs. The topics included: Purpose-driven Leadership, Inclusive Global Trade, SMEs & Markets, ADB Private Sector Operations, UN Global Trade Helpdesk etc. Guest Speakers comprised of Mr. F Seijbesma Hon. Chairman, Royal DSM, Mr. B Kuiten of the WTO and Ms. S Gaboury of the ADB and so on. All these were insightful sessions.

WTCA also organized special B2B meetings supported ably by modern technology like Artificial Intelligence. Most of the Delegates actively participated to meet their business counterparts globally and had very fruitful introductions and discussions.





Global Expo India Happy @ WTCA GA 2021

Mr. Bhaskar Dastidar CEO of Global expo India and Associate of the WTC Navi Mumbai actively participated in the WTCA GA 2021 program. He had an excellent experience with the B2B Meetings part of the GA. Overall there was a participation of 1000 Delegates from 160 WTCs. Besides WTC Delegates there were nearly 450 Business Delegates who participated mainly for B2B discussions.

Mr. Bhaskar took this opportunity to meet over 100 Business Delegates across the world... representing different countries, different business sectors Interested in coming to India. Mr. Bhaskar explained to them his Global Expo India role in promoting exhibitions and conferences, business missions and Indian tourism. "Their response was very good "according to Bhaskar. He added that most of them agreed to participate in Global Expo India programs.

Many business people were looking to enter into India and were searching for partners... for marketing of their product and services, joint ventures and technology transfers etc. Global Expo India offered its services to them to achieve their missions in India.

Global Expo India also had useful meetings with many WTCs in India and abroad at the GA. Some of these included WTCs at Bangalore, Noida, Nagpur, Brussels, Trieste, Orlando Savannah, Washington, Winnipeg, Metro Manila, Perth, Dandong and Shenyang and so on. All of them agreed to provide cooperation and support to Global Expo in its initiatives such as exhibitions and conferences.

WTCA Day on June 9, 2021

WTCA New York celebrated its Annual WTCA Day on June 9, 2021. Every year the WTCA and its Member WTCs celebrate the second Wednesday in the month of June as a WTCA Day to highlight its mission of “Prosperity through Trade and Investment”. Now this is a UN specially designated Day.

This year the Virtual Program was organized to commemorate the Day on the Theme “Post-Pandemic Trend of WTC Business – An APAC Perspective”. On this occasion Mr. Anbu Varathan President of UFI International was the Chief Guest. He explained the role of UFI in promoting exhibitions & conferences globally and how it helps organizers and venues of the international exhibitions and conferences. He mentioned that the many WTCs have excellent venues for exhibitions/conferences and some WTCs organize the Expos / Events themselves.

WTCA Executive Director Mr. Robin van Puyenbroeck welcomed the guests. Other guest speakers included Representatives from WTC Taipei, WTC Metro Manila, WTC Bangalore as well as Senior Official from global real estate consultancy JLL India and Sri Lanka. Mr. Scott Wang WTCA Vice President for Asia Pacific Region proposed the vote of thanks. Mr. Wang specially organized this program for the benefit of the WTCs in Asia Pacific region.

Interactive Meet with Mr. Friedrich Volker

WTC Navi Mumbai organized on June 3, 2021 an interactive virtual session with Mr. Friedrich Volker, Managing Director of GBP International of Germany. Mr. Volker is an Entrepreneur, Investor and Keynote Speaker and specializes in connecting dots between Europe and Asia Pacific regions.

WTC Navi Mumbai invited Mr. R K Jain Chairman, IMC Navi Mumbai, Ms. Shubhangi Tirodkar, Vice President, Maharashtra Chamber, Mr. H Parikh of Hardchem Group & WTC Guest Faculty and Mr. H Ranade of Biznovators Pune to participate in this session conducted on Zoom platform. Dr. Vivek Arunachalam Professor at Berlin based Business School and Hon. Member of the WTC Navi Mumbai was instrumental in organizing the meet.

Mr. Jayant Ghate Advisor WTC Navi Mumbai welcomed the participants and made introductions. He talked about the WTC Navi Mumbai services in promotion of international trade and investment and about Indo German economic cooperation opportunities. Mr. Jain mentioned about Navi Mumbai region growth potential and Ms. Tirodkar explained how this potential can be tapped.

Mr. Volker, at the outset, raised the question as to why to make India an investment destination – what are the benefits / advantages for an investor to consider investment in India. He went on explaining the reasons such as quality manpower available at the least possible cost, large domestic market, reasonably good infrastructure and so on. He identified several opportunities in German technologies that India can explore. He also asked who can provide help to the business people coming to India in terms of “how to set up presence in India?”.

Mr. Ghate and Mr. Jain offered such help through WTC and IMC. Mr. Parikh indicated the opportunities in electrical and electronics sector whereas Mr. Ranade highlighted the startups growth potential.

Dr Vivek moderated the meeting and summarized the discussion. He also suggested that the WTC Navi Mumbai and IMC Navi Mumbai and Maharashtra Chamber should jointly organize a webinar on the theme India and Europe Cooperation Opportunities.



WTC Pune Wins Safety Award

The World Trade Centre Pune has recently been awarded the prestigious International Safety Awards 2021, organized by British Safety Council. These awards recognise, reward and acknowledge organizational commitment to setting, following and rigorously implementing exemplary health, safety and wellbeing management.

The International Safety Awards are health and safety's most prestigious awards that recognize and reward organizations and managements who display true commitment towards excellent health and safety environment at workplaces owned and managed by them.

The conferment of this prestigious honour and external recognition reinforces WTC Pune as one of India's best office spaces. Laurels and recognition at this level undoubtedly motivates the team to stay committed to its philosophy and focus the overall health, safety and wellbeing of all stakeholders.

While deciding on awardees, the British Safety Council does a deep-dive into issues and evaluates organizations on a multitude of factors like:

- The most significant issues at the site in relation to occupational health hazards, occupational safety hazards and wellbeing concerns, and how control measures are implemented and monitored for effectiveness in this area.
- The internal and external factors which senior site management consider during the review of site health and safety performance
- How non-managerial staff participate in determining suitable control measures intended to manage hazards and risk identified through the risk assessment process.
- How outcomes of internal health and safety audits are communicated to relevant stake holders
- The process for managing operational change which may impact on health and safety?
- How persons with specific responsibilities during an emergency event are provided with suitable training to effectively implement their roles.
- The health and safety related factors considered when approving contractors/ suppliers or outsourced functions.
- How the organisation consults with relevant stakeholders at the site level regarding work/ workplace issues which could affect their wellbeing?
- How senior management develop and promote a positive culture within the organisation that supports the health and safety management system and arrangements.



The World Trade Center Pune is pleased to announce that we have been awarded the prestigious International Safety Award 2021 organized by the British Safety Council.

The award reinforces our commitment to provide occupational health, safety and wellbeing to all our members.



LAS VEGAS: BECOMING A SMARTER CITY

Apr 30, 2021

This is an excerpt of a story originally published on CES.tech. Read the full article to learn more.

The City of Las Vegas is home to 650,000 residents, with the greater Las Vegas area attracting 42 million annual visitors — and typically welcoming CES® every January. CES is owned and produced by the Consumer Technology Association™, licensee for the World Trade Center Las Vegas.

The City of Las Vegas, working with technology and business solutions provider NTT, has expanded its efforts to become a smarter city and provide safe, reliable and efficient civic technology that stimulates economic growth and offers better experiences for its residents and visitors.

City officials are seeking to improve interoperability among all public service sectors through open-source data sharing and real-time data analytics, and they have deployed various tech solutions in the past two years that have already changed city safety.

Six Pillars of Smart Vegas

The city's smart city charter focuses on six major areas:

- **Public Safety:** Solutions should better inform first responders and decrease response times.
- **Economic Growth:** Infrastructures will promote new business models and lead new job opportunities.
- **Mobility:** New connected vehicles infrastructure and data analytics can promote safer, more reliable and energy-efficient mobility options.
- **Education:** Expanding collaboration with universities will support education initiatives and prepare the future workforce.
- **Social Benefit:** Programs for underserved communities will help establish demographic equity.
- **Health Care:** Connected and intelligent medical devices will encourage a broader view of well-being.

Improving Safe Mobility

The pilot project was designed to decrease traffic congestion and help city officials address the problem of drivers accidentally driving the wrong way on streets. Sensors using lidar placed at various streets in Las Vegas detected collisions, near misses, how many times cars went the wrong direction and even resulting decreases in congestion after roadway improvements.

Through the pilot program, wrong-way driving was reduced by around 40%.

As Las Vegas continues to accelerate its smart cities projects throughout the city, it is looking ahead to how smart city technologies can extend further to stadiums, shopping malls and manufacturing facilities.

READ THE FULL ARTICLE

Learn more about Smart City initiatives and innovation and sign up to be notified when registration opens for CES 2022, January 5-8, 2022 in Las Vegas, Nevada, USA.

WORLD TRADE CENTER LAS VEGAS GETS BACK TO BUSINESS

Apr 01, 2021

The Las Vegas Convention Center (LVCC), which is also the World Trade Center Las Vegas (WTCLV), announced in March that it is ready to get back to business with the recent approval of several larger shows. Informa Markets' World of Concrete (WOC) set for June 8-10, 2021 will mark the debut of the LVCC/WTCLV's new 1.4 million-square-foot West Hall expansion and the innovative Convention Center Loop.

In addition to debuting the West Hall, WOC also represents the first large-scale trade show to return to the U.S. market since the pandemic brought in-person meetings to a halt. In March, Nevada Gov. Steve Sisolak increased large gatherings capacity to 50 percent, allowing for the return of larger shows, and also recently expanded vaccine eligibility to all hospitality and food service workers in order to serve our guests safely, and as of April 5, all Nevadans aged 16 and older qualify. Las Vegas' hospitality workers are essential, as the backbone of our economy and our community.

Informa Markets creates platforms for a wide range of industries to connect, innovate and do business. As industries and economies around the world look for opportunities to recover in the wake of the COVID-19 pandemic, exhibitions provide the ideal platform to rebuild communities and revive local economies. In addition to WOC, Informa Markets will also host the following trade shows in Las Vegas, with plans to return other keystone events throughout the rest of the year.

- Vegas Cosmetic Surgery (June 2021)
- The International Surface Event (June 2021)
- WasteExpo (June 2021)
- The Aesthetic Show (July 2021)
- Inside Self Storage World Expo (July 2021)
- MAGIC Fall (August 2021)
- International Roofing Expo (August 2021)
- Licensing Expo (August 2021)
- SupplySide West & Food Ingredients North America (October 2021)
- International Sanitary Supply Association Expo Show North America (November 2021)

In addition to Informa Markets' shows, a number of other shows have confirmed their return to the WTCLV/LVCC, including Mecum Auctions, April 28 – May 1, Tobacco Plus Expo 2021, May 12-14, and the Nightclub & Bar Show, June 28 – 30, among others.

In preparation for the return of business, the LVCC/WTCLV has earned Global Biorisk Advisory Council (GBAC) STAR facility accreditation by ISSA, the world's leading trade association for the cleaning industry.

For more information about the LVCC/WTCLV, visit VegasMeansBusiness.com

LOVELY FRAGRANCES YIELD THERAPEUTIC RESULTS

Mar 31, 2021

The earliest documentation of reflexology dates to approximately around 3,000 B.C., based on the belief that the body is represented on the head, hands, and feet, particularly on the soles. As widely documented historically in Asia and Northern Africa, these zones, or reflexology meridians, can stimulate the body through pressure-point therapy. Pioneers of modern reflexology further developed simulative healing by mapping the feet and demonstrating their mirroring effect on the body. The practice gained momentum during the 1980's era of Complementary and Alternative Medicine, bringing with its popularity the rise of professionals in the field.



Today, Lisa Heeney, founder of Aromabuff, a professional reflexologist and aromatherapist, practices the discipline in Drogheda, Ireland. Lisa was introduced to the healing and restorative benefits of essential oils and aromatherapy in the year 2000 after her brother's sudden and untimely death. The professional's mother suggested visiting a reflexologist, who was also an aromatherapist, to heal from the grief, who inspired Lisa to enroll in a diploma course. In the consequent year, she enrolled in an aromatherapy course at the Tisserand Institute of Aromatherapy in London.

Unlike reflexology, aromatherapy refers to the inhalation and topical application of authentic essential oils from aromatic plants ranging from deep therapeutic techniques to the extreme subtlety of fragrance on the psyche.

Upon receiving her diplomas and licenses, Lisa began her natural therapeutics practice as a reflexologist for pregnant women. Loving the nurturing and healing aspects of her work, the entrepreneur encountered popular mainstream aroma-therapeutic cosmetics with toxic non-organic ingredients, motivating her to create her natural products. Shortly after, Lisa welcomed her first child, heightening her desire to develop her products into a pregnancy line as aromatherapy and reflexology were both alleviative and remedial during her own nine months.

For those that are new to her work, Lisa, a pioneer in her field, is also the published author of *Aromabump: The Belly Bible for Aromatherapy in Pregnancy*. In the book, Lisa covers 24 essential oils and a how-to guide on safely using these outstanding elements for common discomforts during the nine months within the boundaries of their limitations. Besides her passion for essential oils, Lisa's driving force for both her line and book was to increase awareness of the safe use of the products and also to subdue unsubstantiated claims of aromatherapy as a cure-all.



WTC MARSEILLE - #RWC2023? READY, STEADY, GO!

Mar 30, 2021

In 2023, France will welcome a real nationwide tournament : the Rugby World Cup.

Legendary matches in legendary stadiums Nine matches will be organised across the country from the 8th of September to the 28th of October. The opening match will be an incredible France vs. New Zealand in Paris! Amazing isn't it? Just think about it... returning to the stadium and enjoy its electrical energy (hopefully life will return to normal by 2023).

Legendary matches in legendary stadiums. In Marseille, the Orange Vélodrome stadium will host six matches: four pool stage games and two finals. The inhabitants of Marseille will be delighted for sure !

WTCMP x RWC2023

The WTCMP is proud to count the organisers of the #RWC2023 among its clients.

On February 26th, we ran into them at the Sky Center La Marseillaise. The organisers of the #RWC2023 gathered on the 30th floor of La Marseillaise tower in order to plan the (pool) group matches schedule.

#Family2023

Since then, the #RWC2023 website opened its ticket office online. Members of the #Family2023 were able to take advantage of an early booking. And spectacular sales have exceeded the organisers' expectations.

We're eager to experience the #RWC2023.

Fun fact! In 2023, we will celebrate 200 years of rugby, invented by William Webb Ellis.

Source

OPPORTUNITY KNOCKS: OUR FUTURE IS TRADE

International trade is a key driver of Ontario's economic growth, high-quality job creation and resilience in the face of economic downturns.

On May 26, the Toronto Region Board of Trade launched our new report, Opportunity Knocks: Priority Markets for Ontario's High Potential Sectors , outlining a provincial trade strategy and looking at ways we can help businesses grow by getting them into markets around the world.

The report is a guide to understanding priority markets for small and medium-sized enterprises (SMEs), highlighting several high-potential sectors in Ontario that are well-aligned to benefit from shifting global trade and demand trends.

We continue to innovate, considering new trade variables such as trade readiness, leveraging regional diasporas and analysing risk factors that have a real impact on SME transactions.

The report was launched through a virtual event featuring Canada's Chief Trade Commissioner, Sara Wilshaw, and key partners, associations and companies involved in international trade. The webcast included panel discussions highlighting international trade as a key indicator for national economic growth and methodologies for identifying high potential sectors and priority export market



A Business to Business (B2B) portal facilitating online Marketing Support to Micro, Small & Medium Enterprises (MSMEs) by way of increased visibility, connecting buyers & suppliers, Trade leads & Keyword based unlimited Tender Alerts to grow their business

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KEY FEATURES



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(BUY/SELL)



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COMPANY WEB
PAGE IN
MINUTES



OFFER/FIND FRANCHISE,
SUBCONTRACTING &
DISTRIBUTION
OPPORTUNITIES



REQUEST FOR
QUOTATION
(RFQ) FOR
YOUR SOURCING
NEEDS



SHOWCASE
PRODUCTS &
SERVICES 24X7



POST DISCOUNT &
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JOIN NOW TO GROW YOUR BUSINESS

WTC Navi Mumbai Membership Benefits

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)

Membership Application Form

1. Name of the Company (In Block Letters) : _____
2. GST No : _ _____
3. Year Of Establishment : _ _____
4. Office Address : _ _____
5. Telephone No/Fax No : _____
6. Email : _ _____
7. Company Website : _ _____
5. Representative Name : _____
Mobile Number : _____
E Mail : _____
6. Company Profile (Attach Brochure) & Business Interests (PIs Specify): Export ,Import, Countries & Products, Investment, Technology etc

Annual Fees : Rs. 2,950/- All Inclusive Payable by Cheque / DD in Favour of "Raheja Universal Pvt Ltd."

Authorised Signature & Company Seal