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INDO CANADA CHAMBER OF COMMERCE **INDIA MISSION** **2014 REPORT**

January 4–21, 2014





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President's Message

Canada-India bilateral relations have accelerated considerably during the last five to six years. Both Canada and India have gained tremendously from closer economic cooperation. These gains will multiply manifold in the near future as the nature and the scope of the economic relationship transforms to encompass sectors and spheres that have hitherto not been given the attention they deserve. Both the countries have made concerted attempts to move in this direction with the Comprehensive Economic Partnership Agreement (CEPA). The agreement holds the promise of taking the economic cooperation to an altogether different level. The targeted \$15b trade by 2015 is also proving to be an impetus to enhance trade.



Indo-Canada Chamber of Commerce (ICCC) has been a key player in fostering bilateral trade relations between Canada and India, and has launched several initiatives to focus on cooperation in key sectors. ICCC continuously calibrates its approach to achieve its twin mandates of fostering bilateral economic relations between Canada and India, and creating business and professional opportunities for the Indian Diaspora in Canada. As a part of this new approach, ICCC has started to promote the interests of small businesses and help them benefit through globalization. Pertinently, the Indian Diaspora in Canada – which is the largest among all G-8 countries on a per capita basis – is predominantly entrepreneurial.

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*Target of
\$15b bilateral
trade by
2015 is an
impetus*

The new global economic order offers vast opportunities in economic field which requires continuous research and evaluation of trends to meet the needs of policy-makers and business-owners, and help create spaces for Canadian business in India and vice versa. To meet this objective the soon-to-be-launched ICCC's 'Centre for Excellence' has already started undertaking research activities to harness the potential for making creative contributions to all fields of Canada-India relations. The Centre has undertaken a project on Future Agenda for Canada India Partnership: Unlocking its Full potential.

As a corollary to promoting small businesses, ICCC has established relationships with suburban cities in Canada. This is because small businesses generally tend to mushroom and grow in the suburban cities. A few years ago, ICCC expanded its annual visit to India

to the global convention of the Indian diaspora in India, to give it a quality of a trade mission. The objective was to create opportunities for Canadian businesses, and to build brand Canada in India, and build brand India in Canada. Our purpose was also to create opportunities for our delegates to expand their business and develop competencies to turn into global entities.

For its first India Mission in 2012, ICCC worked with Markham. That mission paved the way for more intense collaboration with the suburban cities. In 2013, Brampton joined the mission. For India Mission 2014, ICCC focussed on specific sectors that have greater significance on the bilateral trade. These sectors were agriculture, education and energy.

I have had the privilege of leading the India Mission on two occasions – in 2013 and 2014 – and it gives me an immense sense of satisfaction to say that from the overwhelming response to our initiative both in Canada and in India and both from the government and the private businesses, it is clear that ICCC has filled a long-felt demand. The diaspora can play a key role in enhancing the economic relations and ICCC being the largest organization representing the diaspora has channeled its energies to create a robust platform for bilateral economic relations. This report illustrates the significance of our initiatives in promoting bilateral trade, and gives an overview of immense opportunities in the bilateral sphere.

Thank you.



Naval Bajaj
President

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*Response
to India
Mission
indicates
we've filled
a long-felt
demand*



Acknowledgements

ICCC would like to acknowledge all organisations that made India Mission 2014 a success, particularly the Canadian federal government, the Canadian High Commission (CHC) in India, the Trade Commissioner's Service at the Canadian High Commission, Government of Andhra Pradesh, Government of Gujarat, Government of Punjab, Government of Tamil Nadu, Government of Uttar Pradesh and Ministry of Overseas Indian Affairs (MOIA).

Additionally, ICCC acknowledges its partner organizations and corporate entities who help organize the numerous programs in India during India Mission 2014.

These include: the Abellon Clean Energy, All India Association of Industries (AIAI), Anna University, Confederation of Indian Industries (CII), Eros International, Federation of Indian Chamber of Commerce and Industry (FICCI), GITAM University, Global Organization of People of Indian Origin (GOPIO), Gujarat Chamber of Commerce and Industry (GCCCI), Hyundai Motor India, India Green Business Council (IGBC), Indo-Canadian Business Chamber (ICBC), Info-tech Enterprises, Kirloskar Brothers Ltd, Mahratta Chamber of Commerce & Industry (MCCIA), Mohali Business Council, Mohali Industries Association (MIA), Olympia Green Park, Pandit Deendayal Upadhyay Petroleum University (PDPU), PHD Chamber of Commerce and Industry (PHDCCI) and World Trade Centre (WTC) Mumbai for the successful completion of the India Mission 2014.

ICCC also wishes to acknowledge its India mission delegates who made it a grand success.



Acronyms

AIAI	All India Association of Industries
CAGR	Compound Annual Growth Rate
CEPA	Comprehensive Economic Partnership Agreement
CHC	Canadian High Commission
CII	Confederation of Indian Industries
FICCI	Federation of Indian Chamber of Commerce and Industry
GCCI	Gujarat Chamber of Commerce and Industry
GER	Gross Enrollment Ratio
GITAM	Gandhi Institute of Technology and Management
GOPIO	Global Organization of People of Indian Origin
IBEF	Indian Brand Equity Foundation
ICBC	Indo-Canadian Business Chamber
ICCC	Indo-Canada Chamber of Commerce
MCCIA	Mahratta Chamber of Commerce and Industry
MIA	Mohali Industries Association
MOIA	Ministry of Overseas Indian Affairs
MoU	Memorandum of Understanding
NAIT	Northern Alberta Institute of Technology
NRI	Non-resident Indian
OIYC	Overseas Indian Youth Club
PBD	Pravasi Bharatiya Divas
PDPU	Pandit Deendayal Upadhyay Petroleum University
PHDCCI	PHD Chamber of Commerce and Industry
SICI	Shastri Indo- Canadian Institute
USA	United States of America
WDRA	Warehousing Development and Regulation Act
WTC	World Trade Centre Mumbai



Executive Summary

Canada India relations are developing at a fast pace which is reflected from the exchange of visits of political and business leaders of both countries. Prime Minister Stephen Harper's visit to India in 2009 and 2012, and H.E. Governor General David Johnston's visit in 2014 have shown Canada's strong commitment to develop trade ties with India and to strengthen the strategic partnership.

As one of the key bilateral trade promotion organizations operating in the Canada-India space, Indo-Canada Chamber of Commerce (ICCC) has played an important role in enabling and facilitating better trade ties between the two countries, especially between small businesses of both the countries.

As the oldest Indo-Canadian business organization with deep reaches within the Indian diaspora, ICCC has successfully harnessed the community's contribution to the growing bilateral economic relations by becoming a gateway to business and knowledge networks.

Significance of small and medium businesses

As an enabler and a facilitator, ICCC has given Canadian small businesses, especially the ones owned and operated by Canadians of Indian origin, a global reach.

Small businesses contribute significantly to the bilateral relations between the two countries, and it is because of them that the future economic relations between Canada and India are expected to grow faster and become self-sustaining.

In Canada, SMEs contribute 45% of the GDP, 75% of net employment growth, and 60% of all jobs in numerous sectors, including services, agriculture, food processing, human resources and information technology. In India also, SMEs play a significant role in the economy, accounting for 20% of India's GDP, 65 million jobs and 45% of manufacturing and exports.

India Mission 2014

For India Mission 2014, ICCC focused on three sectors important to Canada-India bilateral trade – agriculture, education and energy – while organizing the program and recruiting delegates. Eventually, the Mission comprised a focused group of small business leaders from Canada.

The Mission visited 12 Indian cities, in eight Indian states. These were Lucknow (Uttar Pradesh), New Delhi (Delhi), Chandigarh (Punjab and Haryana), Anandpur Sahib and

Jalandhar (Punjab), Mumbai and Pune (Maharashtra), Ahmedabad and Gandhinagar (Gujarat), Hyderabad and Visakhapatnam (Andhra Pradesh) and Chennai (Tamil Nadu).

Through these meetings that spawned the north, west and south India, ICCC created networking opportunities for Canadian and Indian small businesses offering substantive insights into, and showcasing the opportunities available in, the Indian market. The mission successfully connected Canadian small businesses to Indian economic organizations with significant representation in the SME sector and highlighted a growing interest in Canada amongst these groups.

The Mission provided crucial forums for Canadian small businesses to engage with Indian policy makers, business community, media and globally-minded advocacy groups. These meetings highlighted important regional opportunities in various sectors, such as agriculture, food processing, energy, education, etc.

Agriculture

Canada and India have strong trading ties in agriculture and agri-foods sector. While the relationship encompasses all sectors of the value chain, and includes a wide range of merchandise, including manufactured and processed food, there is a predominance of two Ps – pulses and potash. India imports 40% of its pulses and 25% of its potash from Canada.

The bilateral trade in the sector is estimated to be over US\$583m. At present, agriculture comprises of 20% of Canada's bilateral trade with India, half of which is from the potash and pulses trade from Saskatchewan.

There is a tremendous untapped potential to expand this success into other aspects of the agricultural market, such as high-tech food processing and storage, which address India's need for better food security measures.

Trade between Canada and India in the agriculture and agri-food sector is expected to rise exponentially. India's growing economy and the rising consuming class will propel this growth. Trade is also expected to move towards non-traditional subsectors such as food processing, storage and cold chain construction and management.

India's largest developmental challenge is food security, particularly for the urban poor and isolated rural communities. The Indian government has interests in high-nutrient, high-energy foods. Further, India has also expressed an interest in Canadian technologies and natural resources for improving crop yields.

As a part of this process, ICCC organized a conference on agriculture and food processing

in Delhi in collaboration with the Indo-Canadian Business Chamber (ICBC) and the PHD Chamber of Commerce & Industry. The conference analysed the sector for both the economies and highlighted the opportunities as well as the challenges that Canadian companies have in the sector in India.

Education

Education is a key area for Canada-India collaboration. It has witnessed exponential rise with increasing number of Indian students choosing Canada as their preferred destination for higher education, and a growing number of Canadian and Indian institutions joining hands to launch twinning programs and other similar initiatives.

The number of Indian students coming to Canada increased dramatically – from 3,250 in 2008 to 11,543 in 2010, to 23,000 in 2013. The bedrock of cooperation in the sector is the over 300 MoUs between Canadian and Indian institutions.

Recognizing this trend, ICCC began to work on enhancing bilateral collaboration in the sector. In 2011, when it organized the path-breaking global convention of the Indian diaspora – the PBDCanada2011 – in association with the Government of India, it devoted a plenary session to the sector.

Subsequently, the sector has remained under focus for ICCC, and several aspects of the sector have been widely discussed under the aegis of the roundtables organized periodically both in Canada and in India to explore all aspects of bilateral economic ties.

Education was one of the focus sectors for ICCC-led India Missions in 2012 and 2013. In India Mission 2014, ICCC organised a conference in Gandhinagar and Mumbai. All-India Association of Industries (AIAI) and the World Trade Centre partnered ICCC in Mumbai. Pandit Deendayal Petroleum University (PDPU) and Gujarat Chamber of Commerce and Industry (GCCCI) partnered ICCC in Ahmedabad. The conferences were followed by B2B meetings between ICCC's Canadian the delegates and Indian businesses and experts in the education sector.

ICCC's initiative to formulate strategies in the education sector is aimed at understanding the linkages between education and immigration. The attempt on the one hand to fill the skilled labour shortfall in the Canadian industrial sector due to its aging population, and on the other hand to provide opportunities to Indian students to get international experience in research, innovation and skill development.

Energy

Energy sector has the potential to become a key component of Canada India economic relations as it plays a crucial role the development of both the countries. This is because

Canada has a surplus in energy whereas India needs energy to sustain its development. Canada has vast natural resources to fulfill the energy needs of India. In India, the growth rate of demand for energy is around 6.8%, while the supply is rising at a snail pace.

Scope of energy trade is immense and there is commitment from the leadership of both the countries to enhance cooperation, in particular, joint efforts to develop capacities to maximize the utilization of energy resources ranging from oil and gas to new hydrocarbon resources such as oil sands, shale gas and other sources of energy including renewables.

Understanding the significance of the emerging trends in the sector, ICCC has taken several initiatives to promote cooperation between Canada and India. Significantly, the Canadian government has consistently supported ICCC efforts in promoting the Canadian energy interests in India.

As a part of India Mission 2014, it organized a full-fledged conference on the energy sector in Ahmedabad in close cooperation with the Pandit Deendayal Petroleum University (PDPU). The conference provided a platform for Canadian and Indian decision makers and policy formulators to identify the optimal processes to foster trade between Canada and India in the energy sector.

Participants – both Canadian and Indian – acknowledged the extraordinary prospects between the two countries in the sector. From India's perspective, in addition to raw energy needs, Canada can also assist in developing technological expertise in exploration and extraction, among other spheres. From Canada's perspective, cooperation in the sector can help in finding a new market for its products and boost its domestic manufacturing industry.

Canadian government pulled all stops to support ICCC's India Mission 2014. Among the federal government ministers, senators and members of parliament who participated in different programs ICCC organized in different Indian cities as a part of India Mission 2014 were Hon. Tim Uppal, Canada's Minister for Multiculturalism; Hon. Bal Gosal, Canada's Minister of State for Sports; Dr. Asha Seth, Senator; Hon. Parm Gill, Parliamentary Secretary to the Minister of Veterans Affairs; and Hon. Joe Daniel, Member of Parliament.

Conclusion

The Mission presented multifarious opportunities to the delegates to learn and compare the openings available in various regions in India. Optimum use of these opportunities with proper implementation strategies will act as a driver that will take Canada India relations at a new level and significantly help in achieving the \$15b target of bilateral trade by 2015.



Section I

Agriculture



Chapter 1

Canada-India agriculture trade and investment

Introduction

Canada and India have strong trading ties in agriculture and agri-foods sector. Bilateral trade in the sector is estimated to be over US\$583m, with agriculture comprising 20% of Canada's bilateral trade with India. While the relationship encompasses all sectors of the value chain, and includes a wide range of merchandise, including manufactured and processed food, it mainly comprises of pulses and potash. India imports 40% of its pulses and 25% of its potash from Canada.

Agriculture and agri-foods in Canada

Agriculture and food processing are key components of the Canadian economy and integral to Canada's trade portfolio. Agriculture and food account for 11% of Canada's goods GDP and almost 10% of Canada's total merchandise trade. Food processing is the largest manufacturing employer in Canada supporting over 250,000 jobs. Added to that, there are over 220,000 farms across Canada, 90% of which are dependent on or supported by export markets. Canada is the fifth largest agri-food exporter in the world after the EU, the U.S., Brazil and China. Canada exports almost US\$44b a year in agriculture and food products including half its beef production, 65% of its malt, two-thirds of its pork, almost 75% of its wheat and 85% of its canola.

Agriculture and agri-foods in India

Agriculture and allied sector contributed 13.7% of India's GDP (US\$151.8b). Agriculture continues to remain the predominant source of livelihood for about 58% of India's population. India is among the 15 leading global exporters of agricultural products. There has been a continuous decline in the share of agriculture and allied sector in the GDP from 14.6% in 2009-10 to 13.7% in 2012-13. Falling share of agriculture and allied sector in GDP is an expected outcome in a fast growing and structurally changing economy. Rice, wheat, cotton, oilseeds, jute, tea, sugarcane, milk and potatoes are India's major agricultural commodities. India's share is only 1.48% of global agricultural trade India's share in world agricultural trade is relatively low. The small share is primarily on account of low land holding size, low productivity, and large domestic consumption, constraints of supply chain and marketing linkages as well as low level of processing.

Canada-India agriculture trade

Since the signing of a memorandum of understanding (MoU) on agricultural promotion between the two countries in 2009, an integrated approach is evolving. The MoU stipulates promotion of dialogue and information exchanges and cooperation in the areas of knowledge exchange on emerging technologies, agricultural marketing and animal development.

Canadian agriculture and agri-food exports to India include pulses, oilseeds / seeds, food residues and fodder, fats and oils and products of animal origin. India's exports to Canada in the sector include dairy produce, and edible products of animal origin, cocoa and cocoa preparations, and residues and waste from the food industries, and prepared animal fodder.

Table 1.1 reflected stagnation of bilateral trade in the sector. There is no major jump in the percentage share of Canadian exports to India in the sector. There is a need to explore the new areas in the sector to increase the overall trade in agriculture and its allied sectors.

Table 1.1

Year	Canadian Exports to India %	Canadian Imports from India %
2009	2.68	0.61
2010	2.18	0.61
2011	2.88	0.73
2012	2.09	0.76
2013	2.77	0.81

Source: Statistics of Industry Canada

Saskatchewan set a record for agriculture exports with total sales of US\$11.7b 2013, an increase of nearly 5% from the previous year. Saskatchewan has extensive agriculture trade relations with India. In 2009 Saskatchewan exported close to a billion dollars' worth of product to India (\$975m), while that was an aberration and a result of India's decision to enhance imports to overcome a major crop failure, the trade has definitely increased steadily. In 2012 Agriculture exports to India were valued at nearly \$448m. In 2013, agriculture exports to India increased by 54 %, or \$243m. The vast majority of those exports include potash, peas, lentils and chickpeas.

Indian investment

Indian Farmers Fertiliser Cooperative Limited (IFFCO) has signed a US\$1.2b investment deal to set up an agro-chemicals plant in Quebec. A partnership agreement was entered into in December 2012 between IFFCO Canada, La Coop fédérée, Investissement Québec and Pacific Gateway Energy with a view to setting up a fertilizer production plant at Bécancour. Under the agreement, La Coop fédérée committed to distributing 500 000 tonnes of urea per year across the organization's extensive network.



ICCC-PHDCCI-ICBC Conference on Canada-India Collaboration in Infrastructure, Cold Chains, Agriculture



Chapter 2 ICCC's role in promoting agriculture

Based on the assessment that there is a tremendous untapped potential to expand cooperation in the agriculture and agri-food sector to non-traditional spheres which take into account Canada's strengths and India's needs, Indo Canada Chamber of Commerce (ICCC) has identified agriculture an important sector for promoting Canada India bilateral economic ties.

There are existing synergies in the sector – India's largest developmental challenge is food security, particularly for the urban poor and isolated rural communities. Further, India has interests acquiring high-nutrient, high-energy foods, and in acquiring Canadian technologies to improve crop yields. Canadian small and medium sector working in the processing of food has developed advanced technologies to minimise the wastage and restore the quality of the produce for longer period of time.

ICCC's initiative

Indo-Canada Chamber of Commerce (ICCC) launched its initiative in the agriculture and agri-foods sector a few years ago by organizing a series of roundtables with business leaders, the academia and government decision makers from both the countries with a view to lay out a framework for future policy direction, as well as discuss opportunities and challenges in the sector. It has held such roundtables in Montreal and Regina in Canada and Delhi, Mumbai, and Hyderabad in India.

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*Canada-India
collaboration
in cold chain
holds promise*

An important outcome of the roundtable discussion was the identification of the key subsectors in agriculture that Canada and India need to focus in the future to take the bilateral trade to another level. There is a tremendous scope of joint agricultural research and cooperation in the field of biotechnology and genetically modified crops as Indian production is stagnant from the last decade and the scientific community in India is putting pressure on the government to go ahead with the genetically modified crops for increasing the production.

ICCC is also working on the cooperation and collaboration on storage, transport and processing of agricultural produce. Among the other important outcomes of roundtables were the possibility and the potential of Indian corporate entities acquiring land for agriculture in Canada.

This trend is in consonance with the emerging trend in India where agriculture is experiencing the impact of “economy of scale” thinking, with smaller farms facing prospects of being squeezed by the larger companies such as Wal-Mart and McDonalds. The roundtables also identified the need for Canadian agricultural equipment producers to utilize the opportunities to invest in quality equipment research that would be suitable for Indian conditions.

The sector was prominently highlighted during ICCC’s last three India Missions that ICCC in 2012, 2013 and 2014.

India Mission 2014 & agriculture

One of the major components of ICCC’s 2014 India Mission was the conference on agriculture sector it organized in Delhi. The conference on Canada-India collaboration in infrastructure, cold chains, agriculture and agri-foods was organized in conjunction with the Indo-Canada Business Chamber (ICBC) and the PHD Chamber of Commerce & Industries (PHDCCI) in January 2014. A number of sector experts, government ministers and decision makers, industrial and business leaders, and academicians participated in the conference.

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*In India,
agriculture is
experiencing
economies
of scale*

The Canadian governments at both the federal and provincial levels, and the Canadian diplomatic corps in India, supported the conference. The presence of Hon. Bal Gosal, Minister of State for Sports; Hon. Tim Uppal, Minister of State for Multiculturalism; Dr. Asha Seth, Senator, Senate of Canada; Hon. Joe Daniel, Member of Parliament; His Excellency Stewart Beck, High Commissioner of Canada to India; Ray Chan, Investment Attraction Manager, India and South Asia, Government of Saskatchewan; Sohail Saeed, Director, Business Development, City of Brampton indicated the strong support all levels of the Canadian establishment gave to the conference.

Equally, the Indian side was represented with high level participants such as Dinesh Rai, Chairman, Warehousing Development and Regulatory Authority; Pawanexh Kohli, Chief Advisor National Centre for Cold Chain Development; Kunal Agrawal Director Brattle Foods; Vinod Asthana, MD, Central Railside Warehouse Company, Government of India; and SK Sharma, Managing Director, Global Agri Systems.

Inaugural session

The inaugural session of the conference focussed on Canadian and Indian government’s role in promoting agriculture trade. Both the governments are working together to take this relationship to a new level. Speakers at the session emphasized on the growing sig-

nificance of the agriculture and the agri-food sectors to the bilateral trade, and the measures that both the governments have undertaken to promote and enhance trade.

The main component of the bilateral trade comprises India's import of food grains – peas and lentils. Canada supplies nearly half of India's pulse needs, and is the largest supplier of yellow peas.

Indian market has a great potential of the food processing and the cold chain sectors as a large percentage of produce in India is wasted in the transportation due to lack of processing and storage facilities. This sector offered plenty of opportunities for Canadian investors.



Photo: Courtesy Canadian High Commission in India

Karen Erin – Senior Manager, Programs Branch at Alberta Agriculture and Rural Development; Food Processing Development Centre engages the delegates of India's Canola Oil Buyers Mission visits Canada on a tour of the Alberta Food Processing Development Centre at Leduc, Alberta

Among the points that emerged during the discussion were:

- More focus on food processing and cold chain management
- Tremendous growth potential especially considering bilateral trade target of \$15b is to be achieved within the next year or so
- While technology transfer has limited applicability given the differences in the farm sizes, the non-traditional subsectors will gain prominence
- Trade should be enhanced through the Canadian Trade Commissioner's Services even while CEPA is being negotiated

- Food retail as a sector has immense growth potential
- In India, food processing industry ranks fifth in terms of production, growth, consumption, and export, and accounts for 19% of India's industrial workforce
- The sector's total output stood at US\$93.1b in 2010, it accounted for nearly 7.5% of aggregate gross value added of major industries during that year

Regulatory matters

Regulatory aspects of agriculture trade were discussed in the first panel discussion. The participants discussed the bottlenecks that India is facing in developing the sector and how the regulatory mechanism is being used to promote the food processing and the cold chain sectors. The challenges of high tariffs, low initial volumes and competing on price with suppliers from other countries formed a part of the discussion. The other issues of discussion were foreign direct investment in farming and foreign ownership of farmland, inspection and certification.

Participants discussed new directions in cold chain and food distribution system and the need to develop the entire chain – not just piecemeal, storage as one aspect of the chain. It was emphasized that different states in India have different levels of opportunities and each state requires a different strategy. There are other growing opportunities in agriculture technology, including dry-land farming, injection of seeds in the land, so that the moisture is not lost in ploughing the land.

Discussions with the leading agriculture states

ICCC led India Mission delegates also had wide range of discussion with the leading agriculture states of India which included Uttar Pradesh, Punjab and Haryana.

Uttar Pradesh Chief Minister Akhilesh Yadav emphasized that the state has a huge potential in agriculture and food processing as 65% of the state's population was engaged in the agriculture sector. He said that Canada would provide technical knowhow to Uttar Pradesh on post-harvest technology.

In his interaction with the Punjab's Chief Minister Hon. Prakash Singh Badal and the Deputy Chief Minister, Hon. Sukhbir Singh Badal, Naval Bajaj, President, ICCC, emphasized the need of agriculture cooperation with Canada. Deputy Chief Minister of Punjab said that the state is looking forward to investment from Canada in the agro-food industry and looking forward for collaboration and cooperation with the Canadian small and medium sector players in the sector.

Meeting with Hon. Bhupinder Singh Hooda, Chief Minister of Haryana, focussed on the agro based industry and developing ties in the sector for more bilateral investment. Chief Minister Hooda discussed collaboration possibilities between Canada-based small entrepreneurs and the state of Haryana.

Chapter 3 Focused approach for the future

Agriculture and food industry is one of the key sectors for creating jobs and accelerating growth in Canadian and Indian economies. Canada has relatively small consumer market and highly depended on the exports of agriculture products to keep the pace of growth in the sector. Whereas India has the world's second largest population and consumption is growing exponentially. In this context both the countries needs each other for their future needs.

In the last decade growth in the Indian economy has begun to change consumption patterns and there is clearly a move towards processed food. Concomitant with this change in consumption trend is the rise in new opportunities, especially in subsectors where the two countries have negligible trade at present.

Opportunities for Canadian companies

- Food processing
- Integrated Dairy Farms
- Streamlining Agri Supply Chains
- Integrated Warehousing
- Cold Storage Facilities
- Genetically modified crops
- Beverage processing

Food processing

Canada and India have a vast potential in the food processing industry as it is one of the largest industries in both the economies. Canada can increase the value add that it is providing to India in this sector because of its considerable technological superiority acquired over many decades of R&D and technological innovations in the sector. Of course, it is and would continue to face serious and stiff competition on costs from other countries.

However, in India, the potential is significant as the sector ranks fifth in terms of production, growth, consumption, export and accounts for 19% of India's industrial workforce. In India, sector's total output stood at \$93.1b in 2010. The total value of the industry is expected to touch \$194b by 2015. Packaged food segment is expected to grow 9% an-

nually to become a \$100.19b industry by 2030, dominated by milk, sweet and savoury snacks and processed poultry, among other products.

Integrated dairy farms

India is a leading dairy producer with below average milk yield. Demand for milk is expected to reach 180 million tons by 2021-22, which requires the milk production to grow at the rate of almost 5.5 % per annum by the next decade. Packaged milk, as a category, is projected to grow from \$7.76b to \$32.9b by 2030, registering an annual growth of 8%. Canadian expertise in Integrated Dairy Farms, dairy animals, mechanized milking, artificial insemination and hi-tech production of fodder provides a way forward.

Streamlining agri supply chains

India has a diversified crop base with production of different crops fragmented across geographies. There lies tremendous opportunity in managing the supply chain for crops as there is no single company in India that operates across various categories of crops – grains, oilseeds, exotic/ plantation crops, spices, fruits, vegetables and cotton.

Integrated warehousing

Current scenario in India indicates lack of storage infrastructure resulted in loss between 25% to 40% annually. Warehousing Development and Regulation Act (WDRA) by the Government of India are expected to come up on Public Private Partnership (PPP) mode to start integrated warehousing projects. Canadian private players can play a key role in developing these integrated models in India.

Cold storage facilities

India is the second largest producer of fruits and vegetables in the world with cold storage facility for about 10% of the produce resulting in up to 30% of the post-harvest losses. The sector is witnessing a major shift to horticulture, meat and poultry and dairy products. India's greatest need is for an economically viable cold chain solution to integrate supply chains from the production centers to the consumption centers. The total value of India's cold chain industry is currently estimated at \$3b and is growing at an annual rate of 20-25%, reaching \$8 billion by 2015.

Demand for milk in India will reach 180 million tons by 2021-22

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Genetically modified crops

Indian production is stagnant from the last decade and with the rise in Indian population the demand for more food is increasing. Canada and India can cooperate in the development of genetically modified (GM) crops. Canada is growing canola, corn, soya and sugar

beet with GM technology. Indian government in its recent decision allowed seed companies and agriculture research institutes to go ahead with scientific field trials of different transgenic varieties of GM crops which had got clearance from the government's regulatory body Genetic Engineering Appraisal Committee (GEAC) in March 2013. Canadian expertise can help in taking the agriculture business in a new era.

Beverage processing

In India, non-alcoholic beverages market is around \$5b and health beverages market is \$300m and is the fastest growing in India. The processing industry serves \$70b market, accounting for about 10% of the world's fruit production.

Conclusion

Trade in agriculture and agri-foods between Canada and India is expected to rise exponentially in the near future. India's growing economy and the rising consuming class will propel this growth. Trade will also encompass non-traditional subsectors such as food processing, storage and cold chain construction and management. The trade impediments – tariff and non-tariff barriers – that exist at present will hopefully be addressed by the ongoing CEPA negotiations and pave the way for more enhanced trade in the sector.

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*Experimenting
with new agri
products is the
way forward*

It is estimated that even with a more cooperative trade regime that takes into account the needs of both the sides, Canadian exporters will continue to face stiff competition especially from exporters of competing countries that deal with the same set of products and are in close geographical proximity to India. In future, product innovation and experimenting with new products such as canola oil and blends of canola with locally popular vegetable oils may become the way forward.

Indo-Canada Chamber of Commerce's endeavour is to constantly engage Canadian and Indian sector experts and bring them together to discuss all aspects of the sector. Its efforts will eventually open up the avenues for more focussed and meaningful dialogues between sector players to develop strategies in starting a business in India.

A Memorandum of Understanding on Scientific and Technical Cooperation between the Canada's Department of Agriculture and Agri-Food and India's Ministry of Science and Technology is enabling further cooperation in developing technical knowhow in the sector. There is a need to implement this MoU in letter and spirit in which the ICCC is making strenuous efforts. The MOU provides for the exchange of personnel, and of scientific and technical information, exchange of equipment and software, joint research, tests, conferences and workshops, and joint call for science and innovation proposals.



Sukhbir Singh Badal, Punjab's Deputy Chief Minister with Tim Uppal, Canada's Minister of State for Multiculturalism during the latter's visit to India as part of India Mission

The biggest area of development in the sector is in cold chain development and storage. India has a diversified crop base with production of different crops fragmented across geographies. These crops are produced at specific locations but consumed all over India. The harvesting of these crops happens over a fortnight, but their arrival occurs over a period of three to four months. The consumption, however, happens throughout the year. Thus, to fulfill demand across the country, these crops have to be physically moved from limited areas of production to consumption sites. Moreover they need to be stored beyond their period of arrival so as to ensure steady supplies over the entire year.

India's greatest need is for an effective and economically viable cold chain solution that will totally integrate the supply chains for all commodities from the production centers to the consumption centers, thereby reducing physical waste and loss of value of perishable commodities.

The future of agriculture and its allied sectors has immense potential for developing trade, business and industrial relations between the two countries. By 2020, the Indian food market is expected to reach US\$318b making India the fourth largest food retail market in the world. Agriculture and food industry is a strong driver of jobs and growth.

Chapter 4 Recommendations

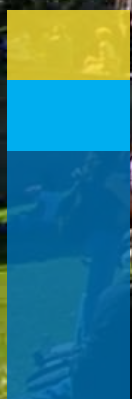


B2B meetings during India Mission 2014: Canada with its vast experience in establishing and managing food chains can help India with its technical knowhow and large scale investment in the sector

- Indian processed food sector is growing and has great potential; the Canadian expertise and private players should be motivated to invest in the Indian processed food sector.
 - Interactive exchanges of farmers of both the countries to share their experiences and learn from each other's practices to have firsthand experience of the sector.
 - Starting tie ups with agriculture universities and industries to equip the future work force with advanced technology.
 - While several Canadian agri-food sectors, including pork and canola, have identified India as a market of interest, trade in these and most other products is minimal to non-existent, due to trade barriers. Import tariffs are high across most agri-food products and most sectors face non-tariff barriers, including religious and cultural restrictions on certain products (e.g., beef), and strict and often-shifting
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sanitary and phytosanitary requirements. These barriers restrict trade or greatly increase the cost of exporting to India.

- The ongoing negotiations between the two countries should focus on both the regulatory and non-regulatory barriers.
- These negotiations should reduce and bind Indian tariffs on major Canadian exports, such as chemicals, wood products, manufactured goods, and especially food stuffs—where tariff rates can hover near 30%.
- These tariff reductions need to be accompanied by strong disciplines against non-tariff barriers. Licensing requirements, technical standards and product certification procedures are often onerous and insufficiently harmonized with international best practices.
- Companies also report local content requirements and government procurement practices that discriminate against foreign companies.
- Canada has number of outstanding access issues and is currently negotiating access for seafood, pork, live cattle, live swine, poultry genetics and other animal products.
- CEPA must expand the range of products Canada exports to India. Although India is currently Canada's seventh-largest agri-food export market, more than 95% of shipments are peas and lentils.
- Mobility of researchers, scholars, skilled workforce and students to share the resources and learn from each other's talent can help in building the bridge between the two countries for inventing solutions to future challenges.
- Indian Agriculture sector is lacking a robust food chain which is putting adverse impact on its food security. Canada with its vast experience in establishing and managing food chains can help India with its technical knowhow and large scale investment in the sector.



Section II

Education



Chapter 5 Canada-India education ties

Introduction

Literacy growth is an important indicator of a developing economy. The link between education and economic growth is spurring the demand for quality education, and leading to a surge in globalization of education both in terms of students going to foreign destination to access better educational facilities, and educational institutions becoming transnational service providers. The education sector is comprehensively developed in both the Canadian and the Indian economies.

This chapter focuses on the opportunities for Canadian educational services entities and universities to attract international students from India, and the investment and collaboration opportunities for these entities in the Indian market in the sector.

Education sector in Canada

Canada's overall market share of international tertiary students in 2008 was 5.5% (OECD), placing Canada as the sixth-most sought after destination after the United States, the United Kingdom, Germany, France and Australia. The market is volatile and destinations change swiftly depending upon a multiple factors such as fees and treatment of foreign students. Australia lost its third-most favoured destination for Indian students in 2010 after a series of attacks on Indians in Australia. Canada is now estimated as the third largest destination for Indian students.

In Canada, the GDP in the educational services sector increased from \$51.6b in 2002 to \$63.2b in 2011.



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The increase represented a compound annual rate of 2.3%. Between 2010 and 2011, the total value-added of the educational services sector increased by 1.0%.

Global students give Canada beneficial economic multipliers

Education in Canada is a joint responsibility of the federal and the provincial governments. The federal government formulates the macro policies in the sector, but institutional operations are governed by the provincial governments and by the city.

Attracting international students is a priority for Canada because of the beneficial economic multipliers that the international students generate. International students in Canada spent in excess of \$7.7b on tuition, accommodation and discretionary spending, created over 81,000 jobs, and generated more than \$445m in government revenue. The annual expenditure by international students translated to estimates of almost \$4.9b worth of contribution to GDP, 86,570 jobs, and \$455m of government tax revenue.”

Education sector in India

As in Canada, the education sector in India is managed both by the union (federal) and the state (provincial) governments, and is a large and complex industry, governed by many regulators. The Indian higher education system has emerged as one of the largest in the world, with 14.6 million students enrolled in more than 31,000 institutions.

The number of institutions has grown at a CAGR of 11% while student enrollment has grown at a CAGR of 6% and the Gross Enrollment Ratio (GER) currently stands at about 13.8% compared to 60% in the US and Canada, and 21% (average) in the BRIC countries. The government has set itself a target of achieving GER of 30% by 2020.

In India, the education and training sector is estimated to be about US\$40b, with a potential 16% five-year compound annual growth rate (CAGR). The market size for higher education is projected to increase three times in next decade to \$115b.

India as a source country

The number of Indian students desirous of a foreign education has been increasing exponentially over the years. The number of Indian students studying abroad continues to increase. “According to the UNESCO Institute for Statistics, it is estimated that in 2010, there were 195,600 Indian students studying abroad, an increase of 26% since 2007. India accounts for about 5% of the world’s international student market, the second largest share behind China.”

So there are growing opportunities for Canadian education service providers to both attract Indian students to Canada, and to explore avenues of entering the Indian market and collaborating with Indian institutions.

After Canada and India signed a memorandum of understanding in 2010, both countries have redoubled their collaboration efforts. The MOU encourages the continued development of cooperation between institutions of higher education, based on each country's academic, scientific and educational needs. The number of Indian students choosing Canada as a study destination grew to 23,504 in 2011, representing an increase of more than 145% from 2009. Opportunities of collaborating through twinning programs (where the students undertake part of the studies in India and complete them in Canada) have also increased in recent years.

Chapter 6 ICCC's role in promoting education

Education is a key area for Canada-India collaboration. It has witnessed exponential rise with increasing number of Indian students choosing Canada as their preferred destination for higher education and a growing number of Canadian and Indian institutions joining hands to launch twinning programs and other similar initiatives. The number of Indian students commencing their study in Canada has increased from 3,250 in 2008 to 11,543 in 2010, and has reached 23,000 by 2013. In addition, there are over 300 MoUs between Canadian and Indian institutions in place. It is obvious that education occupies a prominent role in bilateral economic relations between Canada and India.

ICCC's initiatives

Recognizing this trend, Indo-Canada Chamber of Commerce (ICCC) began to work on exploring possibilities of bilateral collaboration in the sector for the last few years. In 2011, when it organized the path-breaking global convention of the Indian diaspora – the PBD-Canada2011 – in association with the Government of India, it devoted a plenary session to the sector.

The session 'Engaging Diaspora Youth: Education and Innovation' focussed on the growing needs in India in the sector. By 2020, India will need to build at least 100 additional universities and 1,000 community colleges to address the growing demand for post-secondary education. India faces a supply and demand problem in education that constraints future economic growth.

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*Academic-
industry-
business
interface is
necessary*

One solution includes the development of educational exchanges with Canada and India. Enhanced academic engagements between Canada and India will help ensure that India reaps the benefits of its young population. Thus, transnational solutions between Canada and India should include study-abroad scholarships, stipends, coop programmes, internships, research funding for targeted projects, and recognition of high achievers.

The discussion and the consensus that emerged from it have become the basis for future action that ICCC has undertaken in the sector.

Roundtables

Subsequently, the sector has remained under focus for ICCC and several aspects of the sector have been widely discussed under the aegis of the roundtables conducted to explore all aspects of bilateral economic ties.

Roundtables were held in Toronto, Montreal, Ottawa and Regina in Canada, and Delhi, Ahmedabad, Mumbai and Bengaluru in India. These roundtables witnessed participation from Canadian and Indian education experts from academia and policy makers.

A key recommendation that emerged from the series of roundtables was the advancement of the Canada-India Partnership in academic-industry-business interface and mobilisation of the Indian diaspora resources and knowledge networks to utilize the educational linkages already established over the past five years.

This recommendation underscores the need for future policy modification and highlighted the linkage between the educational sector and the immigration policies. It underscored that the shortage of skilled human resources in the Canadian economy had been instrumental in the influx of international students to Canadian educational institutions.

This had acted as a catalyst for the transformation of not only the education sector, but also the immigration sector, especially with reference to the policy modifications.

India missions

Education was one of the focus sectors for ICCC-led India Missions in 2012 and 2013. During India Mission 2014, ICCC organised two conferences on the education sector in Gandhinagar and Mumbai.

All-India Association of Industries and the World Trade Centre partnered ICCC in Mumbai, and The Pandit Deendayal Petroleum University (PDPU) and Gujarat Chamber of Commerce and Industry partnered ICCC in Ahmedabad. The conferences were followed by B2B meetings between ICCC's Canadian the delegates and Indian businesses and experts in the education sector.

At the Gandhinagar conference Hon. Joe Oliver, Canada's then Minister of Natural Resources, was the keynote speaker. In his address, the Minister said, "Our academic institutions have a role to play (in promoting Canada-India bilateral relations in the sector). In developing the people and future leaders we need to take the energy industry – which is a global industry – to greater levels of performance. We should continue to identify and leverage our collaboration to advance clean energy technology development between our two countries, for example, to low carbon technologies, oil and gas production and energy efficiency."

On the occasion, Naval Bajaj, ICCC's President, said, "Many Canadian universities and colleges offer programs specializing in the technical aspects of oil and gas. Dalhousie, Memorial, Manitoba, Calgary, NAIT are a few of the schools training Canadians and foreign students in energy related technologies. It is these value additive technologies and services that differentiate Canada from other countries."



Photo: Courtesy Canadian High Commission in India

Increasing numbers of Indian students are choosing Canada as their preferred destination for higher education

In the Mumbai conference, Dr. R. Gopal, representing the DY Patil University of Navi Mumbai, made an extensive presentation on the process of twinning between Canadian and Indian educational institutions, and also discussed in details, the regulatory challenges that may hinder closer cooperation in the sector.

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Canadian institutions promote bilateral relations

In Visakhapatnam, the Mission delegates visited the Gandhi Institute of Technology and Management (GITAM) University to promote the educational ties and explore new avenues for future collaboration. The session witnessed participation by close to 350 faculty members, students of the university. The institute already has a twinning program with a couple of Canadian educational institutions. ICCC President Naval Bajaj agreed to a proposal for signing a memorandum of understanding between ICCC and the University – both would be working on different educational initiatives.

In Chennai, the Mission delegates participated in a roundtable discussion with members of the faculty Anna University. The university is already collaborating with the Ryerson University and a memorandum of understanding exists with Saskatchewan. During the discussion, Anna University officials proposed that ICCC assist students from their university who come to Canada for higher studies. ICCC agreed to this proposal and will be signing a MoU with the university to facilitate this collaboration.



Canadian institutions provide value additive technologies and services



Chapter 7

Focused approach for the future

In their Joint Statement of November 6, 2012, the Canadian and the Indian Prime Ministers identified education as a key area of mutual interest and enhanced collaboration. In consonance with this sentiment, education has emerged as one of the biggest drivers of Canada India relations.

A recent (though undated) Canadian federal government Background Note on Canada and India bilateral relations provides an in-depth insight into the collaboration in the sector. It states that the countries “are linked by a long history of people-to-people ties. Inter-institutional academic linkages were formalized with the founding of the Shastri Indo-Canadian Institute (SICI) in 1968 by the Governments of India and Canada to facilitate academic and other exchanges between the two countries.”

According to SICI over 300 bilateral instruments of cooperation exist between institutions of higher learning in Canada and India. Through the Canadian Studies program, a network of more than 25 Canadian Studies at Indian universities was established which continues to support the bilateral academic relations.

The future prospects of bilateral collaboration are bright. Canada’s need for skilled human resources coupled with an acute lack of quality educational institutions in India are guaranteed to ensure that Canada and India remain strong partners in education.

Opportunities

In the last three decades, the number of Indian students enrolled overseas has risen dramatically, from 0.8 million worldwide in 1975 to 4.1 million in 2010, more than a fivefold increase. International student’s enrollment in G20 countries account for 83% of total foreign students, and students in the OECD area represent 77% of the total foreign students enrolled worldwide. European countries in the OECD were the destination for 40% of foreign students in 2010 followed by North American countries (21%)

Canada is more interested in the students because of its rising needs to have a robust trained skilled population in future. India and China are the two major sources of Canadian institutions for recruitment.

Indian student recruitment market is competitive with the UK and the US being the more preferred destinations. Canadian educational institutions should target the undergradu-

ate segment of students. Primary workshops and awareness campaigns can be organised to attract them at their younger age in the elite institutions. Advance information regarding the process of recruitment, study environment, future prospects and the quality of services would help in increasing the numbers of students in the Canadian institutions.

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*Collaboration
in technical
education
is growing*

Special internship programs

Indian graduate students who wish to pursue their study in the same field should be offered special internship program in Canada so that they can understand the environment and quality of faculty. It will help in generating general awareness regarding the Canadian educational institutions and industrial houses. Internship can be offered to the students from the Indian elite institutions.

Programs for Indian students

The programs and professions identified as requiring particular attention, in part due to the needs generated by India's economic growth, include medicine and life sciences, teacher education, business management, actuarial sciences, law and engineering. Technical education has become one of the fastest-growing areas, with enhanced interest in hospitality management, communications, design and media-related programs, and that the need is great in the trades and vocations, such as construction, welding and other technical application fields.

Investment in education sector

Indian government has opened up the private sector for higher education. A number of private universities established after that, and started their own courses as per the requirement of the market and industries. Private education sector is estimated to reach US\$70b by 2013 and US\$115b by 2018 pre-school business is expected to touch US\$2.20b by 2015-16 out of which branded pre-schools will contribute US\$747.66m . It is expected that the higher education sector will grow at an average rate of 18% to US\$38.63b in the coming decade.

Canadian institutions can invest in Indian private sector to establish their feeding institutes for getting future students. These students can be trained to suit the Canadian academic and work environment as the syllabus of these courses can be modified as per the needs.

Indian Government initiative

The Government of India has introduced the Foreign Educational Institutions (Regulation of Entry and Operations) Bill, 2010 in the Indian Parliament in May 2010. The Bill seeks to

put in place a mechanism to regulate the entry and operations of Foreign Educational Institutions (FEIs), while preventing the entry of FEIs of dubious quality.

The FEIs, once they are notified as Foreign Educational Providers (FEPs) under the proposed legislation, can set up campuses in India. This Bill has been pending in parliament since 2010 and even in its current form, does not address key issues like nature of entity permitted, 'not-for-profit' character, etc. Regulatory reforms in the Indian education sector, which are expected to alter significantly the entry, governance and quality assurance aspects of India's education system is needs to be understood and as this is to facilitate the domestic growth of this sector. In spite of this the sector will open up avenues for joint projects in the promotion of education and technical training institute.

Conclusion

Canadian universities offer excellent educational facilities and provide a practical approach to integrate students into industries after graduation. Internship programs in Canadian educational institutions are well conversant with the industry needs. There is need to develop strategies that aim to foster enhanced relationship between institutions of learning in addition to focusing on attracting Indian students to Canada.

Indo-Canada Chamber of Commerce's (ICCC) initiative to formulate strategies in the education sector are aimed at understanding the linkages between education and immigration – to fill the skilled labour shortfall in the Canadian industrial sector due to its aging population and also to provide the opportunities to the Indian students to get international experience in research, innovation and skill development.

Indo-Canada Chamber of Commerce (ICCC) is also working to promote this sector to help the Canadian industries to find suitable skilled workforce in future. The students studying in the Canadian universities are more compatible with the working conditions of Canada and contribute more in the development as compare to an immigrant skilled person in the same sector.

Collaboration between Canada and India in the education sector is growing rapidly and is expected to grow exponentially in the near future because of a combination of factors such as a more focussed and vigorous marketing efforts to sell Canada as a preferred destination for Indian students.

The sector has many challenges, and those challenges give rise to many opportunities. However, policy bottlenecks – a feature common to all sectors – have constrained invest-

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*Internship
programs
are in tune
with the
industry
needs*



Education sector faces many challenges, and those challenges give rise to many opportunities

ment in the sector, although recently some initiatives have been undertaken. India is pursuing other regulatory reforms in the education sector, which are expected to alter significantly the entry, governance and quality assurance aspects of the system to facilitate domestic growth.

While for the present, Foreign Direct Investment (FDI) in the regulated segment through permitted is not feasible due to heavy restrictions, the unregulated segment has witnessed considerable inflow during the last decade or so. In addition, the changes in the policy framework in India, while slow at present, will radically transform the sector once they commence. These changes will lead to more Canadian institutions entering the Indian market.

A more vigorous and integrated approach is required to clear the bottlenecks that are at present preventing a more robust interaction and exchanges between the institutions in the two countries. In future, the twinning programs, especially in vocational training are expected to gain in popularity and represent the biggest opportunity for Canadian entities.



Chapter 8: Recommendations

- Building Brand Canada in the education sector through educational seminars in India, exchange of students and faculty, grants and scholarships to international graduate students and post-doctoral fellows with a focus on priority areas aligned with Canada's needs.
- Develop comprehensive programs to focus on joint research and development.
- Improve education visa processing to provide consistent and timely processing of high-quality candidates.
- Focus Canada's promotional efforts on a limited number of priority markets for targeted resource allocation
- Increase marketing of Canada's brand
- Develop a sophisticated and comprehensive e-communication system that will serve as a national portal for international students interested in education in Canada
- Brand Canada through scholarships for international undergraduate students
- Regroup grants and scholarships available to international graduate students and post-doctoral fellows under one label/brand, with a focus on priority areas aligned with Canada's innovation and prosperity agenda
- Develop comprehensive and multifaceted bilateral agreements with priority countries that focus on all aspects of graduate education and research, supported by appropriate levels of funding
- Improve education visa processing to provide consistent and timely processing of high-quality candidates
- Expand and facilitate comprehensive training for embassy staff on Canada's diverse education offerings and study pathways. Training opportunities should also be available for stakeholders to gain a deeper understanding of both the programs and cultural support required by international students
- Support the expansion and promotion of the existing Canadian Experience Class program to contribute to Canada's skilled immigrant and labour market needs

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*Improve
education
visa
processing
for students*



Section III

Energy



Chapter 9

Canada-India energy cooperation

Introduction

The energy sector has the potential to become a major component in the Canada India trade. Canada is surplus in energy whereas India needs energy to sustain its development in the future. India is the fourth biggest energy consumer after China, US and Russia. In India, the growth rate of demand for energy is around 6.8%, while the supply is increasing at a snail pace of 1%. Both the countries are working closely to tap the potential of this sector.

Energy sector in Canada

Canada is a rich country in natural resources. It has the third-largest proven oil reserves in the world at 173 billion barrels; it is the second-largest producer of uranium, the third-largest producer of hydroelectricity and the fifth-largest producer of natural gas. Canada has 37 trillion cubic metres of recoverable reserves of natural gas. The energy sector is one of the key sectors in the Canadian economy, contributing approximately \$155b (2012) or 9.1% of total Canadian GDP at current prices (nominal GDP).

The sector provides 335,500 direct jobs, including 3,800 self-employed which is 1.9% of total Canadian employment. The sector also provides 161,000 indirect jobs in electric power, oil and gas, engineering, construction, equipment manufacturing, financial services, etc. The investment in the sector is \$96b which is 24.6% of total public and private investments in Canada.

Domestic exports in the sector are around \$119b which is 27.8% of Canadian domestic merchandise exports. Nearly 90% of total Canadian energy exports are to the U.S reflective of the Canadian dependence of trade with USA. Energy sector imports constitute \$54b or 11.7% of Canadian merchandise imports. Canada imports 35.3% of total energy imports from U.S. which shows the balance of trade in favour of Canada in the sector.

Energy sector in India

India is one the fastest developing economy in the last decade and to sustain the development pace it needs its energy demands to fill the gap in demand and supply. India's energy sector is increasingly unable to deliver a secure supply of energy amid growing demand and fuel imports. India is the fourth largest consumer of oil in the world and imported US\$120b worth of oil in 2011-12 which had an adverse impact on its current account deficit.

India's largest primary energy source is coal, with a share of 42%. The second largest source is biomass at 25%, a significant fall from 42% in 1990. In 2009, oil represented 24% and natural gas 7%. Other fuels, such as nuclear, hydro and other renewables, have a rather small share in the total fuel mix.

India is depended on imports for its energy needs as it does not have enough natural resources to fulfill the demand. India is importing crude oil from United Arab Emirates (UAE), Saudi Arabia, Iran and Russia to fulfill its needs. With substantial increase in refining capacity in India, as seen earlier, exports of petroleum products have picked up since 2005-06.

Table 9.1

Year	Exports from Canada to India %	Imports from India to Canada %
2009	0.03	0.03
2010	0.02	0.06
2011	0.86	0.1
2012	2.36	0.12
2013	3.08	0.13

Source: Statistics of Industry Canada

Table 9.1 shows energy exports of Canada to India was only 0.86% in 2011 against its overall exports to other countries. Exports started increasing from the same year and reached at 3.08 % in 2013.

Exports of petroleum products during 2012-13, was 63.408 MMT valued at US\$58.84 billion. Imports of petroleum products during 2012-13, was 15.774 MMT valued at US\$12.50 billion. Imports of Crude Oil during 2012-13, in terms of quantity was 184.795 MMT valued at US\$ 107.97 billion. There was an increase by 7.15% in production of total petroleum products, including fractioners, during 2012-13 compared to the year 2011-12. At the same time, the indigenous consumption of petroleum products increased by 4.92 % during 2012-13 compared to the previous year.

Canada-India energy trade

Canada India trade in the energy and its allied sector has begun to gather momentum during the last few of years. The sector has a huge potential as India is an energy hungry country. Canada as a source country for India's energy

Canada has vast natural resources to fulfill the energy needs of India in the longer run. Scope of energy trade between the two countries is immense and there is commitment from the leadership of both the countries to enhanced cooperation in energy, in particular, joint efforts to develop capacities to maximize the utilization of energy resources ranging from oil and gas to new hydrocarbon resources such as oil sands, shale gas and other sources of energy including renewables.

Canada also has a leading position in almost all forms of energy and other natural resources for Indian needs. Canadian potash delivers nutrients that help increase food production around the world, while Canadian uranium fuels a number of reactors in Europe, and Canadian lumber is increasingly used to build new housing in Asia.

Canada's oil and gas reserves are the world's 3rd largest after Saudi Arabia and Venezuela. Canada's oil sands are developed by the private sector, with investments from the United States, Europe and Asia. In total, \$100 billion has been invested over the past decade in the sector and the sector is expecting another \$350 billion in the next 25 years.

Canada remains far too dependent on the huge U.S. market. As you can see from this chart, 70% of our exports go to the United States. Some 62% of our imports of goods and services come from the U.S.

Hon. Joe Oliver, the then Minister of Natural Resources visit to India in January 2014 and his participation in the Petrotech and energy related meetings in Mumbai have shown the

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Canada leads in all energy resources that India needs



efforts the Canadian government has undertaken to speed up the process of energy cooperation which is beneficial for both the countries.

Nuclear cooperation

In 2010, Canada and India signed their nuclear co-operation agreement that will allow Canadian uranium to be sold to India for reactor fuel. The Nuclear Cooperation Agreement – together with the Administrative Arrangement (concluded in 2012) will allow Canadian firms to export and import controlled nuclear materials, equipment and technology to and from India to facilities under safeguards applied by the International Atomic Energy Agency (IAEA). Nuclear energy production in Canada generates about \$5 billion in annual revenues. Canada's nuclear industry is responsible for 21,000 direct jobs and a billion dollars a year in uranium exports. The agreement opened new market for Canada for its uranium, nuclear technology, services and equipment. Now Canadian companies can play a greater role in meeting India's growing energy needs and facilitate the exploration of joint commercial ventures and research & development.



Chapter 10 ICCC's role in promoting energy

Indo-Canada Chamber of Commerce (ICCC) has focussed on the energy sector as one of the main areas of cooperation between Canada and India. It understands that Canada with its vast natural resources and India with its insatiable thirst for energy complement each other. During the last decade, ICCC has consistently formulated several programs to foster closer cooperation between the two countries in the sector.

ICCC's energy committee

Indo-Canada Chamber of Commerce (ICCC) re-energized its energy committee. The committee's role is to provide constructive pathway for co-operation in the field of energy between Canada and India by promoting and facilitating businesses in the energy sector. It aims to explore, understand and identify various fields of cooperation in different aspects of energy sector namely – types, fuels, generation, transmission, distribution, revenue, technology, research and development, energy trading and consumer interest.

The committee's main objective is to identify core areas of cooperation and synergy, facilitate nurturing of co-operation amongst such entities on both sides and the maturing of such co-operation into fruitful businesses.

Roundtables

Indo-Canada Chamber of Commerce (ICCC) also initiated organizing roundtables in Canada and India to acquire a more nuanced understanding of the energy sector. Roundtables were held in Toronto, Montreal, Ottawa and Regina in Canada, and Ahmedabad, Bengaluru, and Delhi in India. These roundtables witnessed participation from Canadian and Indian energy experts and policy makers.

India missions

Specifically, energy was one of the focus sectors for ICCC-led India Missions in 2012 and 2013. During India Mission 2014, ICCC held a full-fledged conference on the energy sector in Gandhinagar in close cooperation with the Pandit Deendayal Petroleum University (PDPU). The conference provided a platform for Canadian and Indian decision makers and policy formulators to address the optimal processes to foster trade between Canada and India in the energy sector. Canadian government supported ICCC efforts.

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Natural resources are half of all Canada’s exports to India

Participants – both Canadian and Indian – acknowledged the undeniably bright prospects between the two countries in the sector. From India’s perspective, in addition to raw energy needs, Canada can also assist in developing technological expertise in exploration and extraction, among other spheres. From Canada’s perspective, cooperation in the sector can help in finding a new market for its products and boost its domestic manufacturing industry.

As India’s need for energy, minerals, metals and wood products increases, Canada is well positioned to be a key supplier for all the raw material. Natural resources already comprise half of all Canada’s exports to India. Canadian exports in the energy and natural resources sector to India have increased by over 26% in 2012, and that is expected to rise as India’s economy is expected to remain among the fastest growing in the world. There are many energy subsectors which will benefit from closer cooperation between the two countries.

They also spent a considerable time understanding the different causes that were hindering a more engaged trade relations between the two countries.

Sharing technical knowledge

Indo-Canada Chamber of Commerce (ICCC) championed its agenda for collaboration between the two countries in technical and scientific field during the mission. Canada and India share strong ties in science and technology through the Canada-India Energy Forum.

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*Canada–
India energy
partnership
holds
potential*

Canada has the potential to share its technical expertise that it has acquired in extracting and refining hydrocarbon resources. Canada is a world leader in bitumen oil extraction and production technologies such as cyclical steam simulation, steam assisted gravity drainage and solvent extraction. Canadian companies have also been innovators in utilizing hydraulic fracturing technology to access previously unreachable oil and gas fields. Canadian expertise in environmental and pipeline technologies, tailings management and hydraulic fracking of shale gas are particularly relevant to India's needs.

Hon. Joe Oliver, Canada's then Minister for Natural Resources, joined ICCC in the promotion of energy ties with India. The Minister held a breakfast meeting with ICCC India Mission 2014 delegates in Mumbai to discuss the progress of ICCC efforts in promoting the sector.

In his address, the Minister said, "With our abundance of natural resources, Canada is well positioned to play a leading role in supplying the energy required to meet India's growing demand. The Canada–India energy partnership holds enormous potential, and we are determined to seize this economic opportunity for the future benefit of Canadians and Indians alike."

Further, ICCC's delegates were invited at the business reception organised by the Consulate General of Canada in Mumbai, the Government of Alberta and the Confederation of Indian Industries (CII) on theme 'India's energy security: Canada, a partner of choice'. Minister Oliver and Alberta's Premier Hon. Alison Redford were the main speakers at the event. ICCC delegates participated in the discussions for developing more trade and business relations between the two countries in the energy sector as the sector's potential is not fully exploited by both the countries.

Minister Oliver said, "Our government is committed to meeting the strategic imperative of diversifying our energy markets and strengthening our position as a globally competitive exporter. With much of the spadework behind us, India and Canada are ready to enter a new era of cooperation and commerce that will help create jobs and opportunities across our country." Similarly, Premier Redford, in her remarks, said, "India is an important emerging market and the potential for the country to be a new market for our oil and gas is enormous."

Naval Bajaj, President, ICCC, said that Canada is building strong ties with India to share science, technologies and trade through the Canada–India Energy Forum, MoUs, and our

annual bilateral merchandise trade agreements. The two countries have established the Canada-India Forum for Environmental Collaboration in order to increase technology and knowledge exchange on environmental issues.

Strengthening ties

India Mission 2014 delegates visited the Abellon Clean Energy facility to explore the possible opportunities in the clean energy sector. Abellon Clean Energy is an integrated sustainable energy solutions provider with a vision to contribute to clean energy generation through bioenergy, including solid bio-fuel, liquid bio-fuels, bio-power and other forms of clean energy generation.

Canada has expertise in solar and wind energy

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Canada has developed high energy solar cells and state of the art technology for wind energy generation. It can help in installing the new power grids based on these technologies which are qualitatively best in the world. Both countries are already working in the field of solar and wind energy.

Chapter 11 Focused approach for the future

Energy has the potential to become a key trading sector between Canada and India. India is one of the leading developing countries and it needs energy resources to accelerate its growth in future. Canada is looking forward to have sustained energy relations with India. The sector has seen a growth from 2011. Canadian energy exports to India have increased from merely 0.03% in 2009 to 3.08% in 2013.

Indo-Canada Chamber of Commerce (ICCC) is confident that this sector has the capacity to contribute significantly to achieve the goal of \$15b bilateral trade between the two countries by 2015. India has one of the world's fastest growing energy markets and is expected to be the second-largest contributor to the increase in global energy demand by 2035, accounting for 18% of the rise in global energy consumption. Given India's growing energy demands and limited domestic fossil fuel reserves, the country has ambitious plans to expand its renewable and nuclear power industries.

About 81% of India's petroleum consumption is met from imports (mostly of crude oil), while about 25% of natural gas (including LNG) consumption comes from imports. It is estimated that in the coming years, the import dependency for crude oil alone would reach above 90% level. Although India ranks high in terms of energy consumption, the



per capita energy consumption is significantly lower than the global average, indicating significant growth potential of the energy demand in the country.

Investment opportunities

According to the International Energy Agency estimates, India will need investments worth nearly US\$600b during the years 2011–2030, across various segments of its hydrocarbon chain, to increase its energy supply and improve the infrastructure to enable this. To expand its energy supply capacity to meet the rapidly growing energy demand of its people, India also needs more investment. A significant portion of the required investment must come from foreign investors, for whom it competes with other countries. This implies the necessity of integrating India's energy institutions and policies with global practices.

This provides ample opportunities for companies across the hydrocarbon value chain and Canada can play a key role in developing trade ties with India in the sector. Canada's energy sector operates within open markets and is open to any investment by foreign companies in an efficient, competitive and innovative energy system. India can invest in the sector to secure its energy supply in the future.


Commitment for future cooperation

Canada's importance is growing in India as it has vast reserve of natural resources and also has robust diaspora organisations such as Indo-Canada Chamber of Commerce to strengthen Indian initiatives. In January 2014, Hon. Dr. M Veerappa Moily, India's Minister for Petroleum and Natural Gas announced that Alberta is expected to offer Indian upstream companies like ONGC state-of-art fracking technologies to develop the vast potential of shale in India. In exchange, more of Indian oil and gas companies will increase their investments and presence in the Canadian Hydrocarbon sector. A term contract for Canadian crude is under finalization by Indian Oil Corporation. Dr. Moily also expressed satisfaction that the Canadian government is eager to review its investment norms to facilitate participation by Indian companies.

“

*India needs
resources,
expertise &
technology*

On energy, the Indian situation is reflected in the Indian Prime Minister Dr. Manmohan Singh's address at the inauguration of the 11th edition of Petrotech 2014 at Greater Noida on January 12, 2014. He said that to meet India's increasing demand, more exploratory efforts and international collaborations would be required. Looking at the widening gap between demand and supply India needs three to four fold increase in availability of energy in next two decades, Dr. Singh said.



Also in January 2014, Hon. Minister Joe Oliver, the then Minister of Natural Resources, Canada, provided a perspective to the need of cooperation between Canada and India in the energy sector. He said India's energy demand will double by 2035. India will be the largest importer of oil next to China and the fourth-largest importer of natural gas. India's growth will require resources, expertise and technology. Canada stands as a responsible, willing and able supplier of the natural resources that India will need, particularly energy. Indeed, energy is emerging as an area of great strategic complementarity.

Energy Forum

The Canada-India Energy Forum is working to review the legislative and policy framework, investment policies and regulations, technologies and strategic priorities, etc. in energy, electric power, renewable energy, energy efficiency, and oil and gas sectors in Canada and India. The forum will identify the future cooperation in these sectors including identifying broad strategic areas for bilateral engagement and developing a roadmap and associated implementation mechanisms. There is a need to strengthen the energy forum with more engagements with the players in the energy market.


”
*Collaboration
on energy
innovation is
increasing*

Conclusion

A reliable and adequate supply of modern and clean energy is the prerequisite for India's continued economic development which can be fulfilled with active engagement with the Canadian energy market. Canada has abundance resources to sustain the Indian energy needs for long period, it also has cutting edge technical knowhow and expertise that can benefit India's burgeoning oil and gas sector.

India is undoubtedly and irrevocably integrated into the global energy market. It relies on significant amounts of energy from foreign sources and, as such, India is a price taker, not a price setter. India can reduce its vulnerability to energy price fluctuation through a flexible and competent energy market, but it cannot isolate itself from price volatility. This implies the necessity of integrating India's energy institutions and policies with global practices. A reliable and adequate supply of modern and clean energy is the prerequisite for India's continued economic development. Nothing would be more costly than the disruption of the national economy, which has so much potential to prosper, as well as the disruption of daily activities of the Indian citizens, who are ready to participate in another economic miracle.

In this context, Indo-Canada Chamber of Commerce advocates a change in India's energy



policies. Indo-Canada Chamber of Commerce agrees with the assessment made by the International Energy Agency (IEA) in its 2013 report that, “To complete the transformation of India’s energy sector into an open and functioning energy market, the country needs strong political leadership to convey clear policy messages. Frequent populist remarks, which, for example, promise free electricity, are not conducive to creating the right public perception of energy as a commodity, not an entitlement. Furthermore, in the context of an increasing need for investments and the integration of India’s energy sector into the global energy market, India needs to align its energy policies and institutions with global practices.”

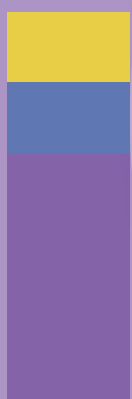
Canada is cooperating with India in identifying innovative solution to its energy needs. Indo-Canada Chamber of Commerce (ICCC) is aware of the tremendous potential the energy sector provides for closer ties between Canada and India, and has consistently worked to keep a spotlight on the sector. It believes that a greater participation of Canadian small and medium businesses in the energy sector can build a bridge to bring the two countries closer in the sector.

Canada-India energy cooperation is heading towards a robust future. The geographical distance between the two countries is the major challenge but the leadership in both the countries have shown keen deepening trade ties in energy sector. India needs new sources of energy to meet steadily rising demand, the opportunities for Canada as both a commodity producer and technology provider will grow exponentially in future.

Chapter 12 Recommendations

- India should invest in the Canadian crude oil exploration as it will help the Canadian energy sector and also secure the energy supply to India.
 - Canada India should cooperate by sharing technical knowhow to control per-capita carbon emissions. India’s coal-centred energy mix and rising carbon emissions will create serious challenges for India’s sustainable development.
 - India’s growing dependence on foreign energy sources has serious policy implications for its energy security and Canada can be a reliable source of its energy needs.
 - The annual dialogue is enhancing Canada’s close relationship with India and contributing to jobs and the long-term economic prosperity of both countries
 - Promoting two-way trade and investment in petroleum and natural gas
 - Identifying areas of cooperation in renewable and green energy technology
-

- Exchanging experiences in the power sector, including lessons learned in smart grid technology
- India should invest in the Energy East project that would offer a shorter shipping route to India than Canada's West Coast. Government of Canada should pursue this option with the Indian government as this will also create revenue and jobs for the Canadians.
- India is not fully explored for the oil and gas. Canadian expertise in the sector can be helpful in new exploration of oil and gas in India and also Canada can help in deep mining of the crude oil & gas.
- Both countries can help each other in training workforce in the Oil and Gas. Canadian universities and colleges offer programs specializing in the technical aspects of oil and gas.



Section IV

Advocacy



ICCC's advocacy for Canada-India trade

For the last three-and-a-half decades, Indo-Canada Chamber of Commerce (ICCC) has pivoted bilateral trade between Canada and India, and while the gains in recent years have been nothing short of phenomenal, there have been long periods of stagnation, when trade has been restricted to traditional spheres such as agriculture, and have remained stodgy.

There are many factors for the subpar levels of trade between Canada and India. Geography is supposed to be one of them. Canada and India are too far apart for engaging in any meaningful economic relationship.

However, in a globalized world, geography has become history. This is amply demonstrated by the trade ties between the United States and India, and Canada and China. To Canada's south is the United States – India's third largest trading partner (annual two-way trade of \$86b in 2011). To India's north is China – Canada's second largest trading partner (annual two-way trade of \$65.6b in 2011).

Bilateral trade in merchandise goods between USA and India has increased to \$63.7b in 2013. Major items of Imports from India are textiles, precious stones & metals, pharmaceutical products, mineral fuel, oil, organic chemicals machinery, lac, gum, resins and electrical machinery. Major items of exports to India are precious stones and metals, aircraft, spacecraft and their spare parts, machinery, electrical machinery, mineral fuel, oil, optical instruments and equipment, chemical products and organic chemicals.

While both Canada and India forget geography while trading with each other's neighbours, they remain at a seemingly insurmountable distance when

it comes to trading between them. As a result, trade languishes at around \$5b annually, and the target of \$15b by 2015 appears to be too far in the horizon.

And this is despite both the economies seemingly aligned to each other's needs. The Indian economy has witnessed 6% growth for the last decade and is expected to sustain its growth in the future. It will need resources to sustain this growth. Canada is a resource rich economy fueling the growth of its giant neighbour, and now determinedly moving to other parts of the world to foster new economic relationships.

While constantly advocating for more engagement between Canada and India, Indo-Canada Chamber of Commerce (ICCC) has periodically modified – or rather customized – its strategies to meet the emerging needs of the bilateral trade.

In all its endeavours, ICCC's objective has been to build brand. Build Brand Canada in India, and build Brand India in Canada. It is imperative that brand awareness is created amongst businesses in both countries about what the other has to offer. This is because while government in both countries are aware of the tremendous trading potential that both countries offer to each other, businesses remain unaware.

“

*Build Brand
Canada in
India, Brand
India in
Canada*

As Don Stephenson, Canada's chief negotiator of the Comprehensive Economic Partnership Agreement (CEPA) had perceptively observed at the launch of India Mission 2013. Lauding ICCC for persistently engaging the governments both in India and in Canada on fostering trade, Mr. Stephenson in his keynote address had said, "What ICCC is doing is important because governments can only define the parameters of trade, finally it is businesses who trade and people who invest."

It is precisely to create awareness and opportunities that ICCC has played an active and incisive role in the CEPA negotiations. Chief negotiators of Canada and India have regularly and frequently consulted ICCC's members and stakeholders.

In fact, in 2012, the Chamber even conducted roundtables on CEPA where Canadian small businesses owned and operated by Canadians of Indian origin discussed their concerns and learnt about new opportunities directly from Mr. Stephenson.

In India, too, ICCC had a detailed discussion in January 2012 with Mr. Anup Wadhawan, India's chief negotiator on CEPA and also had similar meetings in January 2013 during its annual trade mission.

Indo-Canada Chamber of Commerce (ICCC) has dovetailed its advocacy strategies with

the ongoing bilateral efforts undertaken by both Canada and India. Naval Bajaj, ICCC's President, is a member of the consultative committee advising Don Stephenson on the CEPA negotiations.

Mr. Bajaj along with past presidents Satish Thakkar and Pradeep Sood have also presented their views in favour of CEPA between Canada and India to the House of Commons Standing Committee on international trade in late 2012.

Its leadership advocated that Canada concentrate on elimination of unnecessary tariffs, liberalization of laws related to import and export, the overall regulatory environment, trade facilitation, re-examination of the foreign direct investment regime, the movement of people, and other areas of economic cooperation, such as intellectual property rights, cooperation in agriculture, innovation, science and technology.

*Canada
has become
more India-
engaged*

In the last five years or so, as Canada has become more India engaged – thanks largely to Prime Minister Stephen Harper's efforts. He visited India twice – in 2009 and 2012, and on the second visit ICCC's President Naval Bajaj was a member of his delegation.

The growing ties also found a reflection in 2011 when Canada celebrated the Year of India in Canada. Prime Minister Harper participated in the launch of the Year of India in Canada on March 4, 2011.

The objective of the celebrations was to highlight India's culture, traditions and diversity, and celebrate the contributions of the Indian diaspora to Canadian society. Canada is home to a vibrant, nearly one-million strong, Indo-Canadian community that plays a vital role in Canada's economic and cultural landscape. Events organised in the year helped in creating awareness among the Canadian people especially the business leaders.¹

Indo-Canada Chamber of Commerce took the lead to celebrate the PBDCanada2011 along with the Ministry of Overseas Indian Affairs, Government of India, and High Commission of India in Ottawa and Consulate General of India in Toronto.

Indo-Canada Chamber of Commerce has continued with its efforts to enhance the scope of bilateral trade. One of the key measures that it undertook was to engage the Canadian High Commission in India and its Trade Commissioner's Services and seeking their participation and involvement in changing the complexion of the annual participation in the global convention of the Indian diaspora by turning it into a trade mission.

¹ <http://www.pm.gc.ca/eng/news/2011/03/04/pm-marks-inauguration-year-india-canada-2011>

“

*Small
businesses
are the
backbone
of both
economies*

The Government of India started Pravasi Bharatiya Divas (PBD) – the global convention of the Indian diaspora in 2003. Since then, ICCC has participated in the convention. In 2012, following consultations with stakeholders, ICCC expanded the delegation’s diaspora content and transformed by giving it a trade angle.

The objective was to enable Canadian small businesses, especially those owned and operated by Canadians of Indian origin to explore the option of international trade. The first trade mission which included around 50 business leaders from Canada attended the convention and visited other important cities to have their business meetings, interaction with business leaders, B2B meetings, conventions, conferences and seminars.

In 2013 the trade mission got a thumping response from the business community especially among Indo-Canadian entrepreneurs and trade mission participation gone over 80 small and medium business owners. In its recent India Mission 2014, ICCC adopted a focussed approach to promote Canadian businesses in the growing Indian market with in sectors such as agriculture, education and energy.

Small and Medium Businesses form the backbone of Canadian economy, and most of these small businesses mushroom in suburban cities. In 2012, ICCC decided – as an overall part of its strategy – to forge links with suburban cities in Canada.

In 2012, ICCC worked with Markham to lead a multi-sector, multi-city business delegation to India. India Mission 2012 paved the way for more intense collaboration with the suburban cities.

In 2013, ICCC continued its policy of engaging small cities and the city of Brampton joined ICCC’s India Mission 2013, even as Markham continued its collaboration. ICCC’s participation at the PBD Kochi and Vibrant Gujarat 2013 summit in Gandhinagar – where ICCC was one of the partner organizations, and its delegation was the largest – reflected its prime objective to promote the business relations with India at the grass-roots level. In India Mission 2014, Brampton was again represented by its Economic Development Director

While results for advocacy efforts are often imperceptible and have a long gestation period, it can be said with certitude that ICCC’s efforts have begun to turn the wheels inexorably in favour of a more intense Canada-India relationship.

A key indicator is the bilateral investment flow. It will be observed that contrary to expectations, the investment flow from India into Canada is far greater than the investment flow from Canada into India. It is perhaps also an indication of the continuing malaise that has beset the Indian economic reforms process. Canada's total FDI outflow was US \$ 45.5 billion and India's FDI outflow was US \$ 14.8 billion in 2011. Whereas FDI Inflow in Canada was US \$ 40.8 and India's FDI inflow was US \$ 34 billion in 2011.²

Investment flows clearly indicate that the bilateral economic relations are going in the right direction. It is also clear that Indo-Canada Chamber of Commerce's efforts at advocacy have begun to bear fruit. the Indo-Canada Chamber has a hoary tradition of being the catalyst for forward movement and momentum on the Canada-India corridor.

It has done so by creating the right environment. It is a role that the Chamber has performed with sincerity.

	2005	2006	2007	2008	2009	2010	2011
Canadian Direct Investment in India	319	677	506	667	520	676	587
Indian Direct Investment in Canada	171	211	1,988	6,514	6,217	4,364	4,386
Total	490	888	2,494	7,181	6,737	5,040	4,983

Source: Statistics Canada (Figures in million Canadian Dollars)

Indo-Canada Chamber of Commerce believes that a new chapter is being written on the Canada-India relations, a chapter that holds a promise of prosperity for both our countries. This has happened because of the new realities that have emerged during the last couple of years which take cognisance of the emerging political and economic scenarios globally.

A deeper understanding of realities reveals the plethora of opportunities at all levels of the economy. The Chamber believes that Canada and India are at a cusp of a new era in economic cooperation, and we must utilise every opportunity we get to further the cause of business, trade and commerce.

² http://international.gc.ca/economist-economiste/performance/state-point/state_2012_point/2012_6.aspx?lang=eng



Highlights of India Mission 2014

*Uttar Pradesh
Delhi
Punjab
Haryana*

*Maharashtra
Gujarat
Andhra Pradesh
Tamil Nadu*

India Mission 2014 visited Uttar Pradesh, NCR Delhi, Chandigarh, Punjab, Haryana, Gujarat, Maharashtra, Andhra Pradesh and Tamil Nadu.

Uttar Pradesh

January 6, 2014

- Canada-Uttar Pradesh conference on Exploring Opportunities beyond Borders
- Dinner reception with businesses, government officials and ministers

Delhi

January 7, 2014

- Conference on Canada-India collaboration in infrastructure, cold chains, agriculture & agri-foods
- Business reception at High Commissioner's official residence

January 8, 2014

- Meetings at Pravasi Bharatiya Divas - India 2014
- Meetings with India's federal ministers
- Meetings with India's state ministers
- Dr. Sam Pitroda, advisor to the Indian Prime Minister on telecommunications.

January 9, 2014

- Naval Bajaj, President, Indo-Canada Chamber of Commerce, was a speaker at two panel discussions on
I. Diaspora organizations across the world and
II. Special session on the state of Rajasthan MOU with GOPIO

Punjab

January 10, 2014

- Punjabi Pravasi Sammelan at Anandpur Sahib
- Interactive session with Chief Minister Hon. Prakash Singh Badal and the Deputy Chief Minister, Hon. Sukhbir Singh Badal.

January 11, 2014

- MoU between ICCCI and Mohali Industries Association (MIA)
- ICCCI-PHDCCI Conference on Indo-Canadian bilateral trade

Haryana

January 12, 2014

- Meeting with Hon. Bhupinder Singh Hooda, Chief Minister of Haryana

Maharashtra

January 13, 2014

- Interactive Session with Mahratta Chamber of Commerce Industries and Agriculture (MCCIA), Pune
- Luncheon Reception at Kirloskar Brothers Limited Platinum Facility in Pune

January 14, 2014

- Conference on Exploring agriculture, education and energy sector collaboration between Canada & India in Mumbai

Maharashtra (cont'd)

January 15, 2014

- Breakfast Session with Minister Joe Oliver
- Interactive session with Eros International
- Business reception on theme India's energy security: Canada, a partner of choice. Minister Oliver and Alberta's premier Hon. Alison Redford were the main speakers at the event.

Gujarat

January 16, 2014

- Conference on Canada India Collaboration in energy sector
- Interactive session at PDPU
- Interactive Session with Abellon Clean Energy
- Business reception & B2B meetings at GCCI

Andhra Pradesh

January 17, 2014

- Meetings & conferences in Hyderabad
- Interactive session on Indo-Canadian investment
- Interactive visit to India Green Business Council (IGBC)
- Interactive visit to Infotech Enterprises
- Business reception

January 18, 2014

- Meetings & conferences in Visakhapatnam
- Canada-India Summit on Bilateral Trade & Investment
- Interactive session at GITAM University
- B2B meetings

Tamil Nadu

January 19, 2014

- Meetings & conferences in Chennai
- Canada-Tamil Nadu Bilateral Trade & Investment Conference
- Meeting with P. Thangamani, TN's Industries Minister

January 20, 2014

- Interactive session with Anna University
- Interactive visit to Olympia Green Park
- Interactive visit to Hyundai factory
- Visit to Dakshinamurthy, the cultural heritage centre of Tamil Nadu,
- Visit to Mallapuram, the culture and folk art centre.



Uttar Pradesh

January 6, 2014

- Canada-Uttar Pradesh conference on Exploring Opportunities beyond Borders
- Dinner reception with businesses, government officials and ministers



India Mission 2014 delegates with Uttar Pradesh government officials



ICCC's Naval Bajaj with Akhilesh Yadav, Chief Minister of UP

New Delhi

Delhi

January 7, 2014

- Conference on Canada-India collaboration in infrastructure, cold chains, agriculture & agri-foods
- Business reception at High Commissioner's official residence



Senator Asha Seth addressing Conference on Canada-India collaboration in infrastructure, cold chains, agriculture & agri-foods in Delhi



PHDCCI's Saurabh Sanyal presenting a memento to ICCCI's Naval Bajaj



ICCCI's Naval Bajaj addressing the conference



(l to r): Bal Gosal, Tim Uppal, Naval Bajaj, Asha Seth, Stewart Beck

In the News





Delhi

January 8, 2014

Meetings at Pravasi Bharatiya Divas - India 2014

- Meetings with India's federal ministers
- Meetings with India's state ministers



ICCC's Naval Bajaj with Kerala's Chief Minister Oommen Chandy



ICCC's Naval Bajaj with Gujarat's Chief Minister Narendra Modi



Dr. Sam Pitroda with hotelier Sant Singh Chatwal at the PBD-India 2014

New Delhi

Delhi

January 9, 2014

- Panel discussions at PBD-India 2014 Diaspora Organizations
- Special Session on Rajasthan MoU with GOPIO



Panelists at the PBD-India's discussion on Global Indian Organizations



ICCC's Naval Bajaj speaking at the PBD-India's discussion on Global Indian Organizations



ICCC's Naval Bajaj with GOPIO's Ashook after signing the MoU

In the News

Red tape, gr chief

Mohali, January 11
Red tape, corrupt are some of the industrialists wis businesses here stated Naval Bajaj Indo-Canada Chamber of Commerce (ICCC) Industries Associ Bhawan here tod

Delegates of the Indo photograph





Chandigarh

Punjab

January 10, 2014

- Meeting with Mohali Industries Association
- Interactive session with Sukhbir Singh Badal, Punjab's Deputy Chief Minister



ICC's Naval Bajaj with business and community leaders from Mohali



ICC's Naval Bajaj with Punjab's Deputy Chief Minister Sukhbir Singh Badal



India Mission delegates at a meeting with Punjab government officials

Punjab

January 11, 2014

- MoU between ICCC and Mohali Industries Association (MIA)
- ICCC-PHDCCI Conference on Indo-Canadian bilateral trade



Mohali Industries Association presenting memento to ICCC's Naval Bajaj



Panel discussion on bilateral trade in Chandigarh



ICCC's Naval Bajaj with business and community leaders from Mohali



Haryana

January 12, 2014

- Meeting with Hon. Bhupinder Singh Hooda, Chief Minister of Haryana



Meeting with Haryana Chief Minister Bhupinder Singh Hooda



MP Joe Daniel with Haryana CM Hooda

Maharashtra

January 13, 2014

- Interactive session with Mahratta Chamber of Commerce, Industries & Agriculture
- Visit to Kirloskar Brothers Limited



Interactive session of India Mission 2014 delegation with Mahratta Chamber of Commerce & Industries (MCCIA) representatives



ICCC's Naval Bajaj along with MCCIA Vice President Ajay Mehta and SK Jain



ICCC's Naval Bajaj with Kirloskar Brothers Ltd.'s CMD Sanjay Kirloskar and India Mission 2014 delegates

In the News



In the News



Mumbai

Maharashtra

January 14, 2014

- Conference on Exploring agriculture, education and energy sector collaboration between Canada & India



ICCC's Naval Bajaj with AIAT's Vijay Kalantri and Consul General Richard Bale at the conference on exploring agriculture, education and energy sector collaboration between Canada & India



Saskatchewan's Ray Chan addressing the seminar on exploring agriculture, education and energy sector collaboration between Canada & India



ICCC's Mike Mehta at the conference

Mumbai

Maharashtra

January 15, 2014

- Breakfast session with Minister Joe Oliver
- Interactive session with Eros International
- Business reception: India's energy security - Canada, a partner of choice



Minister Joe Oliver interacting with the India Mission 2014 delegates in Mumbai



Minister Joe Oliver addressing the breakfast meeting with India Mission 2014 delegates



Discussion on Canada-India co-production treaty at Eros International in Mumbai



Minister Joe Oliver and ICCC's Naval Bajaj at ICCC-CII-Alberta reception in Mumbai

In the News



In the News



Ahmedabad & Gandhinagar

Gujarat

January 16, 2014

- ICCC-PDPU interactive session on energy
- Visit to Abellon Clean Energy
- ICCC-GCCI business reception



(l to r): Consul General Richard Bale, Minister Hon. Joe Oliver, ICCC's Naval Bajaj & PDPU's Paritosh Bainik



India Mission 2014 delegates at Abellon Clean Energy interaction in Ahmedabad



Brampton's Sohail Saeed speaking at the GCCI business reception in Ahmedabad

Hyderabad

In the News

Andhra Pradesh

January 17, 2014

- Networking session with Indo-Canadian business delegation
- Visit to India Green Business Council
- Business reception by CII & Infotech Enterprise



ICCC's Naval Bajaj addressing Networking session with Indo-Canadian Business Delegation – Exploring Investment Opportunities organized by the Government of Andhra Pradesh and the CII



India Mission 2014 delegates at the India Green Business Council (IGBC)



India Mission 2014 delegates at the CII-Infotech Enterprise business reception hosted by B. Ashok Reddy, Chairman of CII Andhra Pradesh & President of Infotech Enterprises in Hyderabad





Andhra Pradesh

January 18, 2014

- Canada-India Summit on Bilateral Trade & Investment
- Interactive session at GITAM University



ICCC's Naval Bajaj lighting the traditional lamp at the commencement of Canada-India Summit on Bilateral Trade & Investment



ICCC's Naval Bajaj greeting Andhra Pradesh Minister G Srinivasa Rao



ICCC's Naval Bajaj receiving a memento from Gitam University's G Subrahmanyam & K Ramakrishna Rao



Chennai

Tamil Nadu

January 19, 2014

- Canada-Tamil Nadu Bilateral Trade & Investment Conference
- Meeting with P. Thangamani, TN's Industries Minister



TN Governor Rosaiah lighting the traditional lamp at the commencement Conference on a Canada-India trade and investment with special focus on Tamil Nadu



India Mission 2014 delegates meeting with P. Thangamani, Tamil Nadu's Minister for Industries

In the News



In the News



Chennai

Tamil Nadu

January 20, 2014

- Interactive session with Anna University Visit to Hyundai factory
- Interactive visit to Olympia Green Park
- Visit to Dakishnamurthy & Mallapuram



ICC's Naval Bajaj speaking at Anna University



ICC's Naval Bajaj planting a tree at Olympia Green Park



India Mission 2014 delegates at Hyundai factory in Chennai



Speeches

- Hon. Pranab Mukherjee, President of India
- Hon. Dr. Manmohan Singh, Prime Minister of India
- Hon. Joe Oliver, Canada's Minister of Finance and Former Minister for Natural Resources (this speech was delivered when he was Minister for Natural Resources)
- Naval Bajaj, President, Indo-Canada Chamber of Commerce



Hon. Pranab Mukherjee *President of India*

President of India, Hon. Pranab Mukherjee's speech at the valedictory session of the 12th Pravasi Bharatiya Divas convention and the conferment of Pravasi Bharatiya Samman awards.



January 9 2014
New Delhi

It gives me great pleasure to be present here for the twelfth Pravasi Bharatiya Divas. The Pravasi Bharatiya Divas is a historic occasion as it is on this day the greatest Pravasi of all times and our father of nation- Mahatma Gandhi returned to India. It is also the beginning of the new year which gives rise to new hope for a better future. I take this opportunity to wish you all a very happy and prosperous new year.

The Pravasi Bharatiya Divas is an occasion when people and Government of India renew and strengthen our bonds with the Indian diaspora. It is also an opportunity to advance the mutually beneficial relationship between Indians within and outside the country. On this day every year, our country acknowledges the exemplary contributions made by eminent Overseas Indians by conferring upon them the Pravasi Bharatiya Samman Awards.

I congratulate all winners of this year's Pravasi Bharatiya Samman Awards. We are honoured by the presence of the awardees at this function. All of them have made their mark in their countries of adoption and advanced the welfare of the communities in which they live and work.

Migration, as far as India is concerned is a millennia old phenomenon. Our doors have always remained open to migrants from abroad and our people have ventured into foreign lands from the early days of our history. In fact, there would be few countries in the world where migration, both internal as well as external, has and continues to play such a major role in the economy and society.

The Indian Diaspora worldwide has steadily grown in both numbers as well as importance. Indians abroad today comprise over 25 million and are engaged in all walks of life. Through their success and their contribution to their host countries, they have consistently brought laurels to their land of ancestry. It is a matter of great pride to all Indians that the Overseas Indian community is respected for its work culture, discipline, and successful integration with local communities.

The greatest hallmark of the Indian diaspora is its commitment to our common cultural heritage and passion for motherland India. The Government has over the years strengthened partnerships and institutions that enable India connect with its Diaspora comprehensively and nurture not only emotional and familial bonds, but also cultural, social and economic interests. The Indian Community Welfare Fund (ICWF) which assists Indians in distress abroad is an important initiative in this regard. This has been of great help and solace to Indian workers, especially those in the Gulf countries. Similarly, a new e-Migrate project is being rolled out in order to ensure hassle free migration of workers in the ECR category. A Pravasi Bharatiya Kendra will also soon open in Delhi and serve as a Centre to commemorate and celebrate the contributions of the Indian diaspora to India and the world through lectures, seminars, exhibitions, research etc. I congratulate the Honourable Minister for Overseas Indian Affairs, Shri Vayalar Ravi for his dynamic leadership and for spearheading these important initiatives.

The theme of this year's Pravasi Bharatiya Divas "Engaging Diaspora: Connecting across generations" is apt and timely. As is well known, over fifty percent of our population is under 25 years and soon one fifth of the world's working age population will be in India. It is our hope that this demographic dividend from this young population will create self-sustaining economic growth in the coming years.

Ladies and Gentlemen,

India's economy is the third largest in the world in terms of purchasing power parity. The substantial growth rate that our country has achieved over the last few years is second only to China in the world. India's economy has been more resilient than most other economies of the world. If we have to attain a growth rate of 9 per cent per year, as has been envisaged during the Twelfth Five Year Plan period, we must put in place enabling factors, most prominent of which is education. I believe that education is the alchemy that can bring India its next golden age. The success we achieve in educating our people will determine how fast India joins the ranks of leading nations of the world.

As Visitor to all Central Universities, IITs and NITs, I have been travelling the length and breadth of our country pointing out that India needs world class universities and has not produced a single Nobel Prize winner from India since Sir CV Raman. I have been urging our educational institutions to invest more in research and development and to pursue greater international linkages by establishing collaborations with foreign Universities and inviting the best of faculty from across the world to come and teach in our institutions.

Over the last nine years, the Government has prioritised higher education and supported it with increased resources. Enrolment to higher education institutions in the country has increased, from 1.39 crores in 2006-07 to 2.18 crores in 2011-12. India has today 659 degree awarding institutions and 33,023 colleges.

However, despite significant growth in the number of higher education institutions, we have few institutions of global standards. But, that was not the case in the past. In the past, India's ancient university system dominated the world for nearly eighteen hundred years beginning from the sixth century BC to 11th Century A.D. when the collapse of Nalanda occurred. Famed seats of higher learning like Takshashila, Nalanda, Vikramashila, Valabhi, Somapura and Odantapuri were a magnet for scholars across the world.

Time has now come for us to reclaim our leadership position in the world as far as higher education is concerned. Our effort to increase 'quantity' must be matched with commensurate efforts to improve 'quality'. We must lead our institutions into the ranks of the best such institutions in the world.

Friends, in a world marked by increasing constraints on natural resources, innovation will be the key to future growth. China and the US are amongst the countries at the forefront of innovation with over 5 lakh patent applications filed by each country in 2011. In contrast to this, India filed only 42,000 patent applications, which is far behind these countries. As per an international survey, only 3 Indian companies are amongst the world's 100 most innovative companies.

To promote innovation, there is need to emphasize research in our industry as well as our

higher education institutions. India ranks 12th amongst top 20 countries, in terms of publications on science and technology. We have only 119 researchers in R & D per million people, as compared to 715 in China and 468 in United States. Out of the total student strength of 71,000 in NITs, there are only 4000 Ph.D. students. In IITs, there are only around 3000 Ph.D students in the total student strength of 60,000.

Ladies and Gentlemen,

This situation must change. Our leadership in fields such as science and technology is incumbent on the level of competence in our scientists, academics, engineers and doctors. Our growth will increasingly depend on the amount of technology up-gradation we can achieve. We have to upgrade standards of our country's higher education as a top priority. Overseas Indians such as all of you gathered here can play a major role in supporting and supplementing the efforts of the Government to remedy this situation.

I am happy to note that the discussions this year included a session on "Innovation and Technology". It might interest you to know that in my capacity as Visitor, I have been urging our Universities and NITs to set up Innovation Clubs and establish linkages with grassroots innovators, providing them the necessary institutional support to commercialize their innovations. Every year the Rashtrapati Bhavan hosts an exhibition on Innovations. Recently, we have also initiated a programme inviting talented young innovators along with artists and writers to live in residence at the Rashtrapati Bhavan, to take innovative ideas forward and be provided mentoring and support.

Similarly, during my visit to Belgium and Turkey last year, I took along with me a delegation of Vice Chancellors of Central Universities as well as the UGC Chairman. This was perhaps the first time ever that University Vice Chancellors accompanied the Head of State on a foreign visit. The intention was to highlight to foreign interlocutors as well as domestic stakeholders our renewed focus on taking higher education in India to world class standards. During the visit, the Vice Chancellors held discussions with their counter parts and many MoUs were concluded on future cooperation with leading Universities of these two countries.

Friends, overseas Indians can play an extremely important role in helping the education institutions of India, most of which are their Alma Maters, rise to world class status. They can be catalysts in transforming our higher education institutions and instilling in them a culture of excellence as well as the spirit of innovation. I call upon all of you to take up this task in a single minded manner.

In conclusion, let me reiterate that each one of you can play an important role in the growth and development of India. Whether you are scholars scientists, professionals,

businessmen and or even workers, you have within you experience, expertise and knowledge gained as a result of your life abroad which can be of immense benefit to India. Many of you can also play a role in guiding to India greater foreign direct investment and in educating your colleagues and friends abroad of the business opportunities that exist in India. As the Prime Minister pointed out yesterday, our economic fundamentals remains strong and India is re-emerging as an attractive investment destination. I am sure you have confidence in the inherent resilience of our people and the dynamism of our economy which has the ability to overcome temporary downturns.

I hope this year's Pravasi Bharatiya Divas will seed many initiatives for deepening our mutually beneficial engagement. The Government on its part will continue to actively engage with the overseas Indian community and explore all possible avenues to make them valued partners in the building of a strong and prosperous India.

I wish all of you every success in your life and future endeavors. India looks upon you with affection, pride, satisfaction and hope.

Thank You. Jai Hind!

Source: <http://presidentofindia.nic.in/sp090114.html>



Hon. Dr. Manmohan Singh

Prime Minister of India

Prime Minister of India Hon. Dr. Manmohan Singh's speech at the inaugural session of the 12th Pravasi Bharatiya Divas convention



January 8, 2014
New Delhi

"I am delighted to extend to all of you a very warm welcome on the occasion of the annual Pravasi Bharatiya Diwas. I am glad that, once again, the New Year is beginning with a celebration of the emotional, spiritual, economic and family ties that bind the expatriate Indian community to the motherland. This year, we welcome particularly the younger generation among the expatriates. Their presence in our midst gives a special resonance to this year's theme of connecting across generations.

Our chief guest this year is Datuk Seri G. Palanivel, Federal Minister for Natural Resources & Environment of the Republic of Malaysia and President of the Malaysian Indian Congress. He embodies the ideas that bring us together for Pravasiya Bharatiya Diwas. Not only does he have an outstanding record of public service and personal accomplishments, he also represents a vibrant Indian community, which has made an immense contribution to Malaysia's progress and served as an effective bridge of understanding and friendship between India and Malaysia. Ours are two pluralist democracies that have many common interests in their shared neighbourhood and have built a strong partnership in the last decade. We are delighted, Datuk Seri Palanivel, to have you with us today.

It is not only the size of the Indian expatriate community as the world's second largest, but also your achievements that give you a very significant global profile. The Indian community's contribution to India has also been invaluable - from the workers who labour abroad to support their families and communities at home; the professionals who share the fruits of their skills for India's development; the entrepreneurs who bring investments into and promote exports from India; and, the community leaders who interpret India for the world and advance its interests abroad.

We on our part will continue to support and assist you, and promote your links with India in every possible way. It was for this purpose that, when our Government came to power, we established the Ministry of Overseas Indian Affairs. We have also recently launched

the Mahatma Gandhi Pravasi Suraksha Yojana to provide social security to Indian workers abroad. The Pravasi Bharatiya Kendra in Delhi will be completed this year. We also intend to start a scheme to assist state governments in establishing Pravasi Bharatiya Bhawans. I compliment the Ministry of Overseas Indian Affairs and my colleague Shri Vayalar Ravi for these initiatives.

On this occasion, I would also like to record my appreciation for the work of the Ministry of External Affairs and the Ministry of Overseas Indian Affairs, as also the Government of the Kingdom of Saudi Arabia, for successfully addressing the challenges that more than a million Indian workers faced following changes in Saudi Arabia's labour policies. As always, our objective is to support our emigrant communities and I hope this year's Pravasi Bharatiya Diwas will again provide an opportunity to discuss how we can forge a more productive partnership.

I know that many of you have questions about the future of the Indian economy and concerns about social challenges, the shape of our polity and the issues of governance in our country. There is a perception in some quarters outside India that the country is losing its momentum of the past decade. This is also amplified by the political contestations here in India, which are inevitably louder in the election season that is now on the horizon. I wish to assure you that there is no reason to despair about our present or worry about our future. Indeed, as I have said earlier, we are heading into better times ahead and I would urge you to remain engaged in the future of this country with confidence and optimism.

Let me make five broad points to bolster this argument.

First, regardless of the outcome of the next elections, they will once again demonstrate to the world the strength of our democracy and our institutions, and the enduring nature of these ideals that constitute the bedrock for our nation's progress and our quest for a life of opportunity, justice and equity for all citizens of our diverse country.

Recent developments point to the greater enrichment of our democracy, which is becoming more participative and interactive, with people using both traditional methods and new digital tools to mobilize and communicate. It is especially encouraging to see our youth from all walks of life not only articulate their expectations and aspirations, but take actively to politics to shape their future. This is only to be welcomed. It is only thus that the extraordinary transformation that is taking place in our country on multiple levels can be distilled constructively into our democratic process, which has the vitality and responsiveness to reflect the new and emerging concerns and hopes and aspirations of our people. I am confident and so should you be that the future of our country as a pluralistic democracy is safe and secure.

Second, our economy has done well over the past decade. In the nine years since 2004, we

averaged a healthy growth rate of 7.9% per annum. There has been no doubt a slow down in the recent past, and we will probably end this year at the same level as last year with 5% growth. A number of international as well as domestic factors have contributed to this situation. Despite these challenges, our economic fundamentals remain strong. Our savings and investment rates are still over 30% of our GDP and the entrepreneurial spirit in India is very much alive and kicking.

In recent months, we have also taken a very wide range of decisions to accelerate the implementation of mega infrastructure projects, reform tax administration, improve fiscal management, liberalize foreign direct investments and rationalize the system for allocation and utilization of natural resources. With greater political support, we could have legislated deeper reform measures - for example, in the financial and insurance sector. However, our decisions are already beginning to make an impact and India is re-emerging as an attractive investment destination. I am confident you will see the evidence clearly in the next few months.

Third, India is changing in a way that is significant but not always evident to those who do not see the big picture. Over the past ten years, our communication networks have expanded exponentially and much of rural India will be connected by broadband in the very near future. About a thousand institutions of higher education are today part of the high speed National Knowledge Network. Telephony is now within the reach of everyone.

The education sector has been radically reformed with Central Universities having gone from 17 to 44 and the IITs and IIMs doubling in number. At the primary level, nearly every child in India is going to school today. The National Skills Development Authority is working with other stakeholders, including those from the private sector, to train 50 million people for the workforce during the next 5 years.

We have added over 17000 kilometers of highways and more than 200,000 kilometers of new roads in rural areas. Our power generation capacity is expanding rapidly, aided by initiatives in solar, wind and nuclear energy to give ourselves a more sustainable energy future.

Fourth, India's economic growth has not only accelerated, it has also become socially more inclusive and regionally more balanced. Inclusive development has always been the guiding principle of our Government and we have pursued it with great vigour and purpose in recent years. Our poverty levels are declining at faster rates; economically weaker states are growing at faster rates; agriculture growth has accelerated; and real rural wages have increased three times since 2004.

This is the result of path-breaking legislation and schemes that have created unprecedented rights to work, food security and right to education. For our government, inclusive develop-

ment is not merely a moral imperative or a political necessity, but an essential ingredient of sustainable long-term economic growth and social stability.

Finally, one of our key priorities has been to provide open, transparent, accountable and clean government. The Right to Information, the Lokpal legislation, the Government Procurement Bill, changes in the systems for the allocation of natural resources and empowering our law enforcement and audit agencies are some of the steps we have taken in that direction. The task is complicated because we have to overhaul entrenched practices and systems while respecting the federal nature of our polity. Strengthening governance is an ongoing process and we can never say that we have done enough, but I am confident that we are moving in the right direction.

India is changing rapidly from within at the same time as being called upon to adjust to a rapidly changing world. This is a formidable challenge for a country of our size and our diversity. But it is a challenge we are equal to. In particular, we draw strength from the energy and optimism of India's youth; from the freedoms that empower our people; from the debate that enriches our thinking; from the sense of unity that only becomes deeper when tested the most; and from the political consensus that underpins our economic policy.

I have no doubt that we are prepared to assume the international role and responsibilities that the world at large expects from a rising India. I am also confident that the association between India and its over twenty-two million roving ambassadors in the expatriate Indian community will continue to deepen and prosper in the years that lie ahead.

With these words, let me conclude by wishing you and your families a very happy and successful 2014 and I thank you once again for joining us for the Pravasi Bharatiya Diwas. May your path be blessed."

Source: <http://www.pmindia.nic.in>



Hon. Joe Oliver

Former Minister for Natural Resources



January 15, 2014
Mumbai

To the Confederation of Indian Industries:

Thank you and good evening everyone. I'm so pleased to be back in Mumbai.

It is a particular honour to be here again at the Confederation of Indian Industry, an organization steeped in history but focused on the future, an organization that represents the best of Indian business. Canadians know that when we are in India, we are among friends. I do not think it is a contradiction to say that today's warm welcome is appreciated because it is not unusual.

Canada is immensely proud of its relationship with India — proud to call itself a close friend and ally. As I've said before and am seeing first-hand again, we have strong people-to-people ties, and we're focused on building an even stronger and more prosperous relationship between our countries.

Accelerating Economic Growth through Innovation, Transformation, Inclusion and Governance is a powerful theme for this year's gathering, because burgeoning growth is exactly what is happening to the India-Canada relationship.

We meet at an extraordinary moment in the history of our relationship: a time of growing momentum, remarkable complementarity and enormous potential.

Both our countries have demonstrated their commitment to strengthening this vital relationship. Since 2008, Indian Ministers have visited Canada 10 times. In turn, Canadian Ministers, myself included, have visited India 13 times, and I'm delighted to be here in the midst of cold Canadian winter, although not for that reason. Still, last week in Toronto, it fell to minus 18 degrees Celsius, about minus 35 with the wind chill factor. My friends, that's cold.

In spite of climate differences, history has made us friends and allies, and commerce is increasingly making us partners. And it is to advance that economic relationship, particularly in energy, that brings me to India.

When I was here a little over a year ago, I spoke about the extraordinary economic opportunities before us, rooted in India's emergence as a global economic power and its need for energy to fuel that growth and a burgeoning middle class.

India is now the fourth-largest energy consumer in the world and is expected to quadruple its electricity supply within the next 25 years. That's an extraordinary challenge. But Canada — an energy powerhouse — has the resources, the technology and the expertise to help India meet it, as I know India will.

In 2012, two-way investment was valued at \$4.4 billion and two-way trade was at \$5.1 billion. And we are committed to increasing cooperation in these areas moving forward. Strengthening the energy relationship with India is a priority for the Government of Canada and for me, personally. So I am encouraged by the significant progress we've made in just the last year alone.

Let me quickly highlight three areas where our renewed commitment is paying real dividends.

Oil and Gas

First, in energy, We have successfully launched the Canada-India Ministerial Energy Dialogue. Prime Minister Singh and Prime Minister Harper first announced this initiative in November of 2012.

And this past October, I had the pleasure of hosting a delegation led by Deputy Chairman Montek Singh Ahluwalia of India's Planning Commission for our first meeting under that dialogue. We signed Terms of Reference outlining priority areas of cooperation. They include promoting two-way trade and investment in hydrocarbons, identifying areas for cooperation in power and renewables and exchanging experiences in the energy sector, including lessons learned in smart grid technology.

This dialogue, co-chaired by Dr. Ahluwalia and myself, recognizes the near-perfect alignment between Canada's vast resources and India's rising demand. It affirms energy cooperation as a central element of our strategic partnership. And it ensures that energy issues will receive the attention they deserve at the highest levels of our governments.

We also signed a Memorandum of Understanding on oil and gas with India's Ministry of Petroleum and Natural Gas. This MOU lays the foundation for strategic and technical cooperation, including joint research, exchanging expertise and promoting cooperation between our oil and gas companies.

Our strengthening energy relationship is already bearing fruit. This month, India will receive the third tanker of oil from Canada since October 2012. We hope this trend will continue as Indian refiners discover the advantages of importing oil from Canada.

Nuclear Energy

Last year also saw a breakthrough on the nuclear file. In September, the Nuclear Cooperation Agreement between India and Canada came into force. Companies in both countries can now export and import controlled nuclear materials, equipment and technology for peaceful purposes, subject to safeguards enforced by the International Atomic Energy Agency.

This agreement comes at a critical time, as India electrifies the country to meet its growing energy needs with low carbon energy. Indeed, the Nuclear Power Corporation of India has announced an ambitious program for expanding nuclear generation, including four 700 MW Candu-related indigenous pressurized heavy water reactors already under construction and plans to build ten more by 2023.

This agreement — and the obvious interest on both sides to work together — makes commercial and technological sense, since our programs are based on similar, pressurized heavy water technology.

A Joint Committee, established under the Nuclear Cooperation Agreement, is already hard at work, identifying key areas for cooperation, including deeper scientific and industrial collaboration. For example, there is potential to jointly develop advanced fuel cycles such as thorium, which India has an abundance. Discussions have also begun on regulatory cooperation, medical isotopes and on Indian interest in Canadian uranium, which Canada has in abundance and which can help meet India's growing energy requirements.

I believe the Nuclear Cooperation Agreement will bring significant benefits to both countries, including new market opportunities for Canada and greater energy diversification for India.

The progress of the past year has been remarkable. And it is not confined to oil, gas and nuclear energy. We've also seen significant steps taken in a third area as well: forestry.

Forestry

As India grows, its demand for wood products is expected to soar. As a world leader in high-quality forest products, Canada is well positioned again to meet much of that demand, from doors, windows and mouldings, packaging and furniture to pulp and paper.

Last year, we provided financial support to the Government of British Columbia to open a wood market development office in Mumbai. That office is showcasing Canadian wood products in office furniture and door and window applications and opening new possibilities for both countries.

Indian companies, such as Aditya Birla, are investing directly in Canada's forest sector, with ownership of two dissolving pulp mills and investments of \$250 million in a third. We welcome this kind of investment because we know it is win-win, generating profits for Indian investors and jobs for Canadian workers.

Mining

Yesterday in Delhi, I renewed a MOU on cooperation in the field of earth sciences and mining between my department, Natural Resources Canada, and India's Ministry of Mines.

I also signed a Letter of Intent with India's Minister of Steel, Beni Prasad Verma, outlining our intention to expand mutual cooperation in the iron and steel sector and other allied industries.

In all of these areas — oil and gas, nuclear, forestry and mining — we see evidence of a robust relationship between our two countries. But the momentum does not stop there.

Looking to the Future

As I said to you last year, Canada is committed to diversifying our energy markets. That's why we have launched our plan for Responsible Resource Development, which will facilitate new pipelines to our west and east coasts and ensure that we get our resources to tidewater and international markets.

Nowhere are the opportunities greater than here in Asia. India, as you know, is one of the world's largest importers of liquefied natural gas, and Canada is the world's fifth-largest producer of natural gas.

With four applications currently under National Energy Board review, there are now 11 export licences at various stages of approval, totalling 165 million tonnes of LNG export capacity annually. One of these licences is for an LNG terminal which has been proposed for our east coast. With the potential for exporting 10 million tonnes per year, it represents another opportunity to bring Canadian resources to India.

Given the current resource estimates and all the project proposals underway, it is clear that the global energy industry is confident about Canada's future as an LNG exporter.

Conclusion

Let me close as I began, by reminding all of us that we are privileged to be part of something special. Something historic. A revitalization of the relationship between two great countries. A promising future to our partnership.

We are well started in that revitalization. But what our recent progress conveys, our future resolve must command: that we move forward, to even greater achievements. In that effort, organizations like yours will play a critical role. Exploring opportunities. Exploiting the potential. And capturing the possibilities.

With much work behind us, India and Canada are entering a new era of cooperation and commerce. Let us keep the momentum going. And let us translate our progress into decades of prosperity for both our people.

Thank you.

Source: <https://www.nrcan.gc.ca/media-room/speeches/2014/14442>



Naval Bajaj

President: ICCC

Naval Bajaj, President, Indo-Canada Chamber of Commerce's speech at the Pravasi Bharatiya Divas 2014



January 9, 2014
New Delhi

Ambassador T.P. Sreenivasan, My fellow panelists Ashook Ramsaran, President, GOPIO, Dato' Seri Utama S. Samy Vellu, Special Envoy, Government of Malaysia, Lord Diljit Singh Rana, House of Lords, UK, and K. Kumar, Convener, ICWC, Dubai

I thank the organizers for arranging this Concurrent Session that is devoted to The Meeting of Diaspora Organizations.

Such a meeting serves a useful purpose of getting an overview of the work of different Indian Diaspora Organizations functioning in different parts of the globe.

Also we learn from each other's experiences especially in regard to our common interests and problems.

Above all, it helps us in understanding how best all of us can synergistically contribute to promotion of India's Growth and Development Agenda.

I represent here Indo Canada Chamber of Commerce, with its headquarters in Toronto and councils functioning in several important provinces of Canada.

Both the Government of Canada and of India have recognized the important role which ICCC as an organization and its members individually have played in building bridges between Canada and India.

We welcome the focus in PBD 2014 on issues concerning the younger generation of Indian Diaspora.

Time is now opportune for interaction between the Young Indian Diaspora and the Indian Youth. Diaspora's engagement for India's growth will yield best results when it connects across generations.

We have an active youth wing in our Chamber and its members will welcome an opportunity to interact with the Indian Youth on matters of mutual interest.

In fact, we in the chamber will be happy to host with the support of MOIA a Convention of members of Young Indian Diaspora all over the globe and of Young Indian Leaders.

We are happy to know that Canada has been identified as one of the countries with high Indian Diaspora population where the proposed Overseas Indian Youth Club (OIYC) will be set up.

We shall be glad to offer all possible assistance to the Indian High Commission in Ottawa and Consulate General of India, Toronto for setting up OIYC.

Our Chamber will be moving into its new spacious premises next month where we may be able to allot one room for an Overseas Youth Club in Canada.

In due course, OIYC may be able to facilitate an interaction between the young Indian diaspora in Canada and the Indian youth which will also help in furthering dialogue in PBD2014 through:

1. Sharing the Canadian experiences in regard to development and empowerment of youth
2. Disseminating information about India's soft power
3. Exchange of information and knowledge about developments in Innovation and Technology
4. Identification of Canada's contribution to Health Care matters in India

Interaction between the young Indian Diaspora in Canada and the Indian Youth will be of great help in building future partnerships between Canada and India consequent to the negotiation of the Comprehensive Economic Partnership Agreement between Canada and India in the near future.

We in the Chamber firmly believe that the full potential of Canada-India Partnership can be unlocked only with the full engagement of Indian Diaspora in Canada whose members, especially the young Indian Diaspora, play an invaluable role in building bridges.

ICCC recognized the Indian diaspora's entrepreneurial strengths and trying to mobilise these strengths for accelerating bilateral trade and commerce relations between the two countries. We started implementing our strategies and organized three focused trade missions to India for building economic bridges.

Understanding the concept that geographical distance is merely a notion, and the real

reason the two countries have not been trading is because of lack of awareness. It is to overcome this shortcoming that ICCC has actively worked to build brand Canada in India and brand India in Canada.

We have also initiated the process of launching a centre for excellence for small businesses. The purpose of the centre is to build a basis for research that is aimed at providing key inputs to Canadian small businesses that are owned by Canadians of Indian origin and to enable them to explore global markets and especially forge trade links with India.

I may submit that what is true in case of Canada is equally true in case of USA, UK, Australia etc., where also there is comparable concentration of Indian Diaspora.

In conclusion, I propose the following four steps to engage the global Indian in enhancing ties:

- Outreach & promotion
- Acknowledging Performers
- Proactive engagement of business in culture
- Using Technology

Now let me elucidate each of these briefly:

By Outreach & Promotion I mean developing exchange programs for the 2nd and 3rd generation Non-Resident Indians (NRIs) and People of Indian Origins (PIOs) – this will enable children and youth who don't have direct linkages with India and Indian culture to develop an abiding interest in Indian culture

An economic and a business dimension to culture and cultural exchange; this is already happening in the private sector and should be replicated by the Indian establishment; it is time to consider culture as an industry sector

Encouraging Indian Diaspora organizations already engaged in furthering India's interest to also promote Indian culture; our Chamber is one such example

Using technology to promote Indian culture and reach out to the Diaspora

I am happy to inform the distinguished delegates that Indo Canada Chamber of Commerce has entered into a Memorandum of Understanding with GOPIO with a view to enhance cooperation for furthering our shared interests and objectives.

Partners in Success

Organisations that contributed to make India Mission 2013 a grand success



Abellon CleanEnergy



All India Association of Industries (AIAI)



Anna University



Government of Canada
Gouvernement du Canada

Canadian Consulates in India and Canadian High Commission in New Delhi



Confederation of Indian Industries (CII)



Eros International



Federation of Indian Chamber of Commerce & Industry (FICCI)



GITAM University



Global Organization of People of Indian Origin (GOPIO)



Government of Gujarat



Gujarat Chamber of Commerce & Industry (GCCCI)



Hyundai Motor India



India Green Business Council



Indo-Canadian Business Chamber (ICBC)



Industrial Extension Bureau (iNDEXTb)



Infotech Enterprises



Kirkoskar Brothers Ltd



Maharatta Chamber of Commerce & Industry



Mohali Industries Association (MIA)



Pandit Deendayal Petroleum University (PDPU)



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World Trade Centre (WTC), Mumbai



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