



Chambre de Commerce  
**Indo-Canada**  
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# **INDIA MISSION 2018**

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**JANUARY 06-18**





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Chambre de Commerce  
**Indo-Canada**  
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# INDIA MISSION 2018



**Mumbai, Ahmedabad,  
New Delhi, Chandigarh,  
Kolkata**

**Jan 06-18, 2018**

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## ACRONYMS

<b>AIAI</b>	All India Association of Industries	<b>ITIs</b>	Industrial Training Institutes
<b>AKIC</b>	Amritsar Kolkata Industrial Corridor	<b>MGI</b>	McKinsey Global Institute
<b>ASSOCHAM</b>	The Associated Chambers of Commerce and Industry of India	<b>MHRD</b>	Ministry of Human Resource Development
<b>ATIs</b>	Advanced Training Institutes	<b>MNC</b>	Multinational Corporation
<b>BCCI</b>	Bengal Chamber of Commerce & Industry	<b>MOU</b>	Memorandum of Understanding
<b>BGBS</b>	Bengal Global Business Summit	<b>MSDE</b>	Ministry of Skill Development And Entrepreneurship
<b>BJP</b>	Bharatiya Janata Party	<b>MW</b>	Mega Watt
<b>CAD</b>	Canadian	<b>NAFTA</b>	North American Free Trade Agreement
<b>CAGR</b>	Compound Annual Growth Rate	<b>NAPS</b>	National Apprenticeship Promotion Scheme
<b>CEO</b>	Chief Executive Officer	<b>NASSCOM</b>	National Association of Software and Services Companies
<b>CII</b>	Confederation of Indian Industries	<b>NCR</b>	National Capital Region
<b>CSR</b>	Corporate Social Responsibility	<b>NDA</b>	National Democratic Alliance
<b>CXO</b>	Chief Experience Officer	<b>NGO</b>	Non-Governmental Organisation
<b>FDI</b>	Foreign Direct Investment	<b>NMP</b>	National Manufacturing Policy
<b>FPI</b>	Foreign Portfolio Investors	<b>NPI</b>	New Product Introductions
<b>FICCI</b>	Federation of Indian Chamber of Commerce & Industry	<b>NRC</b>	National Research Council (Canada)
<b>GCCI</b>	Gujarat Chamber of Commerce & Industries	<b>NRI</b>	Non Resident Indian
<b>GDP</b>	Gross Domestic Product	<b>NSDA</b>	National Skill Development Agency
<b>GER</b>	Gross Enrolment Ratio	<b>NSDC</b>	National Skill Development Corporation
<b>GTA</b>	Greater Toronto Area	<b>NSDF</b>	National Skill Development Fund
<b>GVA</b>	Gross Value Added	<b>PBD</b>	Pravasi Bharatiya Divas
<b>ICBC</b>	India Canada Business Chamber	<b>PHDCCI</b>	Punjab Haryana & Delhi Chamber of Commerce & Industries
<b>ICCC</b>	Indo Canada Chamber of Commerce	<b>PMKVY</b>	Pradhan Manthri Kaushal Vikas Yojana
<b>ICT</b>	Information and Communication Technology	<b>R &amp; D</b>	Research and Development
<b>IIOT</b>	Industrial Internet of Things	<b>RoI</b>	Return on Investment
<b>INR</b>	Indian Rupee	<b>SME</b>	Small and Medium Entrepreneurs
<b>ISO</b>	International Organization for Standardization	<b>SSCs</b>	Sector Skill Councils
<b>IT</b>	Information Technology	<b>S&amp;T</b>	Science and Technology
<b>ITE</b>	Institute of Technical Education	<b>UK</b>	United Kingdom
<b>ITES</b>	Information Technology Enabled Services	<b>USA</b>	United States of America
		<b>WCM</b>	World Class Manufacturing
		<b>WTC</b>	World Trade Centre

# President's Message

Indo-Canada Chamber of Commerce's trade mission to India, better known as India Mission, has become an important annual event in the Chamber's calendar. It is the time when the Chamber fulfils its objectives of fostering bilateral trade relations between Canada and India and simultaneously also creating business and professional opportunities for the Canadian small entrepreneurs. The two-week multicity trip to India focuses on multiple sectors that are or are likely to be significant to the bilateral trade between the two countries.



The Chamber's approach in selecting the cities to visit in India is based on the selection of the sectors, and, on occasions, to also focus on a particular region. For instance, in 2017, the Chamber focused on the Indian state of West Bengal because it had never led a delegation to the eastern part of India ever before. In 2018, the Chamber will again visit Kolkata and participate in the Bengal Global Business Summit. The sectors of focus are agro and food processing, ICT and Advanced Manufacturing, Financial Services, Business Immigration, Education and Skills Development. All these sectors continue to show tremendous potential and are expected to become the pivots for enhancing the bilateral trade between our two countries. This report provides a glimpse into these sectors.

This brings me to the fundamental points of the ICC's India Missions. Why is the ICC – the only Canadian bilateral Chamber of Commerce promoting economic ties between Canada and India – so keen on its India Missions? The answer though complex is rather obvious. The Indian economy continues to grow at a stupendous rate. According to an October 2017 World Bank report, India remains the fastest growing economy in the world. The report says the fundamentals of the Indian economy remain strong, with robust economic growth, strong fiscal consolidation, and low current account deficit, higher agricultural output, growing FDI, low inflation and higher wages in rural areas. Favorable monsoons boosted agriculture and rural consumption, while urban consumption remained robust and exports rebounded in the third quarter of 2016–2017.

Another indication of why India remains the focus of the world's investors is a recent Bloomberg report. Foreign investors are flocking to the Indian capital markets in a big way with a net inflow of over \$30 billion of so-called hot money in 2017, with equities alone getting over \$8 billion – an amount bigger than the cumulative investment of the previous two years. As the year draws to a close, the Indian stock market seems to have regained its status as one of the most favoured destinations for foreign portfolio investors. A sharper turnaround was seen in 2017 in terms of FPI inflows into debt markets where the net investments have soared to a staggering \$23 billion.

On the other hand, the ongoing developments in North America, especially over the protracted negotiations on North American Free Trade Agreement (NAFTA) may compel Canada to look east and especially to China and India to promote trade to ensure growth, employment and opportunities for its small entrepreneurs. The ICC has, during its four-decade existence, promoted the idea of Canada casting trade net wider than just focusing to the south, where undoubtedly the market is humungous. Now is really the time for Canada to rapidly expand its trade relations with India and achieve a quantum leap by attempting to reach a three year old target of bilateral trade worth \$15 billion.

The Indo-Canada Chamber of Commerce is committed to partner both Canada and India in achieving this target as quickly as it is possible. The annual India Mission that the ICC leads is a small but significant step in that direction. Our past missions have witnessed participation from the decision makers from Canadian and Indian governments at the federal, provincial and city levels. During the last seven years, we have successfully forged linkages with our partners in success – chambers of commerce, industry associations and trade promotion agencies – from across India. These partners in success have ensured that every India Mission has resulted in tie-ups between Canadian and Indian small businesses, leading to collaborations. In addition, the Canadian diplomatic corps, and especially the Trade Commissioners' Services, have taken a keen interest in ensuring that our missions are a success. All these factors are a clear sign that our India Mission 2018 is going to be a tremendous success. I invite you to participate in the Mission and benefit from it similarly.

**Kanwar Dhanjal**  
President

# ICCC – Trade Delegation to India

January 06– 18, 2018

Trade redefines and shifts paradigms. It transforms not only economies but also societies; it transforms relations between and within nations. Trade brings prosperity and makes democracy participatory and meaningful. It enables common people to live a life of dignity, and ensures everyone get their just dues. Trade is a great equalizer, a great enabler.

In its four decades of growth, the Indo-Canada Chamber of Commerce (ICCC) has retained its relevance by propagating the virtues of trade, and by fostering trade relations between Canada and India. Cognizant of the immense potential of enhanced trade relations between Canada and India, the ICCC in 2012 organized the first trade mission to India comprising Canadian small businesses eager to benefit from globalization, and keen to explore trade opportunities in India. It was an unqualified success. Since then, the ICCC has annually led a trade mission to India every January.

## India's growing might

With trade representing 60 percent of the Canadian economy, deepening commercial partnerships with Indian businesses is vital to Canada's economic growth; equally, trade with Canada offers Indian businesses a perspective on the wide-range of merchandise and services that Canada has to offer. Over the last seven years since ICCC launched its trade missions to India, the Canada-India trade relations have matured considerable, and have acquired a broader base.

While food-grains, potash and natural resources formed the bulk of Canada-India trade for many decades, in recent years, sunrise sectors such as information technology, education, and healthcare have also begun to dominate.

In 2018, the ICCC will be leading another trade mission to India. It will be a delegation to a new India, an economy that is growing exponentially and one that is truly shinning. India's Prime Minister Narendra Modi has made it easier to do business in India, according to the World Bank's October 2017 report on ease of doing business, which showed the country moving up 30 places from last year's ranking. India ranked 100th out of 190 countries after it implemented reforms in most indicators, including starting a business, getting credit, paying taxes and resolving insolvency.

A recent study by the McKinsey Global Institute (MGI) suggests that if India continues to grow at the current pace, average household incomes will triple over the next two decades, making the country the world's fifth-largest consumer economy by 2025, up from its current 12th position. India's robust economic growth and rising household incomes are expected to increase consumer spending to US\$ 3.6 trillion by 2020. The maximum consumer spending is likely to occur in food, housing, consumer durables, and the transport and communication sectors.

According to a 2016 analysis of the Indian economy by Government of Canada, India has one of the world's fastest growing large economies and, by some estimates, is projected to become the world's third largest economy by 2025. Some of the key market drivers which have positioned India as a key global player are:

**Young and Growing Population** India is the second most populous country in the world with a total population of 1.3 billion as of 2016. Already accounting for 17.5% of the world's population, India is projected to be the world's most populous country by 2022, surpassing China with its population reaching 1.6 billion by 2050. It currently is one of the youngest countries in the world with a median age of 25 wherein nearly 60 percent of the population is under the age of 30. This clearly represents an opportunity for market growth and the introduction of new products.

**Rising GDP & Growing Rural v/s Urban Population** With a Gross Domestic Product (GDP) of US\$ 2.074 trillion as of March 2016, India's GDP is expected to grow at 7-8 percent per annum over the next few years. The Indian market is broadly segregated into urban and rural markets and is a major attraction for global corporations. Over 850 million Indians live in rural areas compared to 400 million who live in urban areas. While the urban population is growing at more than double the rate of rural areas as migrants move to cities in search of opportunity, it will likely be several decades before India's urban population will become the majority.

**Rise of Tier 2 Towns and Cities** As compared to the 8 tier 1 cities in India (Ahmedabad, Bangalore, Chennai, Delhi, Hyderabad, Kolkata, Mumbai and Pune) there are as many as 3,133 tier 2 and 3 cities in India. One third of India's 1.3 billion



population lives within tier 1-4 cities but only 8% of these reside in tier 1 cities. This means that a foreign company/investor cannot ignore the presence of the more than 3000 tier 2 and 3 cities that make up the rest of India.

**Growing Consumer Market** The Indian market is comprised of a huge middle class, relatively large affluent class and a small economically disadvantaged class, with spending anticipated to double by 2025. Global corporations view India as one of the key markets from where future growth is likely to emerge. The growth in India's consumer market is primarily driven by a favourable population composition and increasing disposable incomes.

## India Mission 2018

The Indo-Canada Chamber of Commerce's (ICCC) 2018 India Mission will focus on both the traditional as well as the sunrise sectors. ICCC's President, Mr. Kanwar Dhanjal, will be leading the mission from January 6 to January 18, 2018 to a whistle-stop tour of six Indian cities starting from Mumbai and ending in Kolkata. In between, it will touch Ahmedabad, Chandigarh, Ludhiana and New Delhi. The focused sectors are Agriculture and Food Processing, ICT & Advance Manufacturing, Financial Services, Business Immigration, Education and Skill Development. ICCC's India Mission 2018 will also have important decision-makers from Canada as delegates.

## Highlights of the Program

The India Mission 2018 program includes meetings with India's largest and most influential trade bodies, including the Confederation of Indian Industry (CII), India-Canada Business Chamber (ICBC), Indian Chamber of Commerce Kolkata, Bengal Chamber of Commerce & Industry (BCCI), Federation of Indian Chamber of Commerce & Industry (FICCI), Canadian Trade Commissioner offices, World Trade Centre (WTC) Mumbai, the All India Association of Industries (AIAI), and other key trade organizations. Additionally, led by the ICCC President, the delegation will be meeting the key decision makers in the Government of India. Meetings with these organizations will take various formats – including B2B meetings, networking receptions, luncheon, roundtables and briefings – to offer the delegation the most effective opportunities for business connections with Indian companies represented by these organizations.

## Bengal Global Business Summit 2018

The delegation will be attending the BENGAL GLOBAL BUSINESS SUMMIT 2018 in Kolkata. West Bengal is the 4th largest state economy in India, growing at 15.64% GVA, West Bengal is leading the charge along the growth curve of India. West Bengal is a perfect blend of economic strength and dynamism, with a strong consumer base, vibrant industry, large talent pool, industry friendly stable policies, transparent governance and record social and physical infrastructure development. With upcoming two major deep sea ports coming up at Sagar Island and Tajpur, Amritsar Kolkata Industrial Corridor (AKIC) aligned to Eastern Dedicated Freight Corridor, national waterways, ready industrial infrastructure with over 200 industrial parks/estates covering around 20,000 acres, six new theme townships promises to open up new vistas of investment opportunities.

The business opportunities West Bengal offers are spread across a multidimensional spectrum of sectors including industrial infrastructure, manufacturing clusters (light engineering, auto ancillaries, leather, gems & jewelry, textile), chemicals & petrochemicals, plastics, rubber, urban development, agro (seeds and fertilizers, food processing, animal resource development, fisheries), IT & ITES, transport, tourism, power, skills, healthcare, education, etc.

The two-day long BGBS 2018 will bring together policy makers, corporate leaders from around the globe, delegations, academia, opinion makers to explore business opportunities, forge partnerships and collaborations. The event also provides a forum for discussing key issues concerning the Indian Diaspora.

The tentative program as well as information on hosting and participating organizations and description of delegates are given in succeeding pages. For more information, please contact us at [indiamission@iccconline.org](mailto:indiamission@iccconline.org), [www.iccconline.org](http://www.iccconline.org)



Minister of  
Small Business  
and Tourism



Ministre de  
la Petite Entreprise  
et du Tourisme

Ottawa, Canada K1A 0H5

**Message from the Honourable Bardish Chagger, Leader of the Government in the House of Commons, and Minister of Small Business and Tourism**

January 6-18, 2018

On behalf of the Government of Canada, I wish the members of the Indo-Canada Chamber of Commerce tremendous success on your seventh annual business mission to India this January. Your ambitious agenda and wide array of activities will surely see you achieve many great things during your two-week mission.

The ties between Canada and India are strong, and they run deep. More than 1.2 million Canadians have Indian heritage. And it is missions like yours that help to demonstrate this rich diversity and the potential this relationship represents.

As Prime Minister Trudeau says: Canada's diversity is our strength. And when it comes to the Canada-India relationship, our strong people-to-people connections offer an excellent foundation on which to build stronger business-to-business and government-to-government ties. When I was in India in March of last year, I saw this first-hand. There is a real interest in working with Canadians and to collaborating in innovative ways, in traditional and emerging sectors alike.

Bilateral trade with India is approximately \$8 billion annually. The Government of Canada strongly believes that this is just the beginning: we want to see that figure grow by leaps and bounds in the coming years. It will be thanks to missions like this that we will achieve this goal, while helping Canadian companies better understand and export to one of the fastest-growing economies in the world.

The Canada-India relationship is special for Canada. And by working together, we can work to see our countries grow and achieve great success – together.

Please accept my best wishes.

**The Honourable Bardish Chagger, P.C., M.P.**



Dinesh Bhatia  
Consul General of India  
दिनेश भाटिया  
भारत का प्रधान कौंसल



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### **MESSAGE**

I am delighted to learn that the Indo-Canada Chamber of Commerce (ICCC) is leading its Seventh edition of Small Business Trade Mission to India for promoting the Canada-India business relations, from 6-18 January 2018.

2. I appreciate the initiatives taken by the ICCC for promoting bilateral trade between the two countries. India's relations with Canada are multi-faceted and have progressed over the years. Expanding people-to-people contacts have further strengthened the bilateral ties.

3. I hope ICCC will be able to explore all possible opportunities in the field of ICT & advanced manufacturing, agriculture & food processing, financial services and business immigration, education & skill development, etc. while visiting the five major cities of India, namely, Mumbai, Ahmedabad, Delhi, Chandigarh and Kolkata. I am happy to note that the visiting trade mission will also participate in the first ever Bengal Global Summit in 2018.

4. On this occasion, I extend my warmest greetings and convey my best wishes to all the members of ICCC participating in the India Mission 2018.

  
(Dinesh Bhatia)



Premier of Ontario - Première ministre de l'Ontario



January 6 – 18, 2018

### **A PERSONAL MESSAGE FROM THE PREMIER**

On behalf of the Government of Ontario, I am pleased to extend warm greetings to the Indo-Canada Chamber of Commerce (ICCC) trade delegation on the occasion of its visit to Mumbai, Ahmedabad, Delhi, Chandigarh and Kolkata to foster bilateral trade between Canada and India.

The ICCC has long played a significant role in the business, political and professional climate of Ontario. I commend the chamber for the important work it undertakes, contributing to Ontario's strong economy by promoting commercial ties with India — a nation with a vibrant economy and a growing cultural influence.

In 2016, I visited India for the first time as Premier. I felt the warm partnership our two jurisdictions enjoy. As is the case with the ICCC and its annual delegation to India, my visit opened up opportunities for co-operation and collaboration. These opportunities are strengthened by the vast web of connections Indo-Canadians enjoy with family, friends and business partners in India.

Ontario is proud to be home to one of the largest and most dynamic Indo-Canadian communities in the country. Its members have made their mark in the business sector, in the arts, in the trades and professions, in public service, and in every aspect of our province's life.

Please accept my best wishes for a productive and successful visit.

**Kathleen Wynne**  
**Premier**

ਕੈ. ਅਮਰਿੰਦਰ ਸਿੰਘ  
Capt. Amarinder Singh



ਮੁੱਖ ਮੰਤਰੀ, ਪੰਜਾਬ  
Chief Minister, Punjab

MESSAGE

It is my pleasure to extend my best wishes to the Indo-Canada Chamber of Commerce (ICCC) on its 2018 Business Mission to India.

With a large Sikh population contributing to its economic development and growth, Canada shares deep roots with Punjab, and the ICCC has been playing a pivotal role in fostering the ties between the two regions.

I see these ties expand manifold in the new industrial environment that my government is working to create in Punjab, through a series of impactful initiatives. The new industrial policy, with its 'Business First' philosophy, provides a highly favourable atmosphere for investors seeking to grow their business. Certain path-breaking measures, such as highly subsidized industrial power and abolition of transport unions, have paved the way for industry to harness the huge potential that Punjab offers for growth and development.

I wish to invite ICCC and all its delegates to take advantage of this new positivity in the state to script a new chapter in Punjab-Canada relations. From food processing to allied agricultural sector, from manufacturing to skill development, from ICT to power, virtually every sector of potential growth today offers immense opportunities to Canada's industrial and business houses, which I invite you to harness.

My government, with its focus on smart cities and creation of industrial hubs, will facilitate the Canadian investors and industry through seamless and hassle-free clearances to enable them to set up business expeditiously in the state. I also promise that we will ensure that they are not obstructed by red tapism and other such hurdles that have proved to be bottlenecks for investors seeking to come to Punjab over the past one decade.

It is my sincere wish, therefore, that all of you visit Punjab and explore the myriad opportunities that exist for the promotion of our close ties.

  
(Amarinder Singh)

Chandigarh,  
26<sup>th</sup> December, 2017

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मनोहर लाल  
MANOHAR LAL



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मुख्य मन्त्री, हरियाणा,  
चण्डीगढ़।

CHIEF MINISTER, HARYANA,  
CHANDIGARH.

Dated 20th December, 2017

### Message

I extend best wishes on behalf of the Government of Haryana to the Indo-Canada Chamber of Commerce (ICCC) as it embarks on its 2018 business mission to India.

The ICCC has been working since 1977 to foster bilateral trade and commercial relations between India and Canada. The business mission 2018 is step forward in the direction of exploring business opportunities in sectors such as agriculture and food processing, ICT and advance manufacturing, financial services, business immigration, education and skill development.

Haryana's business, commercial and cultural ties with Canada are getting stronger day by day. A vibrant and fast growing industrial power house and a veritable hub of knowledge, Haryana offers tremendous scope for investment in several fields such as food processing, power, solar energy, infrastructure, industrial townships, smart cities, healthcare, education and skill development.

Haryana's economy which is based on agriculture and allied sector, offers industry a hardworking, educated, skilled and ready to walk-in workforce besides a state-wide network of efficient banking and financial services. We are working to promote food processing industry to enable the farmers to get maximum benefit from their produce. Haryana and Canada can co-operate as the latter has developed advanced know-how in this sector.

During my visit to the ICCC in Toronto on August 23, 2015, I had said "The enhancement of relationship between Haryana and Canada would be a definite win-win situation for both".

I invite all the ICCC delegates to visit Haryana and explore the opportunities for developing business and commercial ties with us. I wish the delegates all success and closer business ties with Haryana.

(Manohar Lal)





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January 6-18, 2018

## **A Message from the Honourable Jeff Leal Minister Responsible for Small Business**



On behalf of the Government of Ontario, I offer my best wishes to the Indo-Canada Chamber of Commerce (ICCC) for your seventh trade delegation to India. Thank you for your ongoing commitment to promoting business relations between Canada and India.

As one of the world's fastest growing economies, India is a priority market for Ontario and it is critical that we work to create new opportunities and partnerships for our province's businesses. Ontario is home to Canada's largest Indo-Canadian community – 700,000 people. With significant cultural, economic and community ties between us, it is fitting that we continue to work together to strengthen bonds and build working relationships.

In 2016, I had the pleasure of leading a mission to India with my colleague the Honourable Michael Chan, Minister of International Trade, to secure new trade and investment opportunities for Ontario agri-food businesses and organizations. This followed Premier Kathleen Wynne's successful India trade mission earlier that year. The work of the ICCC helps to build on our government's ongoing efforts to grow Ontario-India relations and strengthen our economic ties.

Once again, please accept my best wishes to the ICCC for a productive mission, and thank you for your work to strengthen relations with India and create new opportunities for businesses here in Ontario.

Sincerely,

A handwritten signature in black ink, appearing to be "J. Leal".

Jeff Leal  
Minister



# RUBY SAHOTA

Member of Parliament – Brampton North  
Députée - Brampton Nord

Greetings,

As Member of Parliament for Brampton North, I would like to extend my warmest greetings and best wishes to the members of the Indo-Canada Chamber of Commerce as they celebrate 40 years of bilateral business trade between Canada and India.

Indo-Canada Chamber of Commerce (ICCC) is one of the leading bilateral business and trade organizations that leads mission to India to promote Canada-India Business relations. During January 2018, ICCC is leading their seventh delegation to five major cities in India to discuss policies at the Bengal Global Summit 2018.

I would like to send my best wishes and congratulations to the Indo-Canada Chamber of Commerce on this great undertaking. On behalf of the Canadian Government, I wish all the members of the Indo-Canada Chamber of Commerce many successes for the future.

Yours Truly,

Ruby Sahota  
Member of Parliament  
Brampton North

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# ICCC Business Mission to India 2018

## **Dhanjal, Kanwar** **Leader of the Delegation**

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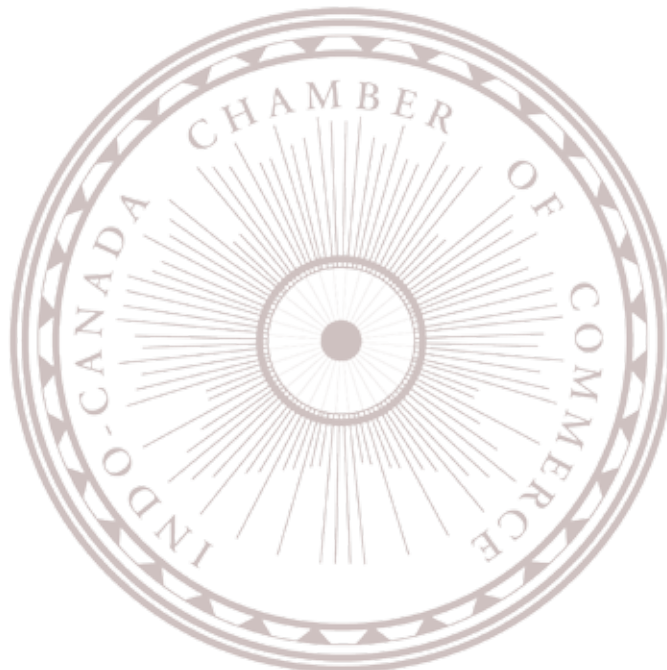


Mr. Kanwar Dhanjal is a technocrat with more than 25 years' experience in the instrumentation and automation services sector.

He is founder of Just Instruments Inc., which serves the process control industry. He has been associated with the Indo-Canada Chamber of Commerce (ICCC) for nearly a decade, and has risen from the ranks of ordinary membership to become the Chamber's President in 2017.

Mr. Dhanjal has been a director responsible for the Trade and SME portfolios in 2015-16, and the Trade and Affinity portfolio in 2016-17; prior to that he was the Chair of ICCC's Energy Committee for two years, and the Chair of the Annual Gala committee in 2015.

Mr. Dhanjal is a keen community leader and is associated with the Rotary Club of Brampton. He is also the Chair of the International Trade Committee of Brampton Board of Trade.



# List of Delegates

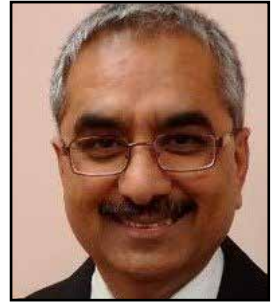
## 1. Badwal, Jag

**1<sup>st</sup> Vice President Ontario PC Party  
Chair of Organization Committee.**

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Jag Badwal is 1<sup>st</sup> Vice President in the Ontario PC Party and Chair of Organization committee. He was first elected to the Party Executive in 2012 as Regional Vice President of GTA West. Jag is an active participant in politics. Jag holds BSc and Diploma in Pharmacy from India and after immigrating to Canada he attended York University, where he graduated with a Bachelor of Science Degree. After a short career in Pharmaceutical sales Jag went on to begin a successful career in real estate. Outside of his professional and political activities, Jag remains actively engaged in his community. He was the executive member on the Board of the Peel Children's Aid Society and volunteered with Bereaved Families of Ontario, Toronto Real Estate Board, and Junior Achievement and helped raise funds for the Honey Church Family Life Centre, a women's shelter in Brampton.

## 2. Basu, Arun J, Ph.D

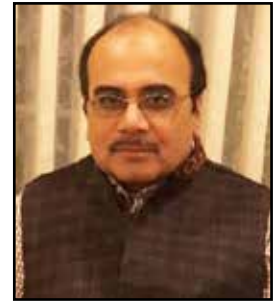
**Director of Marketing - India  
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EnEco Systems Inc. (EnEco) is a Canadian owned clean technology company engaged in treating solid, waste (municipal, industrial, and hazardous). EnEco is based in Vancouver, BC, Canada and has operations in USA, Europe, and Asia. EnEco is very interested in entering into the Indian waste (mixed, MSW, and hazardous) to energy (WTE) market where decentralized and distributed small systems (100-1,000 MTPD) for producing 2-15MW of green energy (based on waste condition and quality) are in demand. EnEco turnkey CHP Plants with Thermal Oxidation Process Systems (TOPS) implementing a gasification based innovative, cost-efficient, and proven technology with installations since 1992. The most recent facility is in Philippines, and it is in process of completion and expected to be commissioned by end of December 2017, which would be available for site visit from January 2018 by interested parties in seeing the technology in a real time commercial operation.

## 3. Becker, Abu

**Director - Affinity Programs, Business Development & Council Affairs, ICCC  
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Abubakkar Noohujohn is the CEO of the Nrich Group, President of Airbond Travel and has recently been appointed as the Canadian representative of the NEST Group of India. A proven leader and serial entrepreneur, Abu is a true ambassador of the beneficial bilateral relationship between India and Canada. Abu has led twice the Indo Canada Trade Mission, alongside various Mayors, MP's, bureaucrats, policy makers and entrepreneurs.

# List of Delegates

## 4. Brahmbhatt, Nimesh

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Nimesh Brahmbhatt is partner with Canada based InfratechIT Company. He do have over 15 years of work experience in IT and Industrial Automation. Since our opening, we have become masters of IT services and Industrial Automation. We are providing Solutions to various type of industries like pharmaceuticals, plastic processing, Printing automotive. Please visit our website for detail services. Our commitment to quality advice, exceptional services and incomparable customer care keep our community coming back again and again. We never stop improving, and will continue to expand our offerings based on how we can best serve the Globally. Get in touch with us today to learn how InfratechIT can help you. InfratechIT has earned its positive reputation because we go out of our way to provide truly exceptional service to each of our customers. We understand that your needs can change last minute, and we're ready to adapt our services quickly to ensure your success.

## 5. Chavda, Nareshkumar

**Vice President - Membership & Govt Relations, ICCC**  
**President, Globayan Immigration Corporation**

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Nareshkumar Chavda, is President of Globayan Immigration Corporation. Practising Immigration Law as an Immigration Consultant & Commissioner of Oath-Ontario. Dealing with many diplomatic missions abroad including High Commission & Consulate offices of various countries part of his professional practice. He is Vice President and Director - Government Relations Indo-Canada Chamber of Commerce (ICCC), Canada for the year 2017 - 2018. Director and General Secretary of NAIC (National Alliance of Indo-Canadian), organized Prime Minister Narendra Modi's Community Outreach Event at Toronto, Canada on April 15, 2015, attended by Canadian PM, Stephen Harper and members of 300 organizations across Canada with total attendance of 10k. He was Invited to Pravasi Bharatiya Divas (PBD) March 29, 2016, & January 8, 2017, as Guest Speaker on topic of Pre-citizenship surrender certificate enhancement and preservation of OCI smart card.

## 6. Dhillon, Parminder

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Parminder Dhillon, Broker of Record and Founder of Royal Star Realty Inc., is committed and dedicated professional within the real estate industry. It is one of the fastest growing Real Estate Brokerages in North America, with over 370 REALTORS®, serving from 9 locations. Royal Star Realty is a full service, full representation Brokerage committed to excellence and dedicated to creating exceptional real estate experiences for its REALTORS®, clients, and communities, through the delivery of truly remarkable services. Royal Star continues to improve and grow with the ever-changing Real Estate Industry, with a promise to deliver excellent services today and in the years to come!

# List of Delegates

## 7. Garg, Priank

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**Montlaurentia**

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Priank Garg is Director at Mont Laurentia Overseas Ltd., a company based in Toronto, Canada deals in Export of Polymers and in Real Estate Investments. Priank, is also an Executive Director at Mineral Oil Corporation Ltd., a company based In Tanzania, East Africa manufacturing Automotive Lubricant Oil and Grease. Has graduated with B.Sc. Accounting and Management from Punjab University Chandigarh, India and post graduated from University of Toronto, Canada. Having management experience of more than 12 years in various family businesses in Africa and India with a growth mindset, Priank is highly motivated on working hard for expansion of business with a keen eye for new market share.

## 8. Goyal, Pramod

**Vice President - Finance & Sponsorship, ICCC**  
**SVP and CEO, Canadawide Financial Corporation Limited**

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Pramod Goyal is a business strategist and a highly experienced management consultant with over 30 years of experience in founding, managing, and advising growth companies, including strategy consulting, corporate finance, audit and governance; private equity transactions and venture capital; commercial due-diligence and strategic business relationships. He is currently the SVP and CEO of Canadawide Financial Corporation Limited, a business advisory and management consulting firm. In the past, he has held senior roles at Investco, Royal Bank, Scotiabank and Acer Telecom. He holds a Bachelor of Science, and Post-Graduate Diploma in Internal Audit from University of Delhi, and a Master of Business Administration from Northwestern and York Universities. He is an Associate of the Institute of Canadian Bankers and a member of the Institute of Corporate Directors. He served on several professional, private and non-profit boards, and committees of various organizations.

## 9. Grewal, Jagdish

**CEO**  
**Punjabi Post**

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Jagdish Grewal came to Canada in 1987 as a young immigrant from India. He juggled through many survival jobs while upgrading his skills and education by completing his education at the Frazer Valle College, British Columbia & Centennial College Toronto to become a certified automobile technician. He served the country in his role as a Canadian Army Reserve in the Electrical and Mechanical Engineering wing for three years from 1991 to 1994. In 2002 Jagdish achieved his dream of publishing Canada's first daily newspaper in Punjabi. Today the Canadian Punjabi Post has become a household name in the Greater Toronto Area (GTA). Jagdish supports his community including raising over \$500,000 for Sick Kids Hospital through a radio-thon. He has also been an active member to raise funds and awareness for the Credit Valley Hospital, the Canadian Paraplegic Association, C-SASIL (Canadian-South Asians Supporting Independent Living), and the Guru Gobind Singh Children's Foundation through the "Bring a penny, Nickel, Dime campaign". In 2010 he was awarded Peel Regional Police's 2010 Media Award for the best Ethnic News, Queen Elizabeth II Diamond Jubilee Medal etc.



# List of Delegates

## 10. Jhala, Pradyuman

**Director – SME, ICCC**

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Pradyuman Jhala is the President and CEO of SPS Canada Immigration and founder of the SPS Canada Group of Companies that includes SPS Canada Immigration, Student Placement Services Inc., SPS Canada Capital, SPS Canada Asset Corp. and South Asian International Student Association (SAISA). He is an active member of Immigration Consultants of Canada Regulatory Council. He has also been appointed as the Commission of Oaths by the Ministry of the Attorney General, Ontario Canada. With over 15 years of experience as a Senior Immigration Practitioner, he handles all immigration related matters for global clients.

## 11. Joshi, Rakesh

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Rakesh Joshi is a member of the Law Society of Upper Canada and is a practicing lawyer in Toronto. He is member of Canadian Bar Association and Director of Canadian Association of South Asian Lawyers. Engaged mainly in Real Estate Law and Corporate Law, Rakesh has handled a high volume of transactions successfully to the utmost satisfaction of his clients. He was decorated with the prestigious Queen Elizabeth II Diamond Jubilee Medal. He is on the panels of prestigious print media houses and community organizations in Toronto and GTA as their Legal Advisor/ Member Advisory Board. He is a member of Brampton School Traffic Safety Council.

## 12. Kandra, Gursharan

**President & CEO**

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Ms. Gursharan Kandra, President "Canadian International Academic Students Inc." founded in 2003. She is Master in Sociology, Personnel Management, Non-Profit Management from York University. Her mission is to promote globalization of education. Ms. Kandra has helped more than 2000 international students by providing them admissions in various colleges and universities. She is working with Punjab and UP Government in Skill Development projects. She also arranges educational tour and summer camps for international students. Being the CEO of CIAS Inc. and Founder Director of Canadian Intercultural Association of Students (Non Profit), her work is not only restricted to recruit students, but also working on facilitating joint ventures with educational institutions. With the support of CIAOS provides one window service to post landing, internships, job placements, scholarships, connecting with buddy system and food banks. CIAS joined hands with 57 educational and 20 partners from around the world: Australia, India, Bangladesh, Mauritius, New Zealand, Singapore, UAE, UK, USA.

# List of Delegates

**13. Natt, Meior**  
**Founder President**  
**Asian Food Centre**

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Mr Meior Natt is well known personality among the south Asian community in GTA. He is the founder and president of chain of Indian Grocery store "Asian Food Centre" in GTA and Peel Region. He has more than 20 years of experience in managing the business of Grocery stores. He manages the 9 locations of Grocery stores scattered in GTA and Peel Region serving the needs of Indo Canadians and other communities.

**14. Patel, Fenil**  
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**15. Patel, Parth**  
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Parth Patel is the co-founder of the IT organization 'SyS Creations Inc - IT Management and Consulting Solutions'. Parth works with the community and small-medium sized businesses to help them with their workflow, infrastructure and business advisory/intelligence needs to achieve higher ROI. Much of his career has involved serving small independents to national corporations and privately owned Canadian companies. Parth is looking to partner with individuals and businesses that are value-driven and seeking a professional who demonstrates integrity, quality and understanding of their sense of urgency. He has been an avid supporter of Easter Seals Ontario.

# List of Delegates

## 16. **Patel, Pranav**

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Pranav Patel is a practicing barrister, solicitor and notary public, in the jurisdiction of Ontario, and Canadian federal jurisdiction. He enjoys an outstanding reputation in the legal community, and has enriched experience in the public and private sectors. He is active with community forums, social service organizations, and is the chair of the Toronto District School Board Council, member of the Law Society Of Upper Canada, member of the advising committee of the City of Toronto, Co-chair-Gujarat Public Affairs Council Of Canada, VIP Delegate ISCON Canada, and more specifically proud to be organizing committee member of National Alliance of Indo Canadians in the most recent visit of Indian Prime Minister Modi with support of Indian High Commission to Canada.

## 17. **Said, Sherine A F**

**Founder & Principal Consultant**

**A F Development Consulting**

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Ms. Said is the founder of AF Development Consulting. Her company's mandates are promoting trade and attracting foreign direct investments into North America, Middle East, Turkey, Africa among other target markets. Prior to establishing her Canadian-based, globally targeted, venture, she worked closely with decision makers and leadership teams while pursuing prominent positions in top public, private, and not-for-profit international organizations, including the Greater Toronto Marketing Alliance, U.S. Department of State, the Canadian International Development Agency and the International Development Research Centre. She represented international agencies with clients, business delegations and government officials in North America and the Middle East and North Africa Region. She assumed different roles as a business and economic teaching assistant, researcher, analyst, and consultant; was a research fellow at the Relational Diplomacy Institute, Boston, MA; co-authored and presented papers at international conferences; and, wrote articles for the International Business Associates Group and the American Chamber of Commerce. Ms. Said holds a master's degree in Local Economic Development from the University of Waterloo. She attended the American University in Cairo and received two bachelor degrees with honors in Business Administration and Economics.

# List of Delegates

**18. Sangha, Ramesh**  
**Member of Parliament**  
**House of Commons**

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Mr. Ramesh Sangha is currently the Member of Parliament for the riding of Brampton Centre (Canada). He is also a member of the Parliamentary Standing Committee on Human Resources, Skills and Social Development and the Status of Persons with Disabilities (HUMA Committee). In addition to his membership on the HUMA Committee, Mr. Sangha is currently the member of several parliamentary associations including the Canadian Branch of the Commonwealth Parliamentary Association (CPA), Canada-Africa Parliamentary Association, Canada-China Legislative Association, Canada-Japan Inter-Parliamentary Group, Canadian Delegation to the Organization for Security and Co-operation in Europe Parliamentary Association (OSCE PA), Canadian NATO Parliamentary Association (NATO PA), Canadian Selection of ParlAmericas, and the chair of the Canada-India Parliamentary Friendship Group and a director of the Executive Committee of the Canadian Branch of the Commonwealth Parliamentary Association (CPA).

MP Ramesh Sangha migrated to Canada more than two decades ago and immediately upgraded his law degree at the University of Windsor. After graduating at the age of fifty, he excelled in the field of law and established his own law practice as a personal injury lawyer in Brampton. As a distinguished lawyer, he offered co-op training to local students from high schools, colleges, universities, as well as pre-placement positions for law students. MP Sangha also provided immigration and legal counselling to new Canadian immigrants. He has a strong belief in philanthropy and devoted many hours to providing pro-bono legal services.

In addition to his highly successful legal career, MP Sangha also served as Chairperson for the Canadian Pension Plan Review Tribunal by the Governor General in Council (Canada).

**19. Sharma, Sameer**  
**Director**  
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Sameer helped create his family business as Director of Crown Group of Hotels, which owns and operates five hotels under internationally known flags such as: Marriott, Hilton, Best Western and Choice. Sameer was the youngest in the world at age 23 to complete Marriott Executive Excellence Program which allows him to operate or manage any Marriott brand hotel in the world. His current role specializes in his ability to increase sales and the profit margins of multiple properties while managing multi-million dollar renovations along with travelling the globe to stay on top through many international hospitality conferences. Today, Crown Group of Hotels employs over 300 people having established itself in a very short period taking its Hotel's portfolio from \$10 million 4 years ago to over \$100 million today.

Sameer Sharma is an avid golfer, frequent sponsor and supporter for many Chamber of Commerce, Board of Trades, Film Festivals, Beauty Pageants, City Tourism, Youth Internship Programs from Colleges/Universities, multiple non-for-profit organizations, Health foundations and many more community organizations. His presence can be felt in all the cities Crown Group of Hotels currently operates in: Brampton, Mississauga, Barrie, Burlington, Brantford, & Sarnia. Most recently, Sameer was announced as the recipient of the award for "Young Achiever of the Year 2017" by the Indo Canada Chamber of Commerce. In November 2017, Sameer Sharma won the "Young Entrepreneur Award 2017" from the prestigious Mississauga Board of Trade. Mississauga is ranked as one of the best cities in the Country of Canada.



# List of Delegates

## 20. **Sheikh, Mohammed Tauseef**

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**Premier Business Development Manager, HSBC Bank Canada**

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Tauseef Sheikh is a seasoned, top-performing banking professional with experience in Global Banking, Retail Banking and Wealth Management. Prior to joining HSBC Bank in Canada, he was with HSBC India and part of the start-up team of the NRI (Non-Resident Indian) office in Canada. He was responsible for building a North American platform for providing onshore and offshore banking products with particular focus on cross-border Private Banking services. He is also the Ambassador for Diversity and Inclusion with HSBC in Canada. He believes in giving back to the community.

## 21. **Tandon, Ajay**

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**CEO, Canadian Travel Services**

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Ajay Tandon is the CEO of the Canadian Travel Services, a fast growing, complete travel solution and aviation company specializing in projects across the globe. CTS is a proven leader in travel sector with a global footprint from South Asia, Middle East, Europe, Africa, Central Asia and Canada. Mr. Tandon joined the travel industry in the Islands of Maldives with KLM Royal Dutch Airlines and during the ensuing two decades, took challenging posts in UAE Dubai and Abu Dhabi, the Netherlands, Kazakhstan, Kyrgyzstan and Yemen to garner numerous awards. KLM & Alliances awarded him the highest honor in sales for Middle East and South Asia. Mr. Tandon is an avid supporter of community causes and has been involved with the ICCC for more than a decade.

## 22. **Thomas, Vijay**

**Chair - ICT Committee, ICCC**

**Founder & Managing Partner, Tangentia**

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Vijay is the founder and managing partner of Tangentia, a Global Boutique Technology solutions company with offices in Canada, USA and India. Vijay started his entrepreneurial journey 15 years ago in Toronto, Canada from a 1 bedroom condominium in the Bayview-Sheppard area and now has more than 150 employees globally. Vijay has a Bachelors degree in Mechanical Engineering from Karnataka University and a Masters in Business Administration (M.B.A) from the Goa Institute of Management. Vijay is involved in multiple community initiatives and is the President of the Board of directors of the Hullmark Corporate Centre in North York and the present Chair of the ICT committee of the Indo Canadian Chamber of Commerce.



# BORDERS LAW FIRM

IMMIGRATION LAWYERS Professional corporation

***Borders Law Firm practices exclusively in the area of Canadian and U.S. immigration law.***



**Borders Law Firm** practices exclusively in the area of Canadian and U.S. immigration law. Founded in 2004, the firm has represented thousands of clients from all over the world, ranging from multi-national corporations to small businesses, families and individuals. The law firm has a wealth of experience representing on all aspects of Canadian immigration law before Citizenship and Immigration Canada, Service Canada, and other government bodies. The Firm has extensive experience advising and representing large multi-national corporations in the manufacturing, high-tech, financial, mining, and tele-com sectors. Borders Law Firm works closely with companies, providing strategic advice to facilitate the global mobility needs of executives and specialized knowledge workers who are coming to Canada on a temporary or permanent basis.

The law firm has established relationships with leading corporate law and tax law advisors to provide a one-stop solution to corporations who seek to establish offices in Canada. The law firm works closely with key stakeholders within the government of Canada, ports of entry, and visa missions all around the world, allowing it to maintain in depth information regarding the latest visa procedures. The law firm is proud to have a lawyer, Mr. Andres Pelenur, who is certified by the Law Society of Upper Canada as a Specialist in Citizenship and Immigration law. The firm's team of dedicated lawyers are committed to providing the highest standards of customer service, ensuring that each client receives professional advice in a timely manner. Our lawyers and staff are also fluent in numerous languages including Hindi, Punjabi, Telugu, Tamil, Spanish, Portuguese, and Russian.

To consult with one of our lawyers, please visit  
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# Agro & Food Processing



## Agro & Food Processing

Canada and India have strong trading ties in agriculture and the agri-food sector. Bilateral trade in the sector is skewed in Canada's favour and the trade balance is estimated to be over \$1.116 billion (2015). While this 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.



This section looks at the agriculture and agro-food sector in India and the opportunities for Canadian players in the market. It is based on information easily available in public domain. This report is based on secondary research and relies exclusively on Canadian information, and doesn't contain any primary research.

India remains an important player in the global agriculture markets as an importer of agriculture commodities such as edible oils, pulses, lentils, wood and wood products. In the 2015-2016 fiscal year India imported a total of 5,797,000 tons of pulses and has already crossed a figure of 700,000 tons of pulses import in the first two months of the 2016-2017 fiscal. India is a high priority market for Canada's exporters as identified by the Government of Canada.

India is not only a country with significant market opportunities for Canada's agri-food exporters, but may also become a competitor for many of the products produced by Canada as its agricultural production increases. The under-35 demographic represents more than 65 percent of India's population, and many of them are migrating from rural areas to cities searching for education and employment, both of which Canada can help supply.

Canada is a key supplier of India's agricultural imports including pulses and potash. Cold chain management, animal husbandry, dryland farming, food processing technologies and agricultural sustainability are priority areas for bilateral cooperation. Ongoing collaboration in the agriculture sector takes place under the MOU on Agriculture Cooperation signed in 2009. The two sides have also agreed to set-up a Plant Health Technical Working Group, as a sub-group of the MOU on agriculture cooperation to promote trade in plants, plant products and other regulated articles by facilitating science-based discussions related to sanitary and phyto-sanitary issues.

## Opportunities for Canada in India

Canada's agricultural exports to India include pulses, oilcake, oilseeds, canola oil, fruit (apples), and food preparation. In January 2016, Canada succeeded in securing access for pork and pork products into the Indian market. India remains focused on food security and marketing initiatives such as "nutritional security," which is a tag line used to increase health-conscious product consumption. This offers high opportunities for Canadian companies looking to enter the Indian market.



The hospitality sector also offers many high-value opportunities for Canadian companies to provide niche products for consumption, including meat products, canola oil, seafood, healthy snack foods, ice wine, frozen fruit, maple syrup and health products. From a commercial perspective, agricultural equipment, machinery, storage (including cold storage), and bulk handling and processing machinery are all examples of high-demand technologies. Training in fields such as herd management, veterinary practices, genetics, breeding, and animal and plant husbandry practices that reduce endemic spoilage are also deemed of value by the Indian market.

Canadian companies can tap on existing opportunities in malting

barley, wines, spirits, flax, mustard, cherries, berries, ginseng, hides, pet food and processed food products.

## Challenges in the Indian market

Securing a long term successful entry into the Indian market for imported food and beverage companies comes with its own share of challenges and Canadian companies should be ready and compliant to successful gain entry into this complex yet opportune market.

In India the agriculture sector is the largest area of economic activity. It employs 58 percent of the rural households and



accounts for 17 percent of the Indian GDP. Over the recent past, multiple factors have worked together to facilitate growth in the agriculture sector in India, such as growth in household income and consumption, expansion in the food processing sector and an increase in agricultural exports. The agro industry in India is divided into several sub segments from canned, dairy, processed, and frozen food to fisheries, meat, poultry, and food grains.

In the past decade, India has emerged as a major agricultural exporter, with exports climbing from just over \$5 billion in 2003 to a record of more than \$42 billion in 2014. India became the world's seventh-largest exporter of agricultural products in 2013, surpassing Australia. India has become a very important player on the global market, especially for rice, cotton, sugar, and beef (buffalo). In addition to these products, India has also become a sizeable exporter of soybean meal, guar gum, corn, and wheat, as well as a diverse range of other products.

The Indian food industry has emerged as a high-growth and high-profit sector due to its immense potential for value addition, particularly within the food processing industry. Currently valued at US\$ 40 billion, the food industry is expected to grow to US\$ 65 billion by 2018. Although India is one of the largest producers of food, its consumers do have a cultural preference for fresh food which means that India supplies the majority of its food for consumption. The food processing sector in India holds good potential for Canadian companies. Less than 10 percent of the food is processed in India.



While consumption of processed foods such as domestically-produced chips, biscuits and vegetable oils penetrates the lower income categories, current opportunities for value-added imported foods and beverages are generally limited to higher income consumers in urban areas. With the gradual conversion of the middle class into the higher class owing to rising incomes, there exists vast scope for both Canadian investors and exporters in the urban areas and markets of India.

The processed foods sector continues to see substantial investments and growth through the presence of key food processing multinational companies such as PepsiCo, Cadbury, Nestle, Hindustan Lever, Glaxo-SmithKline (Healthy Beverages), Cargill and key Canadian players such as McCain Foods and AGT Food and Ingredients.

## Less acreage and earnings to farming households

There are currently over 90 million agricultural households, of which 70 percent own less than 2 acres of land and earn an average agricultural income of INR 6400 (CDN\$ 125) a month.

Over 60 per cent of this income comes from cultivation, 22 per cent from wage employment and the rest from livestock and other sources. While all agricultural households derive part of their income from other sources, households with the smallest landholdings are most dependent on wage employment. These results underline the fact that India is a land of marginal and small agricultural households.

Rising food wastage fueled by improper supply chain management and logistics: India ranks number 7 on the list of countries which contribute highly to the wastage of food. In recent studies, it was revealed that only 10 per cent of foods in India get access to appropriate cold storage facilities.

This factor, accompanied by inappropriate supply chain management, has resulted in India becoming a significant contributor towards food wastage both at pre and post-harvest of cereals, pulses, fruits and vegetables. India ranks 63 among 88 countries in Global Hunger Index with close to 200 million Indians sleeping hungry on any given night but, in spite of this, nearly 21 million tons of wheat are wasted in India each year.



## Market for imported foods

The business of importing food is relatively new in India and consumer awareness of imported foods is limited. In 2015, India's imports of consumer oriented food products were valued at over US\$ 3.8 billion, up from US\$ 1.7 billion in 2009. Nuts, dried fruit and fresh fruit account for more than half of consumer-ready imports, but imports of other products are growing at strong rates, albeit from a very small base.

The consumption of imported foods even amongst the high end consumers is a fairly new trend and experience. While many consumers may be familiar with the taste of imported foods in a high end restaurant set up, many of them would not be familiar with the preparation of these same imported foods at home.

Thus consumer education does become a vital part of the introduction of a new imported food or beverage in the Indian market. Imported foods in India are generally found in hotels, gourmet grocery stores, the imported foods section of large hypermarkets, and on the shelves of many of the neighborhood stores who carry a certain amount of imported foods. Recent times have seen growth of the middle class segment of consumers who are now moving into the higher middle class segment owing to higher incomes, greater number of earning members in a household and increased exposure to global brands and foods.



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# ICT & Advanced Manufacturing

## ICT & Advanced Manufacturing

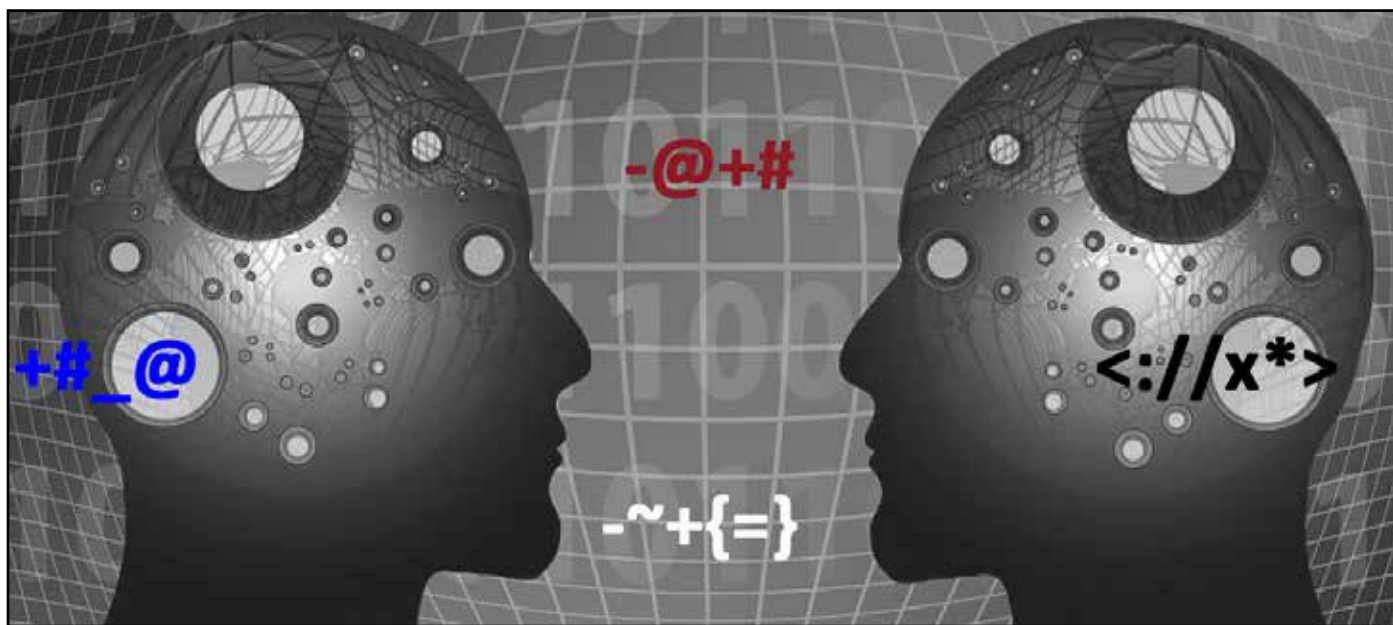
Information and Communication Technologies have emerged as the biggest drivers of transformation across the broad spectrum of all the modes of production, whether in agriculture, manufacturing and services. At present, the impact is felt in a major way in the services sector, but manufacturing is now readying itself to be transformed by the revolution in technology.

This section focuses primarily on Advanced Manufacturing and how the sector is shaping up in Canada and in India. It is based on information easily available in public domain. This report is based on secondary research and relies exclusively on Canadian and Indian information, and doesn't contain any primary research.

One of the most widely used definitions of advanced manufacturing involves the use of technology to improve products and/or processes, with the relevant technology being described as "advanced," "innovative," or "cutting edge."

For example, one organization defines advanced manufacturing as industries that "increasingly integrate new innovative technologies in both products and processes. The rate of technology adoption and the ability to use that technology to remain competitive and add value define the advanced manufacturing sector."

Another author defined World Class Foundry (read manufacturing) as: "A World Class Manufacturing (WCM) is one which integrates the latest-gen machinery with (process/ work) systems to facilitate 'manufacturing' - based business development governed around manufactured products only, duly based over a high accent on Product Substitution or New Product Development."



Finally, a recent survey of advanced manufacturing definitions by the White House and states: "A concise definition of advanced manufacturing offered by some is manufacturing that entails rapid transfer of science and technology (S&T) into manufacturing products and processes."

Both Canada and India have taken several measures to transition manufacturing sector to the next stage of the technological revolution and both have faced successes but also challenges. The one challenge often mentioned is the absence of innovation and investment in developing future technologies, and this is equally true for both the countries.

One of the major reasons for that is that big businesses can invest, but smaller ones lack the financial resources. Canadian and Indian businesses are not sufficiently harnessing innovation to enable competitive gains.

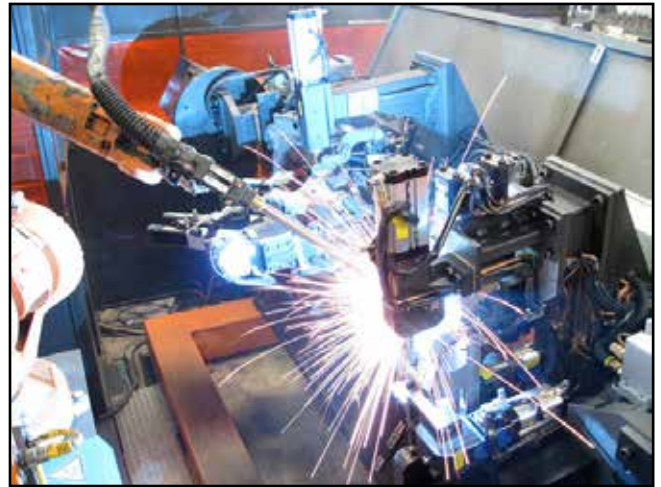
Both Canada's and India's relatively low business R&D intensity and limited availability of venture capital are areas of particular concern, as is the large gap with the U.S. in private sector investment in productivity-enhancing ICT. While there are comparisons possible for the challenges that both the countries face in this sphere, clearly, Canada is ahead of India by leaps and bounds and is in a position to offer valuable direction to the Indian initiative to transform its manufacturing.



## State of Advanced Manufacturing in Canada

In this context, a report jointly produced by Canadian Manufacturers and Exporters, Industry Canada and McMaster University titled *State of Advanced Manufacturing: A Canadian Perspective*, provides keen insights to the sector. Its key findings are:

- Manufacturing is a vibrant, highly innovative and technology-driven industry of the Canadian economy
- The majority of Canadian manufacturers, regardless of firm size, are competing against multinational enterprises
- More than twice as many manufacturers increased production (25%) and research and development (R&D) (7.9%) capabilities in Canada between 2007 and 2009 than reduced capabilities (11% and 2.1%, respectively)
- Among large manufacturers, firms with headquarters in Canada and firms with headquarters abroad opened a new production facility or expanded capacity in Canada between 2007 and 2009 at a comparable rate (34% and 28%, respectively)
- Of the large firms that closed an existing production facility or reduced capacity, 29% also opened a new production facility or expanded production capacity in Canada
- New investment in manufacturing facilities in Canada is driven by the need to increase agility, expand mass customization capabilities, capitalize on market niches and optimize prototyping and new product introductions (NPI)
- Many large manufacturers expand other strategic activities in Canada when increasing their production capabilities, including R&D (27%), logistics (32%) and provision of services (28%)
- Manufacturing is increasingly about delivering value to customers through tangible goods, with a growing share of this value coming from non-production activities in the value chain, such as financing, logistics management, product design and development, engineering, and customer relationship management
- The manufacturing sector outpaces all other industries in the introduction of process, organizational, product and marketing innovations in Canada
- Best-in-Class manufacturers distinguish themselves by their implementation of process innovations and advanced technologies



In the section, *Emerging Trends in Advanced Manufacturing*, the report states, “Canadian manufacturers are faced with the challenge of developing business strategies that enable them to compete in fundamentally different markets against competitors from both low-cost countries and develop economies. In general, Canadian manufacturers are responding to this challenge by designing their operations to deliver a suite of capabilities via increased agility, mass customization capacity, capitalizing on market niches and innovation.

Overall, companies that build flexibility into their manufacturing operations can respond more quickly and outperform their less agile competitors. Manufacturers have taken several approaches to increasing their agility, including adapting production volumes efficiently based on changes in customer demand and profitability, varying their production mixes, and even adjusting the location of certain production within their production footprints.

The ability to expand mass customization capabilities creates a competitive advantage by enabling firms to deliver unique products based on customer specifications or needs while maintaining the general cost efficiency of large-scale production. Also, manufacturers are motivated to capitalize on market niches through a range of offerings including specialized products, or through their ability to provide a customer solution that can focus on products and services.

These emerging drivers are among the key motivators for new investment in manufacturing facilities in Canada. Manufacturers are considering multiple locations for critical operations to avoid supply chain interruptions and raise their level of responsiveness and dependability. A developing trend among leading manufacturers is to structure their production footprints to balance the low cost of production in emerging economies with the lower logistical costs, greater industrial engineering capabilities and fewer risks that exist in the shorter supply chain of Canada or the United States.”

## Trends in Advanced Manufacturing in India

The Indian scenario is rapidly developing, although it will take a few more years before it reaches a level of maturity. According to a Tata Strategic Management report on the **Readiness of Indian Manufacturing to Adopt Advanced**

**Manufacturing Trends** done for Federation of Indian Chambers of Commerce and Industries (FICCI), the industry perceives productivity improvement and quality consistency as the most critical advantages of advanced manufacturing.

The report is based on a first of its kind survey conducted to gauge readiness of Indian manufacturing to adopt advanced manufacturing. It highlights the industry's perspective through a survey of business leaders (including board members, CXOs and other senior leadership) of more than 50 leading engineering companies in India.

Under 'National Manufacturing Policy' (NMP), the government envisages to increase the contribution of manufacturing from ~15% to 25% of GDP by 2022. 'Make in India' is positioning India as a global manufacturing hub. Advanced manufacturing will enable Indian manufacturers to not only be cost competitive but also enable access to developed markets through technologically advanced products.



Thus it is critical for Indian manufacturers to adopt advanced manufacturing to ensure success of the 'Make in India' initiative. The report identifies select focus areas for the manufacturing industry to compete at the global level through adoption of the advanced manufacturing trends.

The report identifies four key trends that encompass several of these technologies, namely – Additive Manufacturing, Advanced Robotics, Industrial Internet of Things (IIOT) and Augmented Reality.

It also adds that large and mid-sized companies (revenue more than INR 250Cr) consider advanced manufacturing more relevant to their businesses as compared to smaller companies.

As per the report, only 10% of companies have adopted advanced manufacturing, while 80% plan to adopt the same by 2020. The adoption is expected to be led by MNCs and large Indian companies and finds that the Indian family owned companies have lower willingness to adopt advanced manufacturing with more than half the companies planning to adopt only after more than 3 years.

It also highlights that remaining competitive vis-à-vis peers is a primary driver for adoption while quantifying return on investment (RoI) is cited as the most critical hindrance for adoption.

The report spells out imperatives for the stakeholders and recommends benchmarking with global companies and collaborative approach for the Industry to hasten adoption with optimal investments. It further highlights the need to drive awareness especially among SME sector to the industry bodies and recommends special focus through skilling initiatives and indigenous technology development to the government and expects technology providers to facilitate ecosystem for wide spread adoption.

## **Canada – India collaboration in advanced manufacturing**

Since 2016, Canada and India have been collaborating on transforming manufacturing through technological innovation. In March 2016, a Request for Proposals for Canadian small and medium-sized enterprises and Indian innovators seeking to accelerate solutions through market-driven collaborative research and development projects was launched by the National Research Council of Canada (NRC) and India's Global Innovation Technology Alliance—a first under the new Canadian International Innovation Program.

Priority areas for Canada and India include: clean and green technology, energy efficiency, affordable healthcare, information and communications technologies, electronic system design and manufacturing, advanced manufacturing, and water technology.

The Request for Proposals was a follow up to the signing of a Letter of Intent between Bogdan Ciobanu, Vice President of the NRC Industrial Research Assistance Program and Dr. Arabinda Mitra, Head of International Cooperation with the Government of India's Department of Science and Technology, to identify and fund joint business-led projects in areas of mutual interest.



# Financial Services



## India's Foreign Direct Investment in Canada



A key priority of the Government of Canada is to attract and expand FDI to enhance productivity, support long-term economic growth and increase prosperity for all Canadians. Canada also offers many advantages that make it conducive to attracting foreign investment including competitive tax rates, a sound regulatory framework and, as part of its objective to attract innovative and knowledge intensive investments, one of the most generous research and development (R&D) tax incentive programs among developed countries.

India is increasingly becoming an important source of global foreign direct investment (FDI). Key factors behind this rise include: the robust growth and dynamism of its economy; progressive liberalisation of outward investment policies; strong corporate profits; substantial increase in international reserves; rapid increase in the competitive capabilities of Indian multinational enterprises in manufacturing and services; and the need for market access for exports, for acquisition of international brand names and for access to technology and resources.

India's outward FDI has consistently grown. The high level of outbound FDI was an outcome of various liberalisation measures in line with progressive policies to support India's overseas investment over time. Indian companies are acquiring international firms in an effort to acquire new markets and maintain its growth momentum, buy cutting-edge technology, develop new product mixes, improve operating margins and efficiencies, and take worldwide competition head-on.

Recent outward FDI from India has targeted resource rich and extractive sectors (oil and gas, steel, aluminum) and strategic sectors (chemicals, pharmaceuticals, banking, automobile and components, information and communications technology/software).

As for Canada, it remains one of the world's most dynamic economies and a destination of choice for foreign investment. The Economist Intelligence Unit ranked Canada as the best place for doing business among G7 countries during 2010-2014, and the World Bank has ranked Canada as the G7 country with the most streamlined business set-up processes. Furthermore, Canada's stable and well-capitalised financial system, which was ranked by the World Economic Forum as the soundest in the world, is supported by one of the world's most effective national regulatory frameworks.

Although foreign investment is difficult to track due to the complex international networks through which these investments flow, the most recent figures clearly indicate that India's FDI in Canada is on a sharp upward trend. These trends have resulted in raising India's importance to being one of Canada's largest foreign investor from the Asia/Oceania region, as well as globally. Hence, there is considerable scope and opportunity to engage Indian businesses to invest in Canada in the years ahead, especially in priority sectors that have been identified by Canada for FDI promotion.

The official definition of FDI used by Statistics Canada captures only the country of first destination and this measure can suffer from the use of intermediaries. Alternative sources of information, such as public announcements and media reports, can complement FDI figures and give a broader picture of Indian interests and overall assets in Canada.

## Canada's Foreign Direct Investment (FDI) in India

The Government of India has put in place a liberal, transparent investment regime and an investor-friendly FDI policy wherein FDI up to 100% is allowed under automatic route for most of the sectors. Sectoral FDI restrictions have been eased and foreign ownership caps lifted. Foreign exchange restrictions relating to investment have been relaxed. Public ownership of industries was substantially reduced as many sectors which were previously reserved for the public sector have been opened to private enterprises, including foreign investment.



India has been increasingly opening its doors to foreign investment over the last two decades, notably by modifying its regulatory environment to allow the establishment of wholly-owned subsidiaries as well as participation of foreign investors in Indian-based companies. This trend has been accelerating in the last decade, with foreign companies enjoying the rights to set up branch offices, representative offices, repatriation of profits, and also carry out outsourcing activities in terms of software developmental programmes in India.

However, certain sectors such as the financial and insurance industries remain relatively closed to foreign investment. Simultaneously, the Indian government, as well as a number of Indian States, have been extremely active in trying to attract foreign investment by creating a number of incentive measures such as Special Economic Zones (duty-free zones), fast-track approval mechanisms and infrastructure development for industrial and technology parks, among other initiatives.

Foreign direct investment is considered to be the most attractive type of capital flow for emerging economies as it is expected to bring latest technology and enhance production capabilities of the economy. High inflows indicate India as an attractive investment destination as a consequence of its increasingly liberalised investment climate, stable and sound economic and political base, and opportunities for economic growth, while capital investment abroad reflects the growing global competitiveness of the Indian corporate sector.

The two-way flow of FDI, therefore, means that while the world is taking note of India's market potential, Indian companies are also constantly looking for synergistic acquisitions abroad. Foreign manufacturers benefit from incentives when establishing part of their operations in India to supply the market in segments such as consumer goods, automotive, heavy manufacturing, to name a few.

Furthermore, new opportunities for investment in the natural resources sector continue to grow, through effective de-regulation. The oil and gas sector has been very active in recent years in attracting foreign companies to develop onshore and offshore assets – a good number of Canadian companies are participating in this development. It is expected that the mines and mineral sector will present similar opportunities in the months to come.

Though Canadian companies are enjoying increasing success in the Indian market, Canada has a modest presence in India in terms of investment. So far, their major thrust has been in five areas: power & energy equipment & services; oil and gas; environment products & services; telecommunications & information technology; and the financial sector, including insurance.

Growth of service sectors sales reflect Canadian strength in traditional areas such as consulting and engineering, as well as a growing Canadian presence in fields such as education, software development, and financial services. India's rapidly expanding economy and the government's continued commitment to liberalising its investment regime will provide significant opportunities for Canadian investors in a variety of sectors including financial services, infrastructure, information technologies, life sciences and natural resources.

What emerges is that robust economic growth, an improved investment environment and opening up of critical sectors like telecommunications, civil aviation, refineries, construction, etc. facilitated FDI inflows into India.

Canada and India are engaged in a process of negotiating a bilateral investment agreement. Through the establishment of a framework of legally binding rights and obligations, this agreement will increase the comfort level and boost the confidence of investors by providing strong investment protection provisions including a minimum standard of treatment, free movement of funds in support of investment, non-discrimination in all matters and a neutral and efficient dispute settlement mechanism. It is anticipated that such an Agreement will serve as a major catalyst for investment flows from India to Canada and vice versa.



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# Business Immigration, Education, & Skill Development

## Business Immigration

The Canadian government selects business class immigrants based on their ability to become economically established and support the development of the Canadian economy.

Business immigrants are people who can invest in, or start businesses in Canada and are expected to support the development of a strong and prosperous Canadian economy.

There are two classes of business immigrants:

- Start-up visa
- Self-employed persons

### Start-up visa Program

To be eligible, you must have:

- A commitment of support from a designated Canadian venture capital fund, business incubator or angel investor group
- An ability to communicate in either French or English
- An adequate amount of money in order to settle and provide for the cost of living prior to earning an income

### Self-Employed Persons

- To be eligible, you must have one of these
- Experience that will make a significant contribution to cultural or athletic life in Canada
- Experience in farm management and you must intend to and be able to buy and manage a farm in Canada
- Invest or support a start-up (Designated organizations)
- Designated organizations are business groups that have been approved to invest in or support possible start-ups.

Organizations choose which business proposals to review. If one decides to review yours, it will assess the potential of your proposal and whether or not it will succeed. Each organization has its own intake process for proposals and criteria used to assess them. If an organization chooses to support your business idea, it will give you a Letter of Support. To apply for the Start-up Visa Program, your business idea or venture must get the support of one of the designated organizations listed below.

### Designated venture capital funds

You must get one or more of these groups to agree to invest a minimum of \$200,000:

- BDC Venture Capital
- Blackberry Partners Fund II LP (doing business as Relay Ventures Fund II)
- Celtic House Venture Partners
- Celtic House Venture Partners Fund III LP
- Celtic House Venture Partners Fund IV LP
- Extreme Venture Partners LLP
- Golden Opportunities Fund Inc.
- iNovia Capital Inc.
- Lumira Capital
- New Brunswick Innovation Foundation Inc.
- OMERS Ventures Management Inc.
- Pangaea Ventures Fund III, LP
- PRIVEQ Capital Funds
- PRIVEQ III Limited Partnership
- PRIVEQ IV Limited Partnership
- Real Ventures
- Rho Canada Ventures
- Top Renergy Inc.
- Vanedge Capital Limited Partnership
- Version One Ventures
- Wellington Financial LP
- Westcap Mgt. Ltd.
- Canadian Accelerator Fund Ltd.
- Yaletown Venture Partners Inc.





## Designated angel investor groups

You must get one or more investors connected to these groups to agree to invest a minimum of \$75,000:

- Angel One Network Inc.
- Canadian International Angel Investors
- First Angel Network Association
- Golden Triangle Angel Network
- Oak Mason Investments Inc.
- Southwestern Ontario Angel Group
- TenX Angel Investors Inc.
- VANTEC Angel Network Inc.

## Designated business incubators

You must be accepted into one of these programs:

- Alacrity Foundation
- Alberta Agriculture and Forestry
- Agrivalve Processing Business Incubator
- Food Processing Development Centre
- Communitech
- Creative Destruction Lab
- The DMZ at Ryerson University
- Empowered Startups Ltd.
- Extreme Innovations
- Genesis Centre
- Highline BETA Inc.
- INcubes Inc.
- Innovacorp
- Innovate Calgary
- Interactive Niagara Media Cluster o/a Innovate Niagara
- Invest Ottawa
- Istuary Idea Labs – suspended
- Knowledge Park o/a Planet Hatch
- Launch Academy
- LaunchPad PEI Inc.
- NEXT Canada
- Real Investment Fund III L.P. o/a FounderFuel
- Ryerson Futures Inc.
- Spark Centre
- Spring Activator
- TSRV Canada Inc. (operating as Techstars Canada)
- Waterloo Accelerator Centre
- Entrepreneurship Development Institute



Visit the Canadian Immigration website for more information.

<http://www.cic.gc.ca/english/helpcentre/answer.asp?qnum=653&top=6>

## Education

As India approaches its goal of becoming a global superpower, there is an increasing realization that education is critical for the prosperity of its growing middle class and for ensuring that the “demographic dividend” of large numbers of youth is an advantage. Given the size of its population, India possesses a relatively small number of excellent higher education institutes, and it lacks sufficient capacity to meet the growing demand for quality education.

It has been projected that India requires 800 new universities and 40,000 new colleges to achieve a gross enrolment ratio (GER) of 30% by 2020. Subsequently, an increasing number of Indian students choose foreign destinations for higher education. In 2014, international student numbers from India crossed the 300,000 mark. This number is projected to increase to 1 million students by 2020. Indian households spend on average 10% of disposable income on education, demonstrating the emphasis that Indian parents, family and culture place on education.

Canada continues to be one of the top four destinations for students going abroad for higher education, along with

the U.S., U.K. and Australia, and has managed to surge ahead of the U.K. in recent years because of more restrictive recent changes to immigration laws. Already the number two source country for students for Canada (38,877 students from India chose Canada as their study destination in 2014), India represents a major opportunity for institutions seeking international students. With India's increasing economic prosperity, there is a rising urban middle class, representing a large and potentially lucrative international education market.

Indians interested in a Canadian education are attracted by the safe environment, reputable institutions, availability of housing for students, and opportunities for post-study work and permanent residency. Permanent residency is acknowledged at present as the biggest draw for Indian students, as life in Canada is perceived to be of a much better quality and therefore has an aspirational value attached to it.

India is a highly price-sensitive market, so many Indian students opt for one- or two-year postgraduate diplomas and certificate courses at colleges, which are perceived as cheaper than four-year undergraduate university/college degrees. The rationale here is a more attractive return on investment (RoI) in terms of cost (less), duration of study (shorter), and employment and permanent residency opportunities (same or better).

More promotion is needed throughout India to affirm that a Canadian education offers quality at an affordable price, compared with studying in the U.S. or U.K. Our challenge is to continue to highlight Canada as a key destination for international students. Awareness is growing, with more Indian students including Canada in their consideration set; further marketing efforts using alumni and influencers are needed to educate potential students and their families about the benefits of studying in Canada.

Canadian institutions should accelerate building partnerships with Indian institutions to provide more visibility as a destination for international education. Increasing partnerships in areas of research, faculty exchange, twinning and joint degree programs will all lead to increased awareness and credibility. Those already familiar with Canadian education perceive it positively. This may include basic knowledge that Canada is close to the U.S., is English-speaking (and French-speaking), and has a stable and relatively strong economy. With a straightforward, non-interview-based visa process, good post-study work opportunities and post-study immigration options, Canada is an attractive option for Indian



students: the key is tapping into the right demographic to promote and recruit.

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

Institutions in India have 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 the 21% average of BRIC countries. By 2020, the Government of India wants to achieve a GER of 30%.

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

## Skill Development

Skills are the backbone of a successful economy and a measure of a nation's ability to survive in a global marketplace. Human capital represents an asset with the capacity to enhance productivity, innovation and employability. This paper focuses primarily on India's need for skills development and analyses the emerging scenario in India with regard to the development of skills and vocational training and entrepreneurialism.



In a major move, the incumbent BJP-led NDA government in India under the leadership of Narendra Modi created a separate ministry for skills development and entrepreneurship in 2014, months after winning the general election. Hon. Rajiv Pratap Rudy was appointed as the Minister of State with independent charge of the Ministry of Skills Development and Entrepreneurship. In 2017, Dr. Dharmendra Pradhan was entrusted with the responsibility.

The Ministry is responsible for co-ordination of all skill development efforts across the country, removal of disconnect between demand and supply of skilled manpower, building the vocational and technical training framework, skill up-gradation, building of new skills, and innovative thinking not only for existing jobs but also jobs that are to be created.

The Ministry aims to Skill on a large Scale with Speed and high Standards in order to achieve its vision of a 'Skilled India'. It is aided in these initiatives by its functional arms - National Skill Development Agency (NSDA), National Skill Development Corporation (NSDC), National Skill Development Fund (NSDF) and 33 Sector Skill Councils (SSCs) as well as 187 training partners registered with NSDC.

The Ministry also intends to work with the existing network of skill development centres, universities and other alliances in the field. Further, collaborations with relevant Central Ministries, State governments, international organizations, industry and NGOs have been initiated for multi-level engagement and more impactful implementation of skill development efforts. While industry has started defining their skills requirements, and training methodology, commitments in terms of increased remuneration to skilled workers also need to be made by them. This is necessary to create economic incentive for skilling, and for industry to realize the productivity gains linked with skilled manpower.

The growth and prosperity of all economies remains highly dependent on entrepreneurial activity. Entrepreneurs are the essence of economic growth they provide a source of income and employment for themselves, create employment for others, produce new and innovative products or services, and drive greater upstream and downstream value-chain activities. Supportive environments are increasingly essential to successful entrepreneurship and these are evolving across the world. The ideal entrepreneurial environment has five pillars: Access to funding, Entrepreneurial culture, Supportive regulatory and tax regimes, Educational systems that support entrepreneurial mindsets; and a coordinated approach that links the public, private and voluntary sectors.

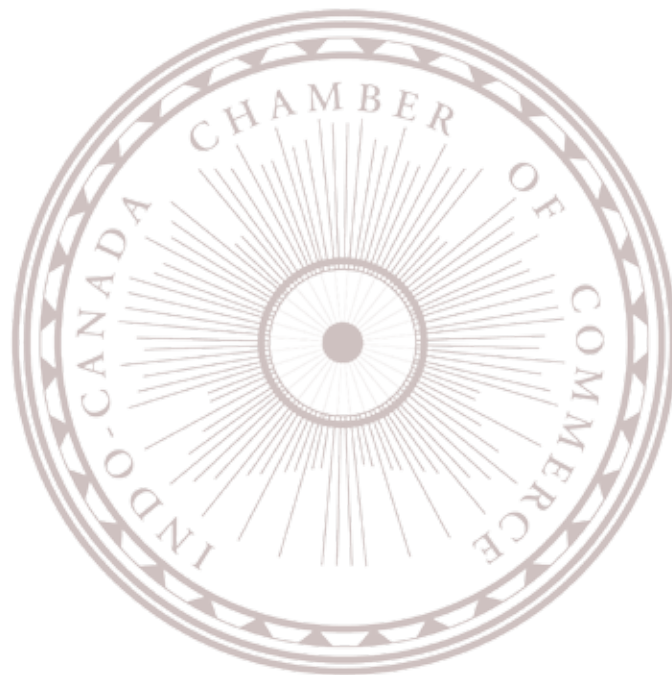
Make in India and Skill India are complementary to each other. The key objective of Make in India is to promote manufacturing in 25 sectors of the economy, which will lead to job creation and consequently need for skilled manpower.

Some of these sectors include automobiles, chemicals, IT, pharmaceuticals, textiles, ports, aviation, leather, tourism and hospitality, wellness, railways, auto components, design manufacturing, renewable energy, mining, bio-technology, and electronics. Correspondingly, Skill India aims at preparing a highly skilled workforce which is completely aligned to the requirements of industry so as to promote growth through improved productivity.

Skilling efforts will be completely aligned with the requirements of 25 key identified sectors of Make in India. A joint committee of stakeholders under both initiatives will be constituted to closely monitor growth of manufacturing activity under Make in India programme and anticipate skill requirements for such initiatives so that the same can be developed in coordination with various SSCs and training institutions.

### Recent achievements in skills development

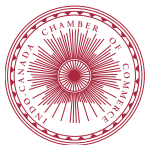
- More than 4.82 lakh people were brought into the organised sector through the recognition of prior learning program under PMKVY Rubber Tappers, More than 250 Railway Porters and 1500 Employees of Rashtrapati Bhawan)
- More than 480 Pradhan Mantri centres for skilling and would be in each district of the country already been established
- More than 1381 new ITIs have been opened with more than 5 lakh seats and the entire ecosystem of ITIs have been reinvigorated and reenergised
- More than 1 crore people have been trained under NSDC's inception
- Pradhan Mantri Yuva Yojana was also launched to promote young entrepreneurs and self-sustainability. Target to cover 14.5 lakhs over the next 5 years
- To cater to the increasing demand for drivers, MSDE also across the nation; there is a target to open 50 of them by end of 201
- Special schemes like Udaan in J&K and others in North East have brought avenues of growth and opportunities to youth in these focused regions
- 4 new ATIs have been upgraded into India institute of skills modelled after ITE Singapore
- MSDE focuses on bringing heavy quality focus in skills through adhaar alignment, strengthened monitoring and better curriculum. It is also supported by world bank schemes SANKALP
- MSDE has established convergence through common norms, National skills qualification framework and ISO certification of ITIs
- Skill India also promotes Inclusion and diversity across all programs specially for disability
- India has partnered with 11 countries in the skills agenda promoting global mobility
- Skill support all national missions and partners with 18 out of
- MSDE also has support from states on infrastructure and skill education in schools/universities
- MSDE has successfully created Industry linkages through apprenticeship, CSR, partnerships in infrastructure and hiring. More than 6 lakh apprentices have been engaged under NAPS
- MSDE with MHRD has partnered to create bridge courses For academic equivalence students
- Skill India through its technology applications brings in ease of managing systems in process in India
- MSDE has conducted special skill development projects with Armed Forces (Navy, A Force), CRPF jawans etc.





# Hosting and Participating Organizations

## Indo-Canada Chamber of Commerce (ICCC)



The Indo-Canada Chamber of Commerce (ICCC) was founded in 1977 as a representative organization for the Indo-Canadian community. Since its foundations, the ICCC has adopted a mandate to promote and facilitate economic relations between Canada, India and other countries with a focus on areas of business, trade and investment. The ICCC was partner organization for the Ministry of Overseas Indian Affairs for Regional PBD Canada 2011 held in Toronto, June 9-10, 2011. The regional PBD Canada 2011 has its theme, "Building Bridges: Positioning Strategies for the Indian Diaspora". The regional PBD convention resulted in several useful recommendations for promotion of trade and economic cooperation between Canada and India and about the role of Indian Diaspora for building economic bridges.

## Indo-Canadian Business Chamber (ICBC)



Established in 1994, the Indo-Canadian Business Chamber is an India-based business organization with a mandate to improve trade and bilateral relations between India and Canada. It has chapters in major business cities in India, including Delhi, Ahmadabad, and Mumbai. As an ICCC partner in India, the ICBC has been working tirelessly towards creating an itinerary for this business mission with both logistical and substantive support. President Rakesh Nangia and ICBC COO Nadira Hamid will be hosting this business delegation on behalf of the Chamber.

## Confederation of Indian Industry (CII)



The Confederation of Indian Industry is one of India's most influential and representative business organizations. Its membership represents a large-span of the Indian economic sector, including large multinational corporations, national industry and SMEs and it has a close relationship with key government Ministries in an advocacy, policy-development and advisory capacity. Its current mandate focuses on "Business for Livelihood," which looks to marry business ventures with grassroots development and growth. Its involvement with this business mission is in two important areas. First, the CII will be co-hosting a business luncheon with participants for networking and discuss issues of bilateral investment and trade. Second, the CII will place special importance on the challenges and interests specific to the SME sector.

## World Trade Centre, Mumbai



More than a building or an organization, the World Trade Centre (WTC) brings together business and government agencies involved in international trade, provides essential trade services and stimulates the economy of the region it serves. WTC puts all the services associated with global commerce under one roof and its address gives a business prime and continuous access to resources essential for success in world trade. A World Trade Center in any city is a business shopping center, complementing and supporting the existing services of private and government agencies. A WTC offers its members and tenants a wide range of facilities and services. Since WTC services are reciprocal, members can access them at all operating WTCs around the world.

## All India Association of Industries (AIAI)



All India Association of Industries (AIAI) was established in 1956, to serve as an organization to represent India's commercial capital in its liaison with government, other businesses and in international trade. Since then, the AIAI has a direct membership of 1400 companies and indirect membership of 30,000 companies through its affiliations with various global trade bodies. In particular, 70 per cent of this membership is in the SME sector. The AIAI's mandate offers three major services to its members: networking, advocacy and representation in international delegations. Examples of these activities are represented in the AIAI vast offerings of trade fairs, seminars, trade delegations and business meetings. The Indo-Canada Chamber of Commerce is anticipating a fruitful relationship and a successful networking event with the AIAI as a representative body for business in India's financial capital, Mumbai.

## **Federation of Indian Chamber of Commerce & Industry (FICCI)**



Established in 1927, FICCI is the largest and oldest apex business organization in India. Its history is closely interwoven with India's struggle for independence, its industrialization, and its emergence as one of the most rapidly growing global economies. FICCI has contributed to this historical process by encouraging debate, articulating the private sector's views and influencing policy. A non-government, not-for-profit organization, FICCI is the voice of India's business and industry.



## **Gujarat Chamber of Commerce & Industry (GCCCI)**

Founded in 1949, the Gujarat Chamber of Commerce & Industry (GCCCI) works to create and sustain an environment conducive to the growth of industry and trade in Gujarat. With 2800 direct members, which include over 160 Trade and Industry associations and leading Chambers of Commerce of the State. In its efforts to promote economic growth of the country and the state, Gujarat Chamber of Commerce and Industry has, over the years, initiated several focused and meaningful dialogues covering various micro and macroeconomic aspects of development.

## **Bengal Chamber of Commerce and Industry (BCC&I)**

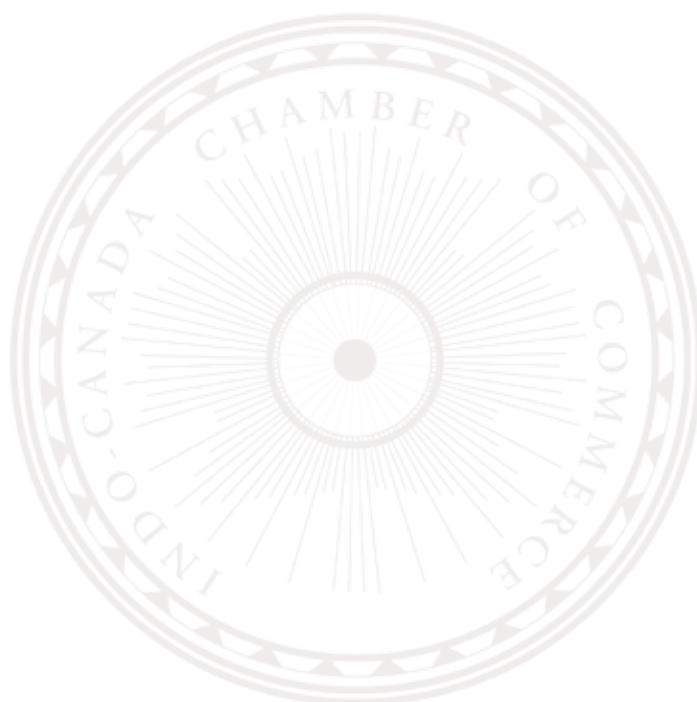


The Bengal Chamber of Commerce and Industry was set up in 1853. However, the Chamber's origins date back to 1833 when its founding forefathers came together to form the first association of its kind in the country, which was later formalized as the Bengal Chamber. For the last one and a half centuries, the Chamber has played a pioneering role as a helmsman, steering the evolution of Commerce and Industry in India. The Chamber is deeply involved in areas like Healthcare, Education, Energy and Environment, Information Technology, Finance and Banking, Corporate Governance, MSME Development, Manufacturing, Infrastructure, Tourism - to name a few and has now assumed a multi-faceted role.

## **Indian Chamber of Commerce (ICC)**



The Indian Chamber of Commerce, or ICC as it is popularly known, is the premier body of business and industry in Eastern and North-Eastern India. The membership of the Chamber comprises several of the largest corporate groups in the country, with business operations all over the country and abroad. Set up by a group of pioneering industrialists led by Mr G D Birla, with over eighty years of service to the nation, the ICC retains the character of being the premier Chamber with senior Indian industry leaders forming the core of its Executive Committee or the Governing Board of the Chamber. Its enlightened leadership and membership has enabled the ICC to move ahead and respond pro-actively to the dynamic changes that have taken place in the world order and with a vision for the future.



# Brief Information on Indian Cities to be visited by ICCC led India Mission 2018

## Mumbai

Mumbai is India's largest city (by population) and is the financial and commercial capital of the country as it generates 6.16% of the total GDP. It serves as an economic hub of India, contributing 10% of factory employment, 25% of industrial output, 33% of income tax collections, 60% of customs duty collections, 20% of central excise tax collections, 40% of India's foreign trade and 4,000 crore (US\$728 million) in corporate taxes. Mumbai was ranked seventh in the list of "Top Ten Cities for Billionaires" by Forbes magazine, and first in terms of those billionaires' average wealth.

## Ahmedabad

The gross domestic product of Ahmedabad was estimated at \$59 billion in 2010. The city is the largest supplier of denim, gemstones and jewellery in India. The automobile industry is also important to the city; after Tata's Nano project, Ford and Suzuki are planning to establish plants near Ahmedabad while the ground breaking ceremony for Peugeot has already been performed. A NASSCOM survey in 2002 on the "Super Nine Indian Destinations" for IT-enabled services ranked Ahmedabad fifth among the top nine most competitive cities in the country. The city's educational and industrial institutions have attracted students and young skilled workers from the rest of India.

## Chandigarh

The city of Chandigarh was the first planned city in India post-independence in 1947. The important industries are paper manufacturing, basic metals and alloys, machinery, food products, sanitary ware, auto parts, machine tools, pharmaceuticals and electrical appliances. Chandigarh's gross state domestic product for 2010 is estimated at \$15.22 billion in current prices. Chandigarh IT Park is the city's attempt to break into the information technology world. Major Indian firms and multinational corporations to the like of Quark, Infosys, Dell, IBM, Tech Mahindra have set up base in the city and its suburbs. Chandigarh is ranked ninth in the top 50 cities identified globally as "emerging outsourcing and IT services destinations".

## New Delhi

New Delhi is the national capital and second most populous city in India with a population of 16.3 million in 2011. The greater NCR urban, which includes the neighbouring cities of Baghpat, Gurgaon, Sonapat, Faridabad, Ghaziabad, Noida, Greater Noida and other nearby towns, has nearly 22.2 million residents. Delhi's Gross domestic product GDP (at 2004-05 prices), on average, grew by 10.7% between 2007 and 2012, making it one of the fastest growing cities in the region. Key service industries in Delhi are information technology, telecommunications, hotels, banking, media and tourism. Construction, power, health and community services, and real estate are also important to the city's economy.

## Kolkata

Kolkata (also known by its former official name of Calcutta) is the capital of the Indian state of West Bengal. Located on the east bank of the Hooghly River, it is the principal commercial, cultural, and educational centre of East India, while the Port of Kolkata is India's oldest operating port and its sole major riverine port. In 2011, the city had population of 4.5 million, while the population of the city and its suburbs was 14.1 million, making it the third-most populous metropolitan area in India. In 2008 its gross domestic product (adjusted for purchasing power parity) was estimated to be US\$104 billion, which was the third highest among Indian cities, behind Mumbai and Delhi.



# INDIA MISSION 2018 PROGRAM

January 06-18, 2018

Departure Toronto 6 January 2018 - 9:30 pm

Arrival Mumbai - 11:00 pm

## MUMBAI - JANUARY 07-08

### Sunday, January 7, 2018

Arrival at Mumbai                      Depart for Hotel Taj Mahal Palace from Airport, Check into Hotel Taj

### Monday, January 8, 2018

09:00 am                                      Breakfast at the Hotel

11:00 am - 2:00 pm                      Meeting with SME Chamber

2:00 pm- 3:00 pm                      Lunch

06:00 pm - 09:00 pm                      Business reception with All India Association of Industries  
and World Trade Centre, Mumbai

### Tuesday, January 9, 2018

06:00 am                                      Depart for Ahmedabad

## AHMEDABAD - JANUARY 09-10

### Tuesday, January 9, 2018

09:35 am                                      Arrive Ahmedabad, Check into Hotel

11:00 am- 12:00 pm                      Meeting with Mr. Vijay Rupani, Chief Minister of Gujarat (TBC)

12:30 pm - 02:00 pm                      Visit to Gandhi memorial and Lunch

02:00 pm - 4:00 pm                      B2B with Gujarat Chamber of Commerce & Industry

06:00 pm - 8:00 pm                      Business Networking with Gujarat Laghu Udyog

### Wednesday, January 10, 2018

9:00 am                                      Breakfast at Hotel

10:00 am - 11:00 am                      Meeting with Mayor of Ahmedabad

11:00 am - 02:00 pm                      Visit to Nirma University and Lunch

02:00 pm                                      Departure for Delhi





## NEW DELHI - JANUARY 10-11

### Wednesday, January 10, 2018

4:00 pm	Arrival at Delhi and check in Hotel
6:00 pm – 9:00 pm	Business Reception with Canadian High Commissioner at Canada Club

### Thursday, January 11, 2018

11:30 am – 12:00 noon	Meeting with Gen (Rtd). V. K. Singh, Minister of State for Foreign Affairs (TBC)
01:00 pm	Luncheon reception with FICCI/CII/PHDCCI
03:00 pm – 04:00 pm	Meeting with Trade Promotion Council of India (TPCI)
06:30 pm – 08:30 pm	Dinner reception with Indo Canadian Business Chamber (ICBC)

Friday, January 12, 2018

5:00 am	Checkout from hotel and Depart for Chandigarh
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## CHANDIGARH - JANUARY 12-15

### Friday, January 12, 2018

09:40 am	Arrive Chandigarh and check into Hotel Taj
11:30 am – 1:00 pm	Meeting with Capt. Amarinder Singh, Chief Minister of Punjab
1:30 pm – 2:30 pm	Lunch
2:30 pm – 4:30 pm	Meeting with CII, Chandigarh
6:00 pm – 9:00 pm	Chandigarh Sight seeing

### Saturday, January 13, 2018

09:00 am – 11:00 am	Breakfast Meeting with Mr. Manohar Lal, Chief Minister of Haryana
11:30 am – 01:30 pm	Meeting with ASSOCHAM followed by Lunch
06:00 pm – 9:00 pm	Dinner & Lohri celebration at Golf Club Chandigarh, Hosted by Grand Travel Planners Ltd. (TBC)

### Sunday, January 14, 2018

9:00 am	Free time for sightseeing Chandigarh/Kasauli
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### Monday, January 15, 2018

10:00 am – 12:00 noon	Visit to Factory, Mohali followed with lunch
12:30 pm	Check out hotel and depart for Kolkata

## KOLKATA - JANUARY 15-17

Monday 15 January 2018

7:35 pm Arrive Kolkata and Check in hotel

### Tuesday, January 16, 2018

8:00 am Breakfast at Hotel

10:00 am – 1:00 pm Bengal Global Summit 2018

6:00 pm – 9:00 pm Business reception

### Wednesday, January 17, 2018

09:00 am – 10:00 am Meeting with Ms. Mamata Banerjee, Chief Minister of West Bengal (TBC)

11:00 am Meeting with Bengal Chamber of Commerce

2:00 pm Checkout from Hotel and Depart for Delhi

Thursday, January 18, 2018

03:00 am Depart for Toronto

## List of Hotels

City	Hotel	Address	Phone
<b>Mumbai</b>	The Taj Mahal Palace	Apollo Bandar Colaba Mumbai Maharashtra - 400001	022 - 6665 3366
<b>Ahmedabad</b>	Hotel Hyatt Regency	17 Ashram Road Usmanpura Ahmedabad Gujarat - 380014	079 - 4017 1234
<b>Delhi</b>	Hotel Taj	Diplomatic Enclave Sardar Patel Marg New Delhi Delhi - 110021	011- 2611 2233
<b>Chandigarh</b>	Hotel Taj	Block no 9, Sector 17A Chandigarh - 160017	0172 - 661 3000
<b>Kolkata</b>	Hotel Taj Bengal	34 B, Belvedera Road Alipora Kolkata West Bengal - 700027	033 - 2223 3939



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