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Trade Investment Promotion Services
TIPS News Bulletin

October - December, 2021



WTC Navi Mumbai is the Regular Member of the World Trade Centers Association (WTCA) New York

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New Hopes & New Joy

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Prosperity & Continued Success.



From



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Editorial

Welcome New Year 2022 ...

Happy New Year, 2022 to our WTC Navi Mumbai Members, Associates as well as readers of Tips Bulletin.

Let us extend a warm welcome to this New Year and express our sincere hope that the New Year will bring joy to the entire world and end to the Pandemic.

Have a look at Important economic developments in India in recent times.



** India is doing well in terms of economic growth. GDP growth is estimated @ 10 plus percent which is quite good. However let us not forget the fact that it is after one year of a significant decline. We simply hope that the growth will continue in future and the economy will be on rapid growth path. The growth is bringing an inflation of 14% but it is a spinoff of growth.

** India's annual exports are expected to touch or even cross the figure of USD 400 billion this year which will be a record in exports, No doubt a creditable achievement. An important highlight of this excellent performance happens to be successful diversification in exports, both marketwise as well as product wise. Another highlight is that this growth is occurring in spite of still prevailing pandemic. Let us keep it up. In this context it is interesting to mention that India and Russia have strengthened their relations by signing as many as 70 agreements recently... one can see good export opportunities.

** An important global event in the area of international trade and investment taking place right now is Dubai World Expo 2021. As many as 193 countries are participating in this six monthly outstanding event at Dubai. It is attracting significant number of business visitors from all over the world. India is no exception and many Indian business delegations have visited or have plans to see the global economic achievements, market opportunities, technologies and so on... a not to be missed opportunity for India's global aspirations.

** Finally the District Level Export Hub data indicates that Maharashtra State leads in sectors such as Textiles, Engineering, Chemicals and Food Processing. Keep it up and undertake export promotion measures at state level.

Once again a Happy New Year to all



WTC, IMC and NMIMS for Cooperation @ Navi Mumbai

NNMIMS Navi Mumbai Campus Director Dr. P N Mukherjee specially invited IMC Chamber Navi Mumbai Committee Members including its Chairman Mr. R K Jain and others as well as Mr. Jayant Ghate Advisor WTC Navi Mumbai to discuss and explore the possibilities of cooperation for the benefit of Navi Mumbai region. Accordingly, a meeting was held on November 25, 2021 at NMIMS Campus among representatives of three organizations to discuss the related matters.

Dr. Mukherjee and his Faculty Members welcomed IMC Chamber and WTC and explained the vision and mission of NMIMS which is a well known brand in academics and higher level education in India. He highlighted its strengths at Navi Mumbai Campus and outlined the possibilities of cooperation with Trade Promotion Organizations like IMC and WTC Navi Mumbai. His Faculty colleagues explained their expertise and functioning of various Schools such as Law, Business Management, Hospitality, Engineering and so on as well as the infrastructure facilities like various laboratories, classrooms, conference rooms and computer rooms, library etc.

Mr. R K Jain explained the constructive role played by IMC Chamber at Navi Mumbai and indicated how it can help NMIMS. He identified several areas of cooperation among IMC, WTC and NMIMS at Navi Mumbai: Organizing seminars and conferences, MDPs, Resource Persons and Visiting Faculties from industry and international trade, Surveys and Research Studies, Curriculum development, Students Internship and Placement etc.

Mr. Jayant Ghate suggested that NMIMS, IMC and WTC may consider establishing a Business Incubation Centre for the benefit of academic, industry, corporate and business community at Navi Mumbai. He explained basic purpose of such a Centre and processes of Idea Generation, Innovation, Guidance/Training/Mentoring, Business Plan preparation and Putting Business in Practice on a sustainable basis. All sectors such as Industry, Technology, and International Trade can be developed at Navi Mumbai by such a Business Incubation Centre.

It was decided to go ahead with various possibilities of cooperation and work jointly on setting up of a business incubation facility. Subsequently, Mr. Ghate also disseminated information about WTCA Foundation ongoing 2021-2022 "Peace through Trade Student Competition" to the NMIMS to encourage the student participation in this prestigious WTCA initiative.



WTCA MEMBER FORUM 2021: THE NEW (VIRTUAL) REALITY OF BUSINESS

The World Trade Centers Association (WTCA) hosted its third virtual global event, the 2021 WTCA Member Forum the New (Virtual) Reality of Business, bringing together nearly 600 attendees across 117 World Trade Center businesses in more than 50 countries and 27 industries around the globe, alongside renowned experts.

The Forum offered a full week of virtual networking opportunities via a complimentary Artificial Intelligence (AI) powered B2B matchmaking platform, and three days of programming filled with insightful keynotes, panel discussions and workshops allowing Members to connect with their global colleagues and learn from prominent thought leaders to help navigate today's changing environment as we heading to 2022.

Highlights from the Members only programming included sessions and workshops that provided WTCA Members and users with new tools to bolster their business and expand their global reach. Members learned about upcoming initiatives from the WTCA Membership team to enhance the overall WTCA Membership experience including the WTCA New Member On Boarding Program, the revamped WTCA Accreditation Program, the 2021-2022 WTCAF Peace Through Trade Student Competition, and the 2021-2022 WTCA Champions Award. They were also introduced to seven new Members who have recently joined the network, and the opportunities and offerings a teach new World Trade Center location; gained new resources including the WTCA Trade Services Operating Manual and the WTC Prime Office Index LatAm; and participated in workshops focusing on social media best practices and WTCA digital tools, to membership models for WTC business clubs, trade consulting & trade education, and developing collaborative WTC events and delegate programs.

The WTCA team in New York recorded strong participation from Members and thankful to its members for making the past three virtual events so successful.



WTC TRIESTE IS PARTNER OF THE BLUE INNOVATION HUB

In the context of EXPO Dubai 2020, the World Trade Center Trieste supported UNIDO ITPO Italy in promoting the "Blue Innovation Hub" initiative, engaging innovative Italian companies providing solutions in the field of the Blue Economy.

This collaboration was made possible thanks to the Memorandum of Understanding signed between the United Nations Industrial Development Organization (UNIDO) and the World Trade Centers Association (WTCA) that establishes a framework for cooperations between the Partners to achieve their common objectives.

The "Blue Innovation Hub" initiative brings together experts, academia, research enters, startups, and SMEs to explore innovative solutions and design-thinking tools and technologies for a sustainable Blue Growth sector.

The hot topic of "Blue Growth", around which the initiative is developed, comprises a range of both traditional and emerging sectors within the blue economy, such as Circular Economy, sustainable Fishery and Aquaculture, Smart and Green Shipbuilding, Transportation, Shipping and Ports, Biotechnology, Research and Education, Renewable Energy, Maritime Construction and Sustainable Marine and Coastal Tourism.

To learn more about "Blue Innovation Hub", we invite you to visit the official website at <https://www.unido.it/innovationbridge2020/bluehub.php>



ACTION PLAN FOR ATTRACTING COMPANIES TO CYPRUS

The incentives given include housing and employment, taxation, simplification and digitization of procedures & attractive Invest destination. The Plan enters into force on January 1, 2022.

Emphasis is given in areas related to, Technology, Shipping, Innovation, Research and Development, Biogenetics and Biotechnology & interested Industry without excluding any other companies that choose Cyprus as their place of business.

The key points are summarized down:

1. Transformation of the Fast-Track to Business Facilitation Unit.
2. New Policy for employing 3rd country nationals.
3. Right of family reunification for 3rd country staff.
4. Simplification and speeding-up the process granting work permits.
5. Social Insurance
6. Introduction of Digital Nomad Visa
7. Tax Incentives.

Additional Actions to be executed include:

- ✓ Upgrade of infrastructure for technologies-IT & Broadband
- ✓ Campaigns for attracting highly skilled workforce.
- ✓ Holistic and correctly focused Branding Campaign
- ✓ Completion of Judicial Reform
- ✓ Update of the Companies Regulatory framework
- ✓ Voting of bill for facilitation of strategic investments
- ✓ Creation of online platform for innovative technology companies
- ✓ Revision of framework for spin-off companies so as to be more attractive HR / Labour.



INDIA MUST TAP THE CANADIAN HOME FURNISHING MARKET

“Canada, despite having a relatively small population of 38 million, has a very well developed and substantial home furnishing market. The Canadian market is a high-value quality-conscious market. The home furnishings retail market in Canada has expanded by 4 per cent to CAD 18 billion during 2020, and we expect this market growth to continue till 2025. India is a net cotton exporter, and has a competitive advantage over this key raw material. India is also strong on creative aesthetics. The availability of competitively-priced labour, presence of traditional skills and natural products places Indian manufactures at a distinct advantage. The ultra-low mortgage rates in Canada will support the demand for home furnishings, and the significant growth in ecommerce will add to the same”, said H. E. Mr. Ajay Bisaria, High Commissioner of India in Canada at the Business Opportunities in Home Decor and Textile in Canada and they would be happy to help.

The wholesale chain in Canada should be targeted by Indian exporters, as it is a low-tapped market.



GEORGIA EARNS 'TOP STATE FOR DOING BUSINESS'

At a grand-opening event in Columbia County for Amazon's newest robotics facility in the Peach State, Governor Brian P. Kemp announced that Georgia has earned the "Top State for Doing Business" title for the eighth year in a row from Area Development.

"We're proud to accept the title of Top State for Doing Business from Area Development for the eighth year in a row," said Governor Kemp. "Thanks to our nation-leading workforce development efforts, resilient job creators and strong pro-business environment, Georgia is emerging from the global pandemic with unprecedented economic momentum. My administration will remain focused on building on this solid foundation and continuing to bring more jobs and opportunity to hardworking Georgians across the state."



DUTCH WATER TECHNOLOGY CONQUERS THE WORLD



Something extraordinary is happening in Leeuwarden. The Friesian capital has quietly grown into the epicenter of innovative water technology. The Leeuwarden Water Campus is the breeding ground for numerous technological innovations and successful water start-ups. The city, province, water technology sector and educational institutions work together intensively. The Water Alliance helps companies to bring their innovations to the market faster.

Water Campus Leeuwarden is the hub of the Dutch water technology sector. It has the ambition to fulfill this role for the whole of Europe, thus strengthening the position of European water technology.

Wastewater

On the Water Campus, science and business work together on numerous challenges, such as new processes for clean drinking water, the purification of waste water, recovering useful substances from water to industrial applications and even sustainable energy production such as Blue Energy. Reducing disposal of waste water by 50%.

The highlight was the CES in Las Vegas in 2020 where they received the highest innovation award. The Government, the municipality also supports the innovations, Molenkamp says.

Another company Molenkamp likes to mention is Wafilin Systems. The company specializes in purifying water from industries by means of membranes.



Maharashtra: Districts Export Data

Please find below Maharashtra's District wise Export Data of seven Districts with Top 5 exported commodities during the period April-September 2021-22. The products/services identified with export potential are also mentioned.

Maharashtra's Important Districts Export Data is mentioned below.

S. No.	Districts/ States	Top 5 Commodities	Value of Export (in US\$ Million)	Products/Services identified with Export Potential
1	Mumbai (Maharashtra)	1. Gems And Jewellery	3363.15	Gems and Jewellery, Engineering, Pharmaceuticals, Chemicals, Textile, Leather, Plastics, Financial Services and Accounting & Auditing Services, Legal Services, Transport and Logistics Services, Management consulting services
		2. Engineering Goods	1604.98	
		3. Petroleum Products	582.94	
		4. Rmg Of All Textiles	536.04	
		5. Organic And Inorganic Chemicals	265.67	
		Total of top 5 commodities	6352.78	
		Total export of District	7823.18	

2	Mumbai Suburban (Maharashtra)	1. Gems And Jewellery	6745.53	Gems and Jewellery, Engineering, Pharmaceuticals, Chemicals, Textile, Leather, Plastics, Financial Services and Accounting & Auditing Services, Information Technology & Information Technology enabled Services (IT &ITeS), Communication Services (Audio Visual Services – Motion picture and Video Tape production and distribution service), Management consulting Services, Engineering Services
		2. Engineering Goods	465.91	
		3. Rmg Of All Textiles	85.17	
		4. Organic And Inorganic Chemicals	83.79	
		5. Meat, Dairy And Poultry Products	74.47	
		Total of top 5 commodities	7454.87	
		Total export of District	7717.53	

3	Pune (Maharashtra)	1. Engineering Goods	3528.83	Purandhar Fig, Automobile and Engineering Goods, Agriculture products, Pharmaceuticals, Electronics products, Pomegranate, Grapes
		2. Drugs And Pharmaceuticals	464.78	
		3. Electronic Goods	366.04	
		4. Organic And Inorganic Chemicals	215.47	
		5. Plastic And Linoleum	87.61	
		Total of top 5 commodities	4662.73	
		Total export of District	5392.86	

4	Thane (Maharashtra)	1. Engineering Goods	1051.52	Chemicals, Plastics related, Pharmaceuticals, Engineering, Textiles, Plastics related, Transport and Logistics Services, Information Technology & Information Technology enabled Services (IT &ITeS), Communication Services (Audio Visual Services - Motion picture and Video Tape production and distribution service), Management consulting Services, Engineering Services
		2. Organic And Inorganic Chemicals	452.62	
		3. Drugs And Pharmaceuticals	329.61	
		4. Cotton Yarn/Fabs./Madeups, Handloom Products Etc.	192.02	
		5. Rmg Of All Textiles	157.58	
		Total of top 5 commodities	2183.35	
		Total export of District	3023.22	

5	Raigad (Maharashtra)	1. Engineering Goods	920.64	Iron & Steel Products, Chemicals, Pharmaceuticals, Engineering, Fisheries, Marine & Food Processing, Ganesh Idol (Handicraft), Transport and Logistics Services, Information Technology & Information Technology enabled Services (IT &ITeS), Tourism and Hospitality Services, Education Services
		2. Organic And Inorganic Chemicals	572.19	
		3. Drugs And Pharmaceuticals	188.1	
		4. Plastic And Linoleum	164.12	
		5. Meat, Dairy And Poultry Products	153.49	
		Total of top 5 commodities	1998.54	
		Total export of District	2675.44	

6	Aurangabad (Maharashtra)	1. Engineering Goods	1062.07	Engineering, Pharmaceuticals and Agriculture products, Engineering services, PaithaniSarees and Fabrics, MarathwadaKesar Mango, Beed Custard Apple
		2. Drugs And Pharmaceuticals	217.39	
		3. Plastic And Linoleum	149.9	
		4. Organic And Inorganic Chemicals	43.69	
		5. Meat, Dairy And Poultry Products	41.53	
		Total of top 5 commodities	1514.58	
		Total export of District	1734.22	
7	Palghar (Maharashtra)	1. Engineering Goods	913.11	Chemicals, "Chikoo" (Sapodilla), Pharmaceuticals, Iron & Steel and Engineering Products, Textiles, Plastics related, Fisheries, Marine & Food Processing, Fruits & vegetables, Warli Painting (Handicraft) Focus Services – Tourism and Hospitality Services, Transport and Logistics Services
		2. Drugs And Pharmaceuticals	246.77	
		3. Organic And Inorganic Chemicals	168.62	
		4. Man-Made Yarn/Fabs./Madeups Etc.	65.01	
		5. Plastic And Linoleum	53.08	
		Total of top 5 commodities	1446.59	
		Total export of District	1636.50	

With reference to data, The District level export Hub indicates that Maharashtra State leads in sectors such as Textiles, Engineering, Chemicals & Food Processing.

Commercial Report for Hungary, Bosnia and Herzegovina.

According to the commercial intelligence gathered by India's trade mission in Hungary and Bosnia and Herzegovina, India has export potential in the following list of products to these countries.

Potential products for exports from India to Hungary (based on the country's imports from world in October 2021)

Sr.	Commodity (6 digit HS tariff line)	Rationale
1	300490 Medicaments consisting of mixed or unmixed products	Hungary for the month imported this product from the World in the value of USD 184.68mln, while imports from India to Hungary were USD 1.8 mln.
2	847989 Machines and mechanical appliances, n.e.s.	Hungary for the month imported this product from the World in the value of USD 137.6 mln, while imports from India to Hungary were NIL.
3	851762 Machines for the reception, conversion and transmission or regeneration of voice, images or other data	Hungary for the month imported this product from the World in the value of USD 130.2 mln, while imports from India to Hungary were USD 0.6 mln
4	847330 Parts and accessories of automatic data-processing machi	Hungary for the month imported this product from the World in the value of USD 129.2 mln, while imports from India to Hungary were USD 0.1.mln
5	854231 Electronic integrated circuits as processors and controllers, whether or not combined with memories, converters, logic circuits, amplifiers, clock and timing circuits, or other circuits	For the month, imports of this product from the World were in the value of USD 9.3mln, while imports from India were nil.

Potential products for exports from India to Bosnia and Herzegovina based on the country's imports from world in May 2021

Sr.	Commodity (6 digit HS tariff line)	Rationale
1	870332 Motor cars and other motor vehicles ...	For the month, imports of this product from the World were in the value of USD 25.0 mln while imports from India were nil.
2	300490 Medicaments consisting of mixed or unmixed products ...	For the month, imports of this product from the World were in the value of USD 19.6mln, while imports from India were USD 0.1 mln
3	'740811 Wire of refined copper, with a maximum cross-sectional dimension of > 6 mm	For the month, imports of this product from the World were in the value of USD 12.8 mln, while imports from India were nil.
4	'760110 Aluminium, not alloyed, unwrought	For the month, imports of this product from the World were in the value of USD 13.3 mln, while imports from India were nil.
5	'210690 Food preparations, n.e.s.	For the month, imports of this product from the World were in the value of USD 9.3mln, while imports from India were nil.



How E-commerce Exports is enabling Indian MSMEs to win in Global Market.

Introduction

E-commerce exports is new way of exploring global opportunities for Indian MSMEs to enter, experiment and win in global markets. The correlation between economic growth and global trade is undisputed.

MSMEs in India currently contribute to over a third of the GDP today while accounting for about half of the country's exports. The government has been focused on increasing the MSME share of overall exports.

Imagine, an Ayurvedic supplement manufacturer selling directly to customers in the UK or schools in the US purchasing Made in India STEM toys and make it part of their curriculum.

Closer to the customer

E-commerce exports or Direct to Customer (D2C) exports enable businesses to sell directly to customers abroad.

To quote an example, NMK Textiles is a Maharashtra-based textiles company that has been exporting conventionally for over a decade. They adopted e-commerce exports with Amazon and launched a new brand called California Design Den to export high-end bed linen made in India and in the last 3-4 years have doubled their business selling to customers in North America and have since expanded to other global markets too.

Rising demand for Made in India products

Today, Made in India products from across categories are witnessing great demand in global markets; this demand cuts across traditional categories like textiles, herbal products, teas to newer sectors like toys, home and kitchen products and a lot more. The rising popularity for Made in India' products has also given rise to innovative customer use cases for the products, such as customers replacing creamers in coffee with ghee, using printed bed sheets as beach throws or using soap bars as shaving foam.

Thousands of Indian MSMEs are already benefiting from this demand, helping them create a niche for themselves.

The importance of MSMEs-led exports growth

As a part of Atmanirbhar Bharat, We believe that E-Commerce can play a big role in making exports easy and accessible for lakhs of MSMEs across India and take the local innovation and expertise to the global level.

Global Ecommerce Exports

According to an assessment by the commerce ministry and the apex body for exporters in the country - the Federation of Indian Export Organisations (FIEO) - there are more than 25,000 Indian exporters, small and medium firms and entrepreneurs present on the American multinational e-commerce company eBay alone, exporting their items directly to the consumers across the world. It is estimated that there are more than two lakh such Indian business-to-consumer (B2C) exporters making use of their own websites or other e-commerce platforms and social media sites.

There is intense competition in the e-commerce exports space, and several countries are actively promoting e-commerce exports. For instance, the U.K. governments Department for International Trade (DIT) has an E-Exporting Programme to help U.K. companies sell their products or services overseas through e-commerce. According to the U.K. government's website, the programme enables U.K. companies to get expert international trade advice and support through a free meeting with DIT e-commerce advisers. The programme also helps UK companies to develop and implement an international e-commerce strategy, as well as to set up on e-marketplaces and identify new e-marketplaces around the world to sell through, with the DIT's Selling online overseas tool. It also enables UK companies to access better than commercial rates to list on some e-marketplaces, including lower commission fees and try for free periods facing competition

Indian Ecommerce Retail Export Market

According to the exporters, though e-commerce is a great medium for them to expand their product lines, the FTP currently limits incentives to just a handful of items, thereby restricting the growth of Indian exporters using the e-commerce mode.

India's e-commerce retail export is full of competition, and also facing competition from their counterparts in China and South Asia.



Conclusion

Ecommerce creates level playing field for any kind of business to access global markets. It dispels the notion that exports are meant for larger that it can make massive investments to take their operations Overseas.

There is rising popularity to "Made in India Products" for the Innovative products.

Thousands of MSME's are already benefitting from this demand, helping them to create a niche for themselves. Importantly, these businesses have a positive impact downstream on the job creation and overall economy.

Some of the websites for Ecommerce Exports - Exportersindia.com; Indiamart.com; made-from-india.com; amazon.in; Flipkart.com; ebay.in; alibaba.com; etc. All the Best.

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Raheja Universal - New Projects in Navi Mumbai

Tesla Industrial Park, Phase - II

Raheja Universal promoters of WTC Navi Mumbai have initiated development of two new projects in Navi Mumbai namely Tesla Industrial Park - II and Solaris (Residential).

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- 3 Ton Capacity of Goods Lift
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- Rooftop Garden
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Raheja Tesla Industrial, located in Navi Mumbai, represents a unique opportunity for Micro, Small & Medium Enterprises (MSMEs).

Positioned on a key parcel of land, strategically site between the Port, Airport and the Business District.

Raheja Tesla Industrial is well connected to the human & goods transport and networks through air, road, train and sea, as well as to all communication systems and networks.

Raheja Tesla Industrial is tailored to meet the growing needs of a diverse range of industrial businesses.

Industrial park with various amenities like Multipurpose Hall, Restaurant / Canteen, Creche, Convenience Store, Pharmacy, ATM, and many more. The development offers manufacturing services to support power, efficient industrial environment, goods-transport hubs and easy connectivity. Established in Thane-Belapur-Panvel Industrial belt, we have the skilled workforce for all your manufacturing needs.

Raheja Solaris, Residential, Phase-I

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Raheja Solaris - Residential, Phase I

The Rise of Iconic Lifestyle, in the heart of Navi Mumbai.

The Raheja Universal create Landmarks that meets Global Standards, Epitom is our values, and are built on a Legacy of Trust.

Unparalleled Connectivity by Road, Port and Airport. Easy access to School, Colleges, Hospitals and Entertainment, etc.

Raheja Universal (Pvt) Ltd has launched Luxurious Residential project in Navi Mumbai at opposite Juinagar Railway Station. It would be High Rise Towers.

World class creatively crafted various amenities and facilities provided for family living.

A Legacy of excellence in crafting Mumbai's Finest Landmarks.

WTC Navi Mumbai Membership Benefits

WORLD TRADE CENTER NAVI MUMBAI

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 : _____ PanCard No. _____
3. Year Of Establishment : _____
4. Office Address : _____
5. Telephone No/Fax No : _____
6. Email : _____
7. Company Website : _____
8. Representative Name : _____
Mobile Number : _____
E Mail : _____
9. Company Profile (Attach Brochure) & Business Interests (Pls Specify): Export, Import, Countries & Products, Investment, Technology etc.

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

Authorised Signature & Company Seal