



Chambre de Commerce  
**Indo-Canada**  
Chamber of Commerce



**MISSION 2019**

**Chandigarh, New Delhi  
Chennai, Panaji, Hyderabad**

**February 17 - 24**



*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, with an emphasis on multinational corporations in the IT, telecom, manufacturing, financial, and mining industries. Borders Law Firm works closely with senior management, providing strategic advice to facilitate the global mobility of executives, managers, and specialized knowledge workers who are coming to Canada on a temporary or permanent basis. The law firm has relationships with leading corporate and cross-border tax law advisors to provide a one-stop solution to corporations who seek to establish offices in Canada. Borders Law Firm also 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's founding partner, Ms. Devika Penekelapati, is certified by the Law Society of Ontario as a Specialist in Citizenship and Immigration law. The firm's team of 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, and Portuguese.

To consult with one of our lawyers, please visit  
[www.borderslawfirm.com](http://www.borderslawfirm.com) or call 416.481.5689



**Devika Penekelapati** LL.B., LL.M., C.S.  
Barrister & Solicitor  
Borders Law Firm  
[devika@borderslawfirm.com](mailto:devika@borderslawfirm.com)





Chambre de Commerce  
**Indo-Canada**  
Chamber of Commerce

# **INDIA MISSION 2019**

**CHANDIGARH, NEW DELHI  
CHENNAI, PANAJI, HYDERABAD**

**FEB 17-24, 2019**

**924 The East Mall, Toronto, ON M9B 6K1  
Telephone: 416-224-0090 / 416-224-0482  
Fax: 416-916-0086**

<http://www.iccconline.org>

email: [iccc@iccconline.org](mailto:iccc@iccconline.org)

## SECTION I

Acronyms	2
President's Message	3
ICCC- Trade Delegation to India	4
Messages	6
India Mission 2019 - Delegates	12

## SECTION II

Infrastructure Development	27
ICT & Advanced Manufacturing	31
Financial Services	37
Business Immigration, Education, Skill Development	41
India Mission 2019 - Partners in Success	47
India Mission 2019 - Information about the cities on itinerary	49
India Mission 2019 - Program itinerary	50

### ACRONYMS

<b>BMO</b>	Bank of Montreal	<b>NASSCOM</b>	National Association of Software and Services Companies
<b>CEO</b>	Chief Executive Officer	<b>NCR</b>	National Capital Region
<b>CFO</b>	Chief Financial Officer	<b>NDA</b>	National Democratic Alliance
<b>CII</b>	Confederation of Indian Industries	<b>NMP</b>	National Manufacturing Policy
<b>CPG</b>	Consumer Packaged Goods	<b>NPI</b>	New Product Introductions
<b>CSL</b>	Centre for Strategy and Leadership	<b>NRC</b>	National Research Council of Canada
<b>FDI</b>	Foreign Direct Investment	<b>NRI</b>	Non-Resident Indians
<b>FICCI</b>	Federation of Indian Chamber of Commerce & Industry	<b>NSDA</b>	National Skill Development Agency
<b>GDP</b>	Gross Domestic Product	<b>ON</b>	Ontario
<b>GER</b>	Gross Enrollment Ratio	<b>PHDCCI</b>	PHD Chamber of Commerce & Industry
<b>GTA</b>	Greater Toronto Area	<b>PIO</b>	Persons of Indian Origin
<b>ICAI</b>	Institute of Chartered Accountants of India	<b>R &amp; D</b>	Research and Development
<b>ICCC</b>	Indo Canada Chamber of Commerce	<b>ROI</b>	Return of Investment
<b>ICSS</b>	Indo Canada Student Services	<b>S &amp; T</b>	Science and Technology
<b>ICT</b>	Information & Communication Technologies	<b>SACHSS</b>	South Asian Canadian Health & Social Services
<b>IICA</b>	Indian Institute of Corporate Affairs	<b>SME</b>	Small and Medium Entrepreneurs
<b>IIOT</b>	Industrial Internet of Things	<b>SOA</b>	Service Oriented Architecture
<b>INR</b>	Indian National Rupee	<b>SVP</b>	Senior Vice President
<b>IT</b>	Information Technology	<b>TD</b>	Toronto Dominion
<b>ITI</b>	Industrial Training Institute	<b>TECCI</b>	Telangana Chamber of Commerce & Industry
<b>LPI</b>	Logistics Performance Index	<b>UK</b>	United Kingdom
<b>MBA</b>	Master in Business Administration	<b>USA</b>	United States of America
<b>MCCI</b>	Madras Chamber of Commerce & Industry	<b>USMCA</b>	United States
<b>MHRD</b>	Ministry of Human Resource Development	<b>WCM</b>	World Class Manufacturing
<b>MNC</b>	Multi National Company		



## PRESIDENT'S MESSAGE

Indo-Canada Chamber of Commerce's annual business mission to India is a significant annual event. Business mission to India reflects Chamber's commitment to its members for developing bilateral trade relations between Canada & India and simultaneously also creating business and professional opportunities for the Canadian small and medium businesses. The ten-day business engagements in India focuses on multiple sectors that are imperative to the bilateral trade between the two countries.

Business mission will visit Chandigarh, New Delhi, Chennai, Panaji and Hyderabad with a focus on sectors including Infrastructure Development, Information and Communication Technology, Advanced Manufacturing, Financial Services, Tourism, 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.



As we know that the Indian economy continues to grow at a stupendous rate. According to World Bank report, India remains the fastest growing economy in the world in the next couple of years. The report says the fundamentals of the Indian economy remain strong, with robust economic growth, strong fiscal consolidation, and low current account deficit. India's economy grew at a faster pace than most major nations in 2018, and in 2019, it's poised to overtake the U.K. to become the world's fifth-biggest.

On the other hand, the ongoing developments in North America, especially the recently concluded negotiations on United States-Mexico-Canada Agreement (USMCA), which once ratified by the US Congress, will be effective from 2020. More importantly it will potentially alter the global trade order. Growing trade tensions between USA and China and its emphasis on adding dollar value in US economy through manufacturing will also compel Canada to look east and specially to a growing market like India to promote trade to ensure growth and employment opportunities for its small entrepreneurs.

Moving forward, ICCC is launching its India Chapter in New Delhi to keep chamber's footprint on ground with the Indian business leaders to better understand the developments and act proactively to accelerate the trade relations in the coming years. The ICCC has, during its over four-decade existence, promoted the idea of Canada casting trade net wider than just focusing to the south, where undoubtedly the market size 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 achieve a target of bilateral trade worth \$25 billion over the next decade. 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 ICCC 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. This year as well, His Worship Patrick Brown, Mayor City of Brampton is participating in the business mission to India. During the last eight 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 cooperation, coordination and collaborations.

A stylized, handwritten signature in black ink, likely belonging to Pramod Goyal.

**Pramod Goyal**  
President



# ICCC – TRADE DELEGATION TO INDIA

**FEBRUARY 17- 24, 2019**

**CHANDIGARH, NEW DELHI, CHENNAI, PANAJI, HYDERABAD**

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 2019, 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.

**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 favorable population composition and increasing disposable incomes.

## INDIA MISSION 2019

The Indo-Canada Chamber of Commerce's (ICCC) 2019 India Mission will focus on both the traditional as well as the sunrise sectors. ICCC's President, Mr. Pramod Goyal, will be leading the mission from February 17 to February 24, 2019 to a whistle-stop tour of five Indian cities starting from Chandigarh and ending in Hyderabad. In between, it will touch New Delhi, Chennai and Panaji. The focused sectors are ICT & Advance Manufacturing, Infrastructure Development, Financial Services, Infrastructure Development, Business Immigration, Education and Skill Development. ICCC's India Mission 2019 will also have important decision-makers from Canada as delegates.

## HIGHLIGHTS OF THE PROGRAM

The India Mission 2019 program includes meetings with India's largest and most influential trade bodies, including the Confederation of Indian Industry (CII), PHD Chamber of Commerce & Industry (PHDCCI), Federation of Indian Chamber of Commerce & Industry (FICCI), Telangana Chamber of Commerce & Industry (TECCI) 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.

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 [iccc@iccconline.org](mailto:iccc@iccconline.org)



विकास स्वरूप  
*Vikas Swarup*



भारत का उच्चायुक्त, ओटवा  
High Commissioner of India  
Ottawa

### Message


I am glad to learn that the India Canada Chamber of Commerce (ICCC) is leading its 8<sup>th</sup> Business Mission to India from February 15-24, 2019.

Over the last 41 years, the ICCC has played a valuable role in fostering trade and commercial interaction between India and Canada.

The Canadian and Indian economies are complementary and there are many synergies to be exploited. Canada has all the technological, financial and natural resources needed for India's growth, and India provides Canada with a market of 1.3 billion people and a trained, English-speaking workforce. More and more Canadian companies are recognising the importance of India, both as a market as well as an R&D hub.

I am confident that the ICCC Business Mission will help create win-win partnerships in a whole host of sectors and would, in particular, benefit the small and medium enterprises in both countries.

I wish the Business Mission all success.

  
(Vikas Swarup)

---

10 Springfield Road, Ottawa, Ontario, K1M 1C9 Tel.: +1-613-7442406/7440909 Fax: +1-613-7443033  
E-mail: [hc.ottawa@mea.gov.in](mailto:hc.ottawa@mea.gov.in) Website: [www.hciottawa.ca](http://www.hciottawa.ca)



Minister  
of Small Business  
and Export Promotion



Ministre  
de la Petite Entreprise et de  
la Promotion des exportations



Pramod Goyal  
President  
The Indo-Canada Chamber of Commerce  
924 The East Mall  
Etobicoke, Ontario M9B 6K1

Dear Mr. Goyal:

With more than 1.3 million Indo-Canadians making significant contributions in communities across the country, including my friends and colleagues serving as Members of Parliament in our government, India and Indian culture has shaped and strengthened the Canada we know today.

As Canada's Minister of Small Business and Export Promotion, it is my job to help Canadian businesses start up, scale up, and access new markets. With over 1,000 Canadian firms conducting business with India, it is clear there is potential to further deepen our economic relationship.

In an effort to diversify trade and grow our economy, our government has concluded trade agreements with the European Union through the Comprehensive Economic and Trade Agreement, CETA, and with the Pacific Rim Nations through the Comprehensive and Progressive Agreement for Trans-Pacific Partnership, CPTPP, and we're continuing discussions with the Association of Southeast Asian Nations and South American countries.

Prime Minister Justin Trudeau has set a goal of growing Canadian overseas exports by 50 per cent by 2025. To do this, our government is investing 1.1 billion to help Canadian SMEs become export-ready and existing exporters reach new markets.

To the organizers and delegates who are a part of this year's trade delegation, our global brand is strong once again and the world wants – and needs – more Canada. Good luck and I look forward to hearing about your successes.

Please accept my best wishes.

Sincerely,

A handwritten signature in black ink that reads "Mary Ng".

The Honourable Mary Ng, P.C., M.P.

Canada



**HON. ANDREW SCHEER, P.C., M.P.**  
**L'HON. ANDREW SCHEER, C.P., DÉPUTÉ**  
**LEADER OF THE OFFICIAL OPPOSITION / CHEF DE L'OPPOSITION OFFICIELLE**

*February 15-24, 2019*

*Message from the Leader of the Official Opposition*

*I am pleased to extend my warmest personal greetings to all those participating in the Indo-Canada Chamber of Commerce (ICCC) 8th Trade Mission to India.*

*I was delighted to learn of this expansive mission covering six key cities in India. Canada and India enjoy a special friendship built upon a shared commitment to democracy and pluralism and informed by a dynamic and entrepreneurial Indo-Canadian community of 1.2 million strong.*

*Canada's Conservatives are committed to expanding trade and commercial ties with India. India is a rising power in the vast Indo-Pacific region and beyond. Last year, I undertook a very productive visit to India to strengthen relations with the world's largest democracy and fastest growing economy.*

*I am convinced that standing with a united India is Canada's gateway to unprecedented human and economic development. Canada, in turn, has much to offer India, including abundant natural resources, financial strength, world-class academic institutions and a robust agricultural sector.*

*I commend the ICCC and all those involved in this important mission for your contributions to this partnership. On behalf of Canada's Official Opposition, please accept my warmest wishes for a productive and successful mission.*

*Sincerely,*

*The Hon. Andrew Scheer, P.C., M.P.*  
*Leader of the Official Opposition*



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



Consulate General of India  
365 Bloor Street East, 7th Floor  
Toronto, Ontario M4W 3L4  
Tel: +1 (416) 960-0760  
Fax: +1 (416) 960-9812  
Email: cg.toronto@mea.gov.in

### MESSAGE

I am glad to learn that the Indo-Canada Chamber of Commerce (ICCC) is leading its Eighth Business Mission to India for promoting the India-Canada business relations, from 15-24 February 2019.

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, particularly the business and economic relations.

I hope that ICCC will be able to explore all possible opportunities through networking events, B2B meetings, policy discussions and meetings with political & business leaders during their Mission visiting different cities in India including New Delhi, Chandigarh, Ahmadabad, Chennai/Hyderabad and Goa.

I take this opportunity to convey my greetings and best wishes to all the members of ICCC participating in the Trade Mission to India in 2019 for a successful visit.

(Dinesh Bhatia)



# RUBY SAHOTA

Member of Parliament – Brampton North  
Députée - Brampton Nord

Greetings,

As the Member of Parliament for Brampton North, I would like to extend my warmest wishes and congratulations to the Indo-Canada Chamber of Commerce as they lead what is sure to be another successful trade delegation to India to promote Canada India business relations.

Founded on shared traditions of democracy, pluralism, and strong interpersonal connections, Canada and India have long enjoyed lasting bilateral trade relations. With one of the largest South Asian communities abroad, Canada is proudly home to nearly 1.2 million Canadians of Indian heritage who make significant contributions to the social, cultural and economic prosperity of Canada.

On behalf of the Government of Canada, it is my great pleasure to wish you safe travels and business success on the 8<sup>th</sup> ICCC business mission to India.

Yours Truly,

Ruby Sahota  
Member of Parliament for Brampton North

OTTAWA  
Room 513  
Justice Building  
Ottawa, Ontario K1A 0A6  
Tel: (613) 995-4843  
Fax: (613) 995-7003

Ruby.Sahota@parl.gc.ca  
www.rubysahotamp.ca

BRAMPTON  
Suite 306-307  
50 Sunny Meadow Blvd.  
Brampton, Ontario L6R 0Y7  
Tel: (905) 840-0505  
Fax: (905) 840-1778





*Sonia Sidhu*  
Member of Parliament  
Brampton South



February 6, 2019

Dear Friends,

As the Federal Member of Parliament for Brampton South, I would like to extend my heartfelt greetings to the organizers and members of the delegation of the Indo-Canada Chamber of Commerce's eighth business mission to India.

Thank you for promoting Canada-India business. I understand your delegation will be visiting key cities in India: New Delhi, Chandigarh, Ahmadabad, Chennai/Hyderabad and Goa.

I know that your delegation will represent Canada well as you attend networking events, B2B meetings, policy discussions and meetings with political and business leaders of different states in India.

On behalf of the Government of Canada, I commend the organizers for putting together this mission. I wish you all the best and much success during your time to India.

Respectfully,

A handwritten signature in black ink, appearing to read "Sonia Sidhu".

Sonia Sidhu, M.P.  
Member of Parliament  
for Brampton South

*Ottawa*  
Room 163, Confederation Building, Ottawa, Ontario K1A 0A6  
Tel.: 613-995-5381 Fax.: 613-995-6796

*Constituency Office*  
24 Queen Street East Suite 600, Brampton, Ontario, L6V 1A3  
Tel.: 905-846-0076 Fax: 905-846-3901

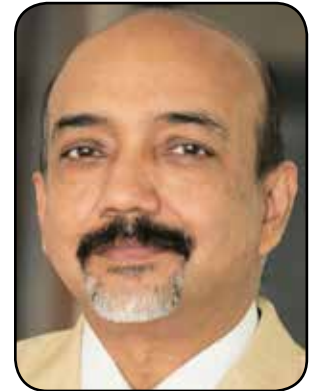
Sonia.Sidhu@parl.gc.ca



## ICCC BUSINESS MISSION TO INDIA 2019

### **Goyal, Pramod** **Leader of the Delegation**

President & Board Chair  
Indo-Canada Chamber of Commerce  
924 The East Mall,  
Toronto, M9B 6K1  
Tel: 416-224-0482  
Cell: 416-953-2109  
Fax: 416-224-0089  
E-mail: [president@iccconline.org](mailto:president@iccconline.org)  
Web: [www.iccconline.org](http://www.iccconline.org)



President & CEO  
Canadawide Financial Corporation Ltd.

Mr. 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 President 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. His broad industry experience spans financial services, telecommunications, retail & consumer products, healthcare, hospitality and high-tech sectors. Under his leadership, the Canadawide Financial Group have expanded its presence in Information Technology, Commercial real estate, Healthcare, Media and Entertainment industries, with offices in Canada, USA and India.

His academic experience includes a Bachelor of Science degree with a 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.

Serving the wider community in several ways, he has served on a number of professional, private and non-profit boards and committees. Pramod is a prominent and active member of the South Asian business and professional community in Canada, recognized for his entrepreneurial spirit, integrity, generosity and dedication to business, community and his family. He is a "Paul Harris Fellow" of the Rotary International Foundation.

Pramod is happily married to Grace and is blessed with two daughters Priyanka and Rachel.



## ICCC BUSINESS MISSION PARTNER: CITY OF BRAMPTON

### **His Worship Patrick Brown**

#### **Mayor, City of Brampton**

(Partner City for India Mission 2019)

2 Wellington Street West

Brampton, ON, L6Y 4R2

Tel: 905-874-2600

Fax: 905-874-2620

Email: Patrick.Browne@brampton.ca



Patrick Brown was elected Mayor of Brampton in October 2018 on a platform of getting Brampton back on track and receiving a fair deal from our provincial and federal governments. As Mayor of Brampton, Patrick is focused on creating the economic climate for new investment and jobs.

He serves as a Member of the Peel Police Services Board, Big City Mayors Caucus and Large Urban Mayors Caucus of Ontario. Patrick is also the Chair of the City's Budget Committee.

Patrick has had a long involvement in serving in government. He was first elected in 2000 as a Councillor in the City of Barrie. He served two terms before getting elected in January 2006 as the Member of Parliament. He was re-elected in 2008 and 2011 receiving more than 50% support from his constituents. From 2006-2015 Patrick was the Chair of the Canada-India Parliamentary Association and he also served as Chair of the GTA Caucus from 2011-15. In May 2015 Patrick was elected Leader of the Ontario PC Party. He became the Member of Provincial Parliament in September 2015 for the riding of Simcoe North. He served as Leader of the Official Opposition and Education Critic.

In 2011, Patrick was recognized as a honorary firefighter in Barrie and as a honorary citizen of Gujarat, India. Patrick was recognized in 2013 with the Canadian Human Rights Voice Award for his role in exposing Tamil genocide. Patrick organized Hockey Night in Barrie and since its inception 11 years ago, the game has raised more than \$2 million for local charitable organizations. Similar events will be planned in Brampton.

Patrick was born in Toronto in 1978 of Irish and Italian descent. He graduated from St. Michael's College, then studied political science at the University of Toronto and graduated with a law degree from the University of Windsor. He began his law practice in Brampton where his father Edmond has practiced for decades. Patrick's mother Judy is a retired high school principal.

Patrick and his wife Genevieve live in Downtown Brampton. Patrick is also a best-selling author of the book Takedown: The Attempted Political Assassination of Patrick Brown released in November 2018.



## LIST OF DELEGATES



**Becker, Abu**  
**Deputy Leader of the Delegation**  
**Vice President - Finance**  
Indo-Canada Chamber of Commerce  
**President, Nrich Group of Companies**  
924 The Eastmall, Toronto, M9B6K1  
Ph: 416-224-0482 Fax: 416-224-0089  
Cell: 416-275-0786  
E-mail: [finance@iccconline.org](mailto:finance@iccconline.org)  
Web: [www.iccconline.org](http://www.iccconline.org)

**Abu Becker** is the CEO of Nrich Group, Co-founder of Nrich Technologies, WeUnifi Solutions, Niyak Innovation Network and President of AirBond Travel. He represents SFO Technologies and NEST Group of India in Canada. Abu has led four Indo Canada Bilateral Trade India Mission alongside Prime Minister, Mayors, Ministers, Policy Makers and Entrepreneurs. Abu worked closely with various Multicultural communities in Canada have jointly raised over a million dollars for the William Osler Hospital in Brampton. Abu is the current President of the South Asian Canadian Health and Social Services (SACHSS) Abu's vision is to create jobs in Canada, help and educate the less fortunate around the globe. As a Multicultural Ambassador with World Vision Canada, he was the Chair for the Chennai Flood Relief Fund Raising Campaign. Abu believes in cultivating the leaders of tomorrow and has been appointed as a business mentor at W. Booth School of Engineering at McMaster University. He strongly adheres to his slogan - Learn, Earn, Return. Sector Focus: Bilateral Trade-Renewable Energy, ICT, Agriculture & Tourism

### MESSAGE

#### DEPUTY LEADER OF THE DELEGATION

Indo Canada Chamber of Commerce started its journey of taking India Missions in 2012. It was the first time that the Chamber engaged the then Town of Markham (Now City of Markham) for its India Mission as partner city. The Mayor himself visited with the entire India Mission with council members for branding Markham as a future city for investment and business. Later the City of Mississauga and City of Brampton also joined ICCC led India Missions from time to time.

This year the newly elected Mayor of City of Brampton, His Worship Patrick Brown is joining ICCC in its India Mission 2019. ICCC will work hard for promoting the Indian investment in the City of Brampton and will also connect the businesses to collaborate for start-ups in Brampton.

I am sure that the current India Mission will successfully be linked Canadian companies with Indian economic organizations with significant representation and reach within India's small and medium sector. I believe that the networks we helped establish will be critical for the growth of Canadian SMEs in the Indian market. On behalf of our President Pramod Goyal and entire Board of Directors, Members of Indo Canadian Diaspora I wish the delegates to have a successful India Trade Mission 2019  
Jai Hind! and O Canada!

Abu Becker  
Vice President

## LIST OF DELEGATES



**Sheikh, Mohammed Tauseef**  
**Vice President – Members Engagement**  
Indo Canada Chamber of Commerce  
**Head, Canada - India Corridor Business**  
HSBC Bank Canada  
70 York Street, Toronto, M5J1S9, ON, Canada  
Ph: 647-822-2535  
E-mail: memberseiccconline.org

**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.



**Joshi, Rakesh**  
**Director – Government and Public Affairs**  
Indo-Canada Chamber of Commerce  
924 The Eastmall, Toronto, M9B6K1  
Ph: 416-224-0482  
Cell: - 416-716-2294  
E-mail: govtrel@iccconline.org  
Web: www.iccconline.org

**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.



## LIST OF DELEGATES



**Ansari, Amber**  
**Management Consultant**  
AD/56-D, Shalimar Bagh  
Delhi-88  
Ph: +91 987-305-4900  
E-mail: amber\_sh@yahoo.com

**Amber** is a management consultant with an experience of over 20 years in the areas of real estate, banking and wealth management. After having his MBA from IIPM in New Delhi, he worked with Hewlett Packard India. Later he joined HSBC as senior manager. He joined the professional brokerage firm Brick & Mortar as Business Head in 2009, followed by SNA Finman (HNI real estate broking) in 2011. He was specifically heading sales for the luxury projects of Jaypee in Noida, Delhi NCR. He was appointed as the CEO at Parnal Infratech, who were selling large plots at Yamuna Expressway. Entrepreneurship got the better of him and in 2015, he started his own partnership firm to develop a real estate project for HNIs in Nainital.

Ansari have been, since 2016, creating a network of HNIs, whom he have helped in diverse areas like real estate, wealth management and public alliances.



**Bharadwaj, Rahul**  
**President, Om Financials Inc**  
rahulb@omfinancial.com  
416-816-3856

**Rahul Bhardwaj** is the President and CEO of OM Financial inc. Rahul established OM Financial in year 1999, over 20 years of hard work and great leadership OM Financial is considered one of the leading financial services brokerage, with over 400 independent brokers serving the community in the province of Ontario. Rahul attended University of Toronto, studied Economics. During his free time he enjoys playing Golf and riding his Harley.





## LIST OF DELEGATES



**Brar, Nachhattar**  
**Director, GTA Flooring Canada**  
4190 Steeles Ave W, Vaughan On, L4L 3S8  
Ph: 905-605-6605  
Toll free: 1-877-561-2727 Fax 1-905-756-1124  
E-mail: [nbrar@gtaflooringcanada.ca](mailto:nbrar@gtaflooringcanada.ca)  
[www.gtaFlooringCanada.com](http://www.gtaFlooringCanada.com)

**Nachhattar (Navi) Brar**, is the Director of GTA Flooring Centre, a leading flooring company that has been serving clientele in Ontario for the last 14 years. He valued the constant support of Indo Canadian community. He is an active member of the Indian community that believes in working hard and living well. He is politically and socially active and putting his efforts to give back to the community. Mr. Brar is a firm believer that by working together our community can scale greater heights, on business as well as personal level. Mr. Brar is an avid golfer and can be seen in most of the golf tournaments across GTA.



**Desai, Prakash B FCCA, RCIC**  
**Managing Director**  
204 Coastline Drive, Brampton, ON L6Y0S3,  
Ph: +1-905-452-8264  
Cell: +1-416-809-1278  
Email: [jpcsebellnet.ca](mailto:jpcsebellnet.ca)  
[www.jpcsimmigration.com](http://www.jpcsimmigration.com)

**Prakash Desai** trained as a Chartered Account with Deloitte and BDO in Europe and worked internationally in North America, Europe, Africa, Caribbean, Asia, and Middle East on a variety of clients and business consulting engagements.

Over the last 15 years he has used his financial background to specialize in corporate immigration work assisting executives in reviewing and successfully applying for migration options for Canada, the US, and the Caribbean. As part of Prakash's US Immigration practice work, he has successfully assisted many clients through the EB5 investor program.

As a Canadian Immigration Specialist, Prakash has successfully assisted hundreds of clients through the Federal and Quebec Investor Programs. Currently he is working with individual and corporate clients in reviewing business/Entrepreneur stream options under the Canadian Provincial Nominee Program rules, including negotiating business options with Provincial and Immigration Regulators, preparing and presenting business plans, and assisting with final execution and ongoing business advisory needs.



## LIST OF DELEGATES



**Dhanasekar, Kanmani**  
**Chairperson and founder**  
**Indo Canada Student Services Inc**  
14 Scepter Place, Whitby L1R3A6  
Cell: 647-980-5509  
E-mail: kanmani.icss@hotmail.com  
www.indocanadastudentservices.com

**Kanmani**, Chairperson and founder of ICSS is gold medalist in Master's degree in Political science and Public relations from University of Madras. She is Certified Canadian Immigration Specialist with Honors from Academy of Learning Canada. She is a licensed immigration lawyer represent students and potential immigrants before Citizenship and Immigration Canada. ICSS does study permits, Permanent Residency, Work Permit, Business Visas and facilitate trade between Canada and India. ICSS with its headquarters in Toronto and branch in Anna University-Guindy Campus, the only kind in India to have strong presence in both places. She also serves as President (Tamilnadu affairs) for South India Chamber of Commerce Canada and Past Vice President of Tamilnadu Cultural society of Canada.



**Garg, Priank**  
**Director, Montlaurentia**  
38, Lockport Cres  
Brampton, L6P3X9, Ph: 647-607-0063  
E-mail: montlaurentia@gmail.com  
www.montlaurentia.ca

**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.

## LIST OF DELEGATES



**Gupta, Naresh**  
**Chairman**

Roma Group of Companies  
A-143, Wazirpur Industrial Area, Delhi - 52  
Ph: +91 981-111-3568  
E-mail: nareshgupta0904@gmail.com

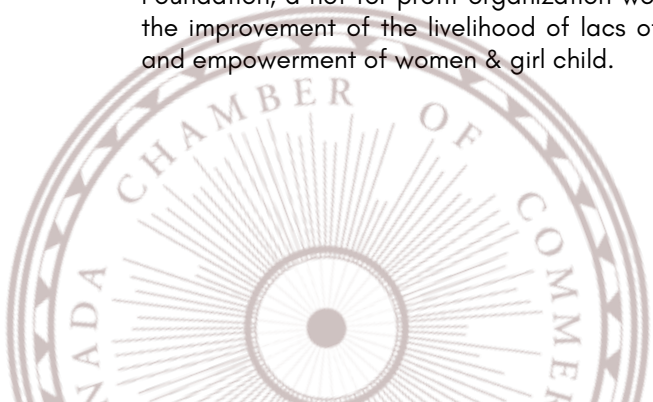
**Naresh Gupta** is the Chairman of Roma Group of Companies. A seasoned entrepreneur with over thirty years of experience. He is a strong voice in industry and raised industry concerns at business and bilateral forums. Not only is he well known for his business acumen and exceptional leadership skills, he is highly respected within the industry for freely sharing his knowledge, experience and business insights. These are some of the key reasons his mentorship and pragmatic guidance are highly sought after by India's budding entrepreneurs. A philanthropist at heart, Mr. Gupta has supported many social causes such as education for the girl child, women empowerment, accessible healthcare for all, clean rivers, and the rights and privileges of Indians working abroad. Mr. Gupta is currently the President of Tarang Foundation, a not for profit organization working for the improvement of the livelihood of lacs of Indians and empowerment of women & girl child.



**Gupta, Vinod**  
**President & CEO**

Vinod Gupta Professional Corporation  
Frontier Growth Partners Inc.  
10 Four Seasons Place, Toronto, ON M9B  
Ph: 416-471-5000 Cell: 647-201-7090  
C-507, The Courtyard, Nirvana Country,  
Sector 50, Gurgaon - 122018 Off: +91 124 4283838  
E-mail: vinodgupta@rogers.com  
www.taxmin.ca

**Vinod Gupta** manages his Toronto based public accounting practice firm providing a range of services in Assurance, Management Consulting, Accounting and Corporate & personal taxation. He is passionate about financial sustainability and efficiencies that makes businesses successful. Vinod has international experience of over 25 years spread across Asia, Europe and Canada. Vinod advises several companies in UK, US and India on their investment and entry strategy in Canada. Inherently entrepreneurial and an expert in driving Compliance, Financial Management and Shareholder Accountability, Vinod has driven organizational accountability and transparency. Vinod is a fellow member of the Institute of Chartered Accountants of India, an associate member of the Institute of Chartered Professional Accountants of Ontario and certified in International Financial Reporting Systems, Risk Management and SOX Compliance, Business Valuation and Modelling. Vinod closely works with Professional, Social, Trade and NFP Organizations. He serves on the Board of Well Fort Community Health Services at Mississauga and on their Finance/Audit committee.

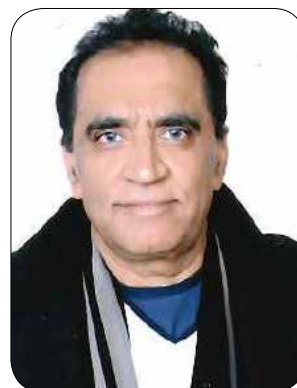


## LIST OF DELEGATES

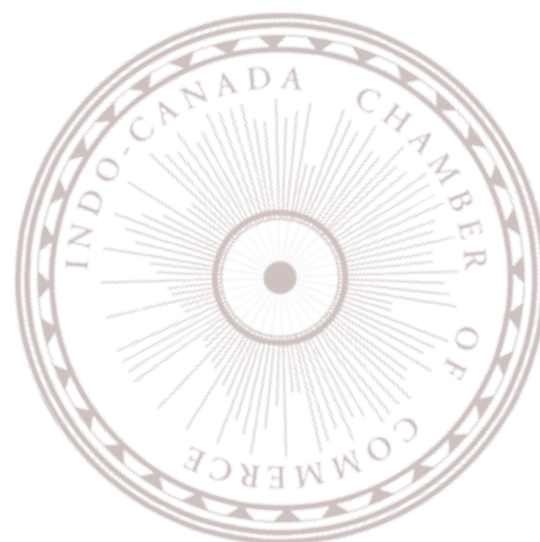


**Husain, Fazal M. Haroon** MBA, CMA, CISA  
**President – Niyak Innovation Network**  
2436 Eight Line, Oakville, ON, L6H6Y5  
Ph: 905-330-7864  
E-mail: fazal.husain@ninhub.com  
www.ninhub.com

**Fazal**, as President of the Niyak Innovation Network (NINHUB) focus on helping innovation cross the boundaries and barriers of a shared economy providing access for international organizations to share and exchange ideas, talent, solutions and infrastructure. His extensive experience as CFO, CIO in both Private and Public sectors Healthcare, IT, Utilities, Banking, Insurance, Construction, FMCG, & Telecom and as Director of Enterprise Solutions Services in Toronto, designed and delivered strategic solutions addressing City's issues i.e. Transportation, Waste Management, Municipal Licensing and Permitting, Water Utilities, Property Tax, Paramedic Services. Also involved in bridging the divide between Private and public organization and enabling Smart Cities. He is helping organizations build efficient and effective operational organizations by designing and implementing processes and systems, that enable business to harness opportunities and growth. As a change agent driving digital innovation, creating opportunities for business and clients by providing an Innovation network to build a Smart Digital organization.



**Kapoor, Chandrakar**  
**Chartered Accountant**  
Chand Kapoor CPA Professional Corp.  
7635, Keele Street, Concord, ON L4K1Y4  
Ph: 416-636-8504  
Cell: 416-508-8566  
E-mail: chandk@on.aibn.com



## LIST OF DELEGATES



**Malik, Sanjeev**  
**Director, Toplings Group Inc.**

7250 Keele Street, Suite 412, Concord, ON L4K1Z8  
Ph: 1-888-705-0551  
Cell: 647-883-4445  
E-mail: sanjeev.malik@toplings.com  
www.marketplace.ca

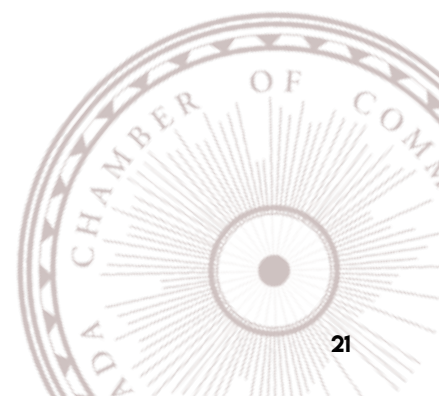
**Sanjeev Malik** is the Director of Toplings Group Inc., the leading International B2B Marketplace for local and international buyers and sellers. He specializes in developing personalized financial plans for families, professional and motivated entrepreneurs. With over 17 years of experience in Canada, Sanjeev possess a unique understanding of the complex framework governing B2B international trade into Canada. His intimate knowledge of vendor relationship and international trade helped organizations to grow. To continue his mission of helping people, Sanjeev took his passion to the next level by creating a non for profit organization called UPICA (Uttar Pradeshies in Canada) for which he is the co-founder and president. He is also the Vice President of Projects for the Indo-Canadian Harmony Forum (ICHF). Toplings offers wide range of electronic products including smart watches, headphones, cameras, security cameras, kitchen appliances, touch screen kiosks and displays, large video walls, LCD screens, POS terminals, electronic shelf tags etc. The mission is to become world's largest platform for Business-to-Business (B2B) trading between various countries.



**Naik, Alaukik**  
**Founder & CEO**

Naik Production  
Cell: 647-786-2390  
productionnaik@gmail.com  
www.naikproduction.com

**Alaukik Naik** is the founder & CEO of Naik Production. He holds a Master's in Media-Advertising Management and Documentary Production from Ottawa, CA. He has 15 years experience in the industry. In 2011, he was honored the Best Documentary award by Indian Consulate of Toronto. His company, Naik Production offers Filmmaking, Animation, Lights, Sound and Stage, LED screens and Projectors in Canada. He is also the co-founder and director of Drashti Communications in India and Canada.





## LIST OF DELEGATES



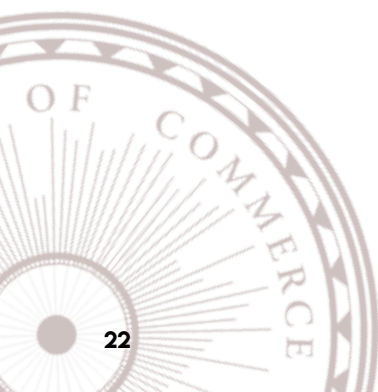
**Saini, Gulab**  
**Policy Advisor**  
Mayor, City of Brampton  
E-mail: 4gulabsingh@gmail.com

**Gulab Singh Saini** is currently the economic development policy advisor to the mayor of Brampton. He is also the chairman of Haryana Cultural and Sports Club of Canada. Mr. Saini was the former director of South Asian Development and Membership Growth of the PC party, Ontario, Canada. He obtained a BA LLB degree and practiced law in the Panjab and Haryana high court, Chandigarh. He has also won multiple medals in state as well as national competitions as an athlete for the University of Kurukshetra. Gulab Singh Saini is an exceptional role model and leader for many.

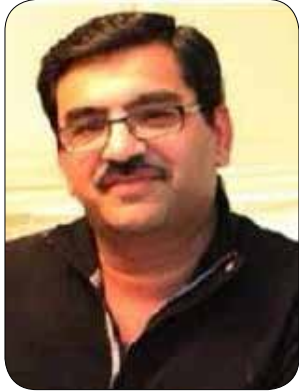


**Shadab, Ahmed**  
**Associate, Scotiabank**  
Ph: 647-546-1202  
Location: Toronto, Ontario  
E-mail: shadab20@gmail.com  
<https://www.gbm.scotiabank.com/en.html>

**Shadab Ahmed** has over 9 years' experience in the banking & financial services sector. Expertise in investment banking operations, regulatory reporting, Anti Money-Laundering (AML) & Anti-Terrorist Financing, Suspicious Transactions reporting, Quality Assurance, Employee Personal trade monitoring and trade surveillance. He is currently associate at Scotia bank, Regulatory Quality Assurance of Global Anti-Money Laundering (AML) & Sanctions Program. In the past, he has held multiple roles with BMO, TD Bank, Morgan Stanley and JP Morgan. He holds a BBM (Finance) from Christ University and PG Diploma in Investment Banking from ICFAI University, and Post Graduate Certificate in Financial Services Compliance Administration from Seneca College (Toronto). He is certified AML Specialist from Association of Certified Anti-Money Laundering Specialists (ACAMS), USA. Shadab has traveled extensively to counties in Europe, North America, South America and Caribbean. He enjoys cultural cuisines and dedicates lot of travel time in observing and understanding how its local culture aligns to the way of doing business; this has helped him getting original & creative thoughts and have broadened his horizons.



## LIST OF DELEGATES



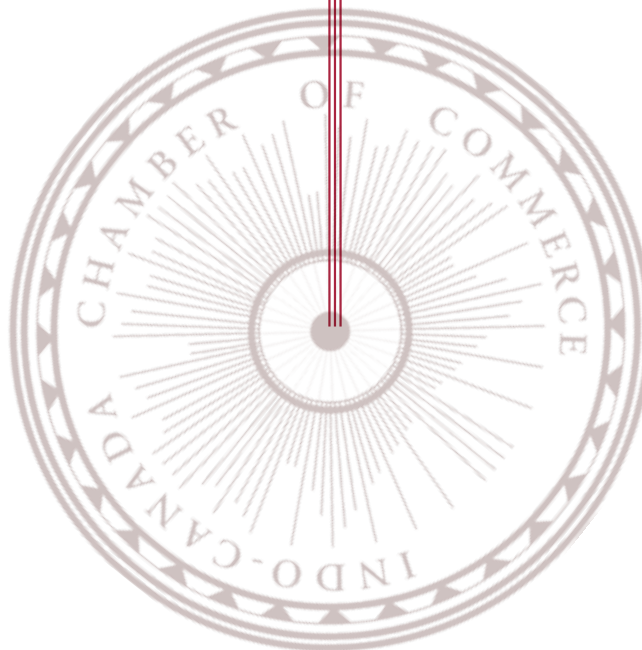
**Shamnani, Deepak**  
**CEO, Onkar Travels**

2980 Drew Road Unit 119  
Mississauga, ON L4T0A7  
Ph: 905-678-9555  
Cell: 647-296-6231  
Fax: 905-678-9300  
E-mail: [deepak@onkartravels.com](mailto:deepak@onkartravels.com)  
[www.onkartravels.com](http://www.onkartravels.com)



**Shamnani, Narayan**  
**Director, Onkar Travels**

2980 Drew Road Unit 119  
Mississauga, ON L4T0A7  
Ph: 905-678-9555  
Cell: 647-739-4300  
E-mail: [tours@onkartravels.com](mailto:tours@onkartravels.com)  
[www.onkartravels.com](http://www.onkartravels.com)



## LIST OF DELEGATES



**Sharma, Sameer**

**Director, Crown Group of Hotels**

7045 Edwards Blvd #300, Mississauga, ON L5S 1X2

Ph: 416-720-4204

E-mail: [same@crownhotels.ca](mailto:same@crownhotels.ca)

[www.crownhotels.ca](http://www.crownhotels.ca)

**Sameer** is Director of Crown Group of Hotels, which owns and operates multiple hotels under internationally known flags such as: Marriott, Hilton, InterContinental Hotel Group and Choice Hotels. Sameer completed Marriott Executive Excellence Program at the age of 23. Crown Group of Hotels employs over 300 people having established itself in a very short period taking its Hotel's portfolio from under \$10 million 6 years ago to over \$150 million. He has successfully expanded the business from hotels to movie production and corporate financing. He is an avid golfer, frequent sponsor for many Chambers of Commerce, Film Festivals, Beauty Pageants, Youth Internships, not-for-profit organizations, Health foundations & community organizations. Crown Group of Hotels currently operates in: Mississauga, Brampton, Ottawa, Barrie, Burlington & Sarnia. He was the recipient of the ICCA "Young Achiever of the Year" & "Young Entrepreneur of the Year" Award in 2017 from MBOT. He has been participating in all ICCA business missions to India since last four years. He is member of the Canada France Chamber of Commerce and a known car enthusiast. In December 2018, Sameer was elected for a three-year term as Board of Director with MBOT.



**Sharma, Vikas**

**Director & Chief Executive**

Centre for Strategy & Leadership

7A/24 WEA Karol Bagh, New Delhi -05

Ph: +91 981-087-7707

E-mail: [me@vikassharma.name](mailto:me@vikassharma.name)

[www.vikassharma.name](http://www.vikassharma.name)

**Vikas** is a founding Director and the Chief Executive of Centre for Strategy and Leadership (CSL) with over 15 years of experience. He is also President of H2 Life Foundation, Editor - Business & Policy at Bharat Khabar, and National Executive Member of the Newspapers Association of India. He is member of the Expert Forum of the Corporate Law Journal. He worked as Consultant at National Institute for Smart Government, a not-for-profit company incorporated in 2002 by the Government of India and NASSCOM. He also served as a Consultant at the National e-Governance Plan (NeGP), formulated by the Department of Electronics and Information Technology (DEITY) and Department of Administrative Reforms and Public Grievances (DARPG), GoI. Vikas also worked as Consultant at the Indian Institute of Corporate Affairs (IICA) to deliver opportunities for research, education, and advocacy. He was empaneled as a Consultant with The National Foundation for Corporate Governance (NFCG), which was set up with a goal of promoting better corporate governance practices in India by the Ministry of Corporate Affairs, in Partnership with the CII, ICSI, and ICAI.

## LIST OF DELEGATES



**Thomas, Vijay**  
**President & CEO, Tangentia Inc.**

Hullmark Centre,  
4789 Yonge Street, Suite 620,, Toronto, M2N0G3  
Ph: 416-899-7194  
E-mail: vijay@tangentia.com  
www.tangentia.com

**Vijay Thomas** is the CEO of Tangentia, a global boutique technology solutions company with offices in USA, Canada and India. Tangentia offers solutions around Automation and Digital including RPA, AI, Blockchain, eCommerce, Cloud and EDI. Tangentia has 1000+ customers in 30 countries around the world and has been on the Profit 500 list of fastest growing companies in Canada for 6 years in a row and on the INC 5000 list of fastest growing companies in USA. Learn more at [www.tangentia.com](http://www.tangentia.com)

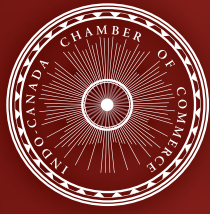


**Vallipuranathar, Sri**  
**Senior Advisor, Mayor's Office**

City of Brampton  
2 Wellington Street West, Brampton, ON, L6Y 4R2  
Tel: 905-874-2600, Fax: 905-874-2620  
Email: sri.vallipuranathare@brampton.ca

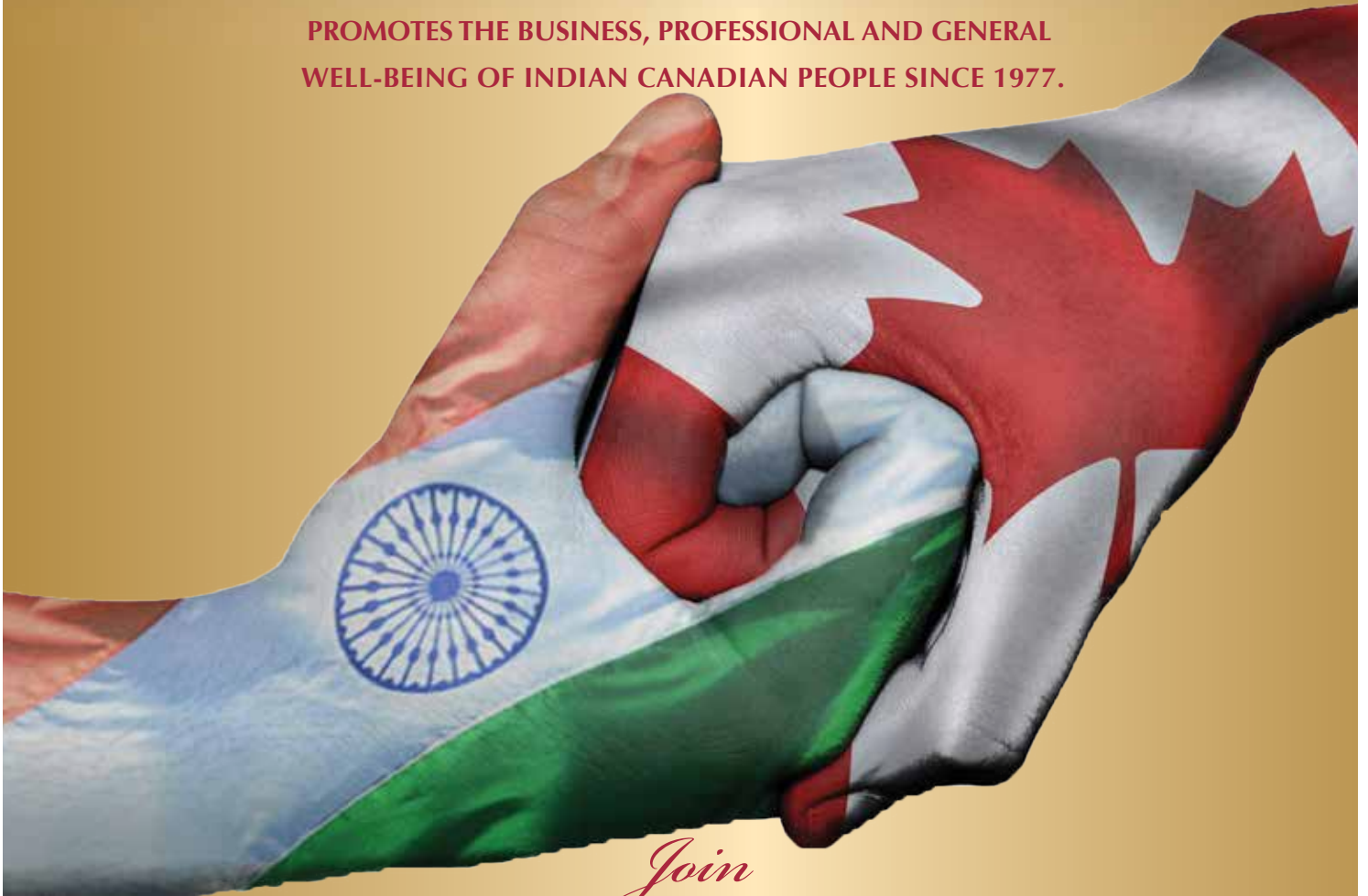
**Sri Vallipuranathar** is a Canadian businessman and politician. Presently he is serving as the Senior Advisor to Brampton Mayor's Office. Previously, he has held several executive positions in both non-profit and political organizations including the 2nd Vice President position of the Ontario PC Party





Chambre de Commerce  
**Indo-Canada**  
Chamber of Commerce

INDO-CANADA CHAMBER OF COMMERCE  
IS A NON-PROFIT, NON-PARTISAN ORGANIZATION THAT  
PROMOTES THE BUSINESS, PROFESSIONAL AND GENERAL  
WELL-BEING OF INDIAN CANADIAN PEOPLE SINCE 1977.



*Join  
Indo-Canada Chamber of Commerce  
Today!*

VISIT  
[WWW.ICCCONLINE.ORG](http://WWW.ICCCONLINE.ORG)





# **INFRASTRUCTURE DEVELOPMENT**



Infrastructure development is the modern era's necessity for improving the fundamental needs and services for nations to accelerate economic growth and improvements in quality of life of its citizens.

Indian economy is developing at the rate of GDP growth of 7-8% annually and to sustain that growth, continuous investment in the infrastructure development is must. The rising population of India is also one of the major reason for India to invest in the development of its infrastructure as the already developed resources are under tremendous pressure. Keeping this under consideration the infrastructure sector under Union Budget 2018-19, US\$ 92.22 billion was allocated to the sector by the government of India.

The sector is highly responsible for propelling India's overall development. India has a requirement of investment worth Rs 50 trillion (US\$ 777.73 billion) in infrastructure by 2022 to have sustainable development in the country. India is witnessing significant interest from international investors in the infrastructure space. The Government of India is expected to invest highly in the infrastructure sector, mainly highways, railways, healthcare, renewable energy, smart cities, education & training and urban transport in which the Canadian investors and Small business owners do have a role to play.

## **IMPROVING OF BUSINESS ENVIRONMENT IN INDIA**

The Current government in India is focussed on the improvement of business environment to attract more investment in all the sectors. Increased impetus to develop infrastructure in the country is attracting both domestic and international players. Private sector is emerging as a key player across various infrastructure segments, ranging from roads and communications to power and airports. In order to boost the construction of buildings in the country, the Government of India has decided to come up with a single window clearance facility to accord speedy approval of construction projects. In 2018, India was ranked 44th out of 167 countries in World Bank's Logistics Performance Index (LPI) 2018.

## **UNTAPPED MARKET FOR CANADIAN BUSINESSES**

The size, diversity and complexity of the Indian market demands that Canadian businesses also have to be supported by solid government policy. We need to consider Canadian sectors with the greatest potential in India and in its immediate neighbourhood.

What sort of challenges does the Indian market present for Canadian businesses?

What are the keys to success in entering the Indian market and where and how should Canada leverage its expertise in both manufacturing and the service industry to make a bigger dent in India?

There are a host of policy challenges facing the Canadian government as it expands and deepens its relations with India and its increasingly active states.

To keep the momentum of the development; the economy should be supported with the adequate infrastructure. Good roads, ports, railways and airports are necessary to ensure the smooth transportation of goods and people. The transport sector, such as aerospace, can also play an important role in the economic growth of a country, and it also promises a bright future, as demand for aircrafts is expected to grow in the next few years. At the moment, relations between Canada and India in the transport and infrastructure sector are relatively limited, with only a few MoUs and agreements, however, this is expected to improve in the next few years, as Canada is one of the main players in aircraft manufacturing, and with India's economic development, their demand for new civilian aircrafts is expected to rise tremendously.

Canada's main transport strength is in the aerospace sector, where it is a world leader, thanks to Bombardier and the Montreal aerospace cluster, one of the few places in the world where you can build an aircraft from the ground up. In terms of airports, Canada, in 2013, had 1,467 airports, making it the fourth biggest country in the world. Compared to Canada, India, in 2013, had only 346 airports, and ranked 21st country in the world, just below Ecuador, a country 11 times smaller. There is a big lack of airport development and India needs to increase its flight capacity. Tier 2 and Tier 3 cities have started developing their airports and the government of India is helping them under UDAAN scheme. This sector has a lot of potential for both the countries to come close and benefit from each

other. Canada can help India in joint development and production of aircrafts to fulfill its demand which is bound to increase in the next decade.

As far as India is concerned the aerospace sector is developing and has tremendous growth potential. Earlier the bureaucratic bottlenecks in India with the closed economy hampered its growth but the new business friendly government in India is expected to push this sector to a new level with major participation from the private sector players. A key example is the Delhi-Mumbai Industrial Corridor Project, which aims to develop an industrial zone spanning across six states in India. The project involves major expansion of infrastructure and industry – including industrial clusters and rail, road, port, air connectivity – in the states along the route of the corridor. The initial size of the fund will be US\$170 million. Both the Japanese and Indian governments have agreed to contribute equally. Three similar projects are in the pipeline from the Indian government: Amritsar – Delhi- Kolkata Industrial Corridor, Chennai-Bangalore Industrial Corridor Project and the Mumbai-Bangalore economic corridor. In 2013, India had 4,689,842kms of roads, including 20,000kms of expressway. It is the second biggest country in terms of road network size, just behind the USA. In terms of railways, it has 63,974kms of rail tracks, making it the fourth biggest network behind USA, Russia and China.



**SMART CITIES:** Indian government do have a dream project for developing 100 “smart cities” that will provide long-term opportunities for firms in high-tech sector, including the “Internet of Things”. These cities will be self-sustained with the state of the art infrastructure and modern facilities. Canada do have already developed desired technologies and knowhow in the sector and collaborate with the Indian small businesses to take its share in the business.

**ENERGY:** Energy demand in India is bound to increase with the GDP growth rate of over 7%. All the developmental projects need energy and Canadian clean-tech companies can take advantage of the significant need for renewable energy. The energy sector in India is projected to offer investment opportunities worth over US\$300 billion in the next decade.

Apart from the above discussion, India need investment and collaboration in the Agriculture and its allied industry, automobiles, consumer durables, education and skill development, healthcare, telecommunications and advance engineering. Canada being a leading country in the innovation can tap the Indian market as it provides abundances opportunities for the small businesses.

# OneMarketplace.CA

## General Merchandise



## Business Products

## Hotel Supplies



## Apparel



## Home Improvement



## Office Furniture and Supplies



## Food and Beverages



SELLER



SELLER

## B2B Marketplace

BUYER



BUYER

Retailers




Franchise

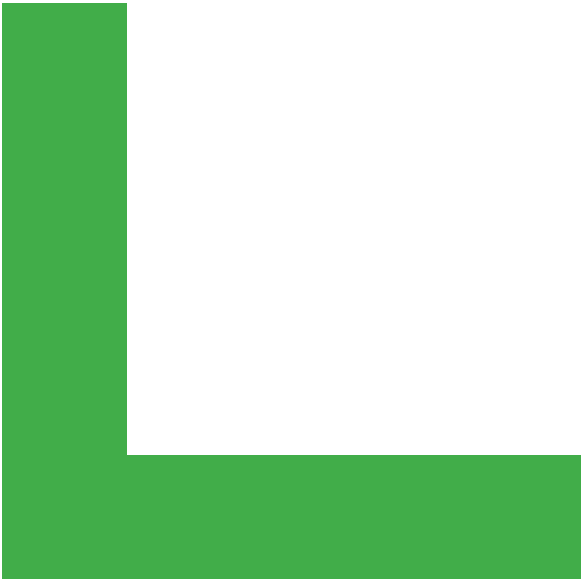


TOPLINQS GROUP INC. presents OneMarketplace.ca, a leading B2B Marketplace platform for Local and International Buyers and Sellers to Buy, Sell and Trade their products.

TOPLINQS GROUP INC.  
7250 KEELE STREET, SUITE 412  
CONCORD, ONTARIO L4K 1Z8  
1-888-705-0551 [contactus@TOPLINQS.com](mailto:contactus@TOPLINQS.com) [www.ONEMARKETPLACE.ca](http://www.ONEMARKETPLACE.ca)



# **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.

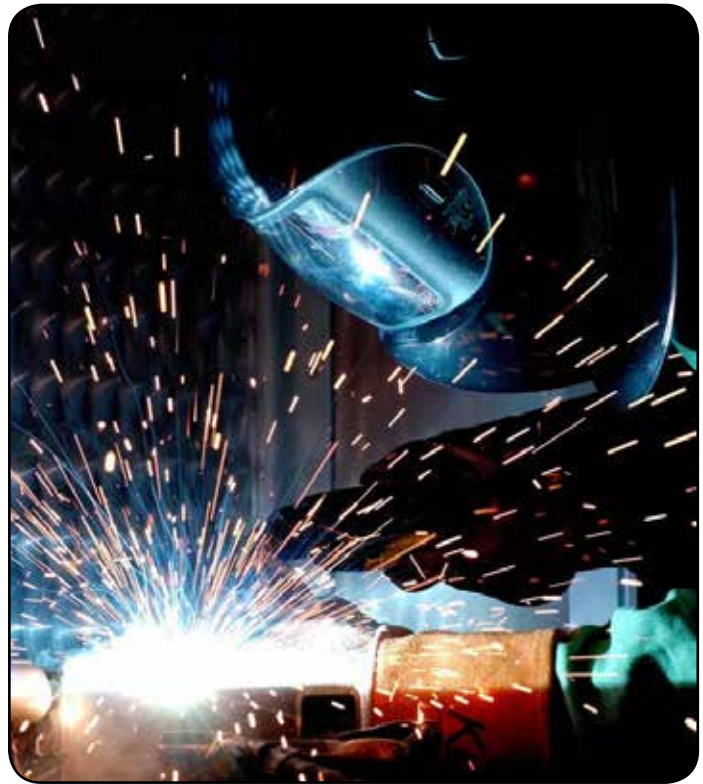
Both Canada's and India's relatively low business R&D intensity and limited availability of venture capital are areas of particular concern, as is the large gap with the U.S. in private sector investment in productivity-enhancing ICT. While there are comparisons possible for the challenges that both 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 nonproduction 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 (FICC), 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.

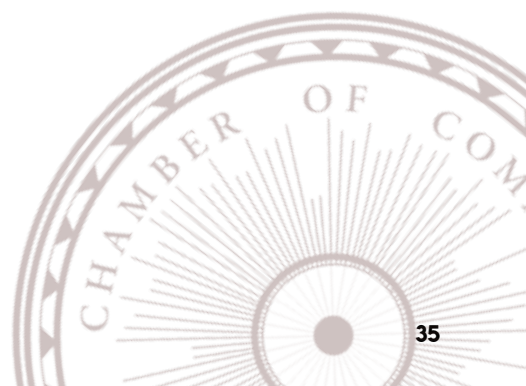
The report spells out imperatives for the stakeholders and recommends benchmarking with global companies and collaborative approach for the Industry to hasten adoption with optimal investments. It further highlights the need to drive awareness especially among SME sector to the industry bodies and recommends 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.



# WE ARE ONE-STOP SPECIAL PRODUCTION SHOP!

Animation | Informational Film

Documentary | Lighting, Sound And Stage

Led Screen And Projectors | Live Streaming



## CONTACT

CANADA – Alaukik Naik: 647 786 2390 | INDIA – Maulik Naik: + 91 98254 31378.

[www.naikproduction.com](http://www.naikproduction.com)





# **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.



# Tangentia<sup>®</sup> automation

Global Innovation Labs



Toronto



New York City



Goa

## Robotic Process Automation (RPA)

Robotic process automation is an emerging form of business process automation technology based on the notion of software robots or artificial intelligence workers.

[www.tangentia.com/RPA](http://www.tangentia.com/RPA)

Automation Digital Security Cloud EDI Consulting



# **BUSINESS IMMIGRATION, EDUCATION AND 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  | • PRIVEQ Capital Funds                |
| • Blackberry Partners Fund II LP<br>(doing business as Relay Ventures Fund II) | • PRIVEQ III Limited Partnership      |
| • Celtic House Venture Partners  | • PRIVEQ IV Limited Partnership       |
| • Celtic House Venture Partners Fund III LP                                    | • Real Ventures                       |
| • Celtic House Venture Partners Fund IV LP                                     | • Rho Canada Ventures                 |
| • Extreme Venture Partners LLP   | • Top Renergy Inc.                    |
| • Golden Opportunities Fund Inc.   | • Vanedge Capital Limited Partnership |
| • iNovia Capital Inc.  | • Version One Ventures                |
| • Lumira Capital   | • Wellington Financial LP             |
| • New Brunswick Innovation Foundation Inc.                                     | • Westcap Mgt. Ltd.                   |
| • OMERS Ventures Management Inc.   | • Canadian Accelerator Fund Ltd.      |
| • Pangaea Ventures Fund III, LP  | • 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:

- |  |   |
|--|---|
| <ul style="list-style-type: none"><li>• Alacrity Foundation</li><li>• Alberta Agriculture and Forestry</li><li>• Agrivalve Processing Business Incubator</li><li>• Food Processing Development Centre</li><li>• Communitech</li><li>• Creative Destruction Lab</li><li>• The DMZ at Ryerson University</li><li>• Empowered Startups Ltd.</li><li>• Extreme Innovations</li><li>• Genesis Centre</li><li>• Highline BETA Inc.</li><li>• Ncubes Inc.</li><li>• Innovacorp</li><li>• Innovate Calgary</li></ul> | <ul style="list-style-type: none"><li>• Interactive Niagara Media Cluster o/a Innovate Niagara</li><li>• Invest Ottawa</li><li>• Istuary Idea Labs – suspended</li><li>• Knowledge Park o/a Planet Hatch</li><li>• Launch Academy</li><li>• LaunchPad PEI Inc.</li><li>• NEXT Canada</li><li>• Real Investment Fund III L.P. o/a FounderFuel</li><li>• Ryerson Futures Inc.</li><li>• Spark Centre</li><li>• Spring Activator</li><li>• TSRV Canada Inc. (operating as Techstars Canada)</li><li>• Waterloo Accelerator Centre</li><li>• Entrepreneurship Development Institute</li></ul> |
|--|---|

Visit the Canadian Immigration website for more information.

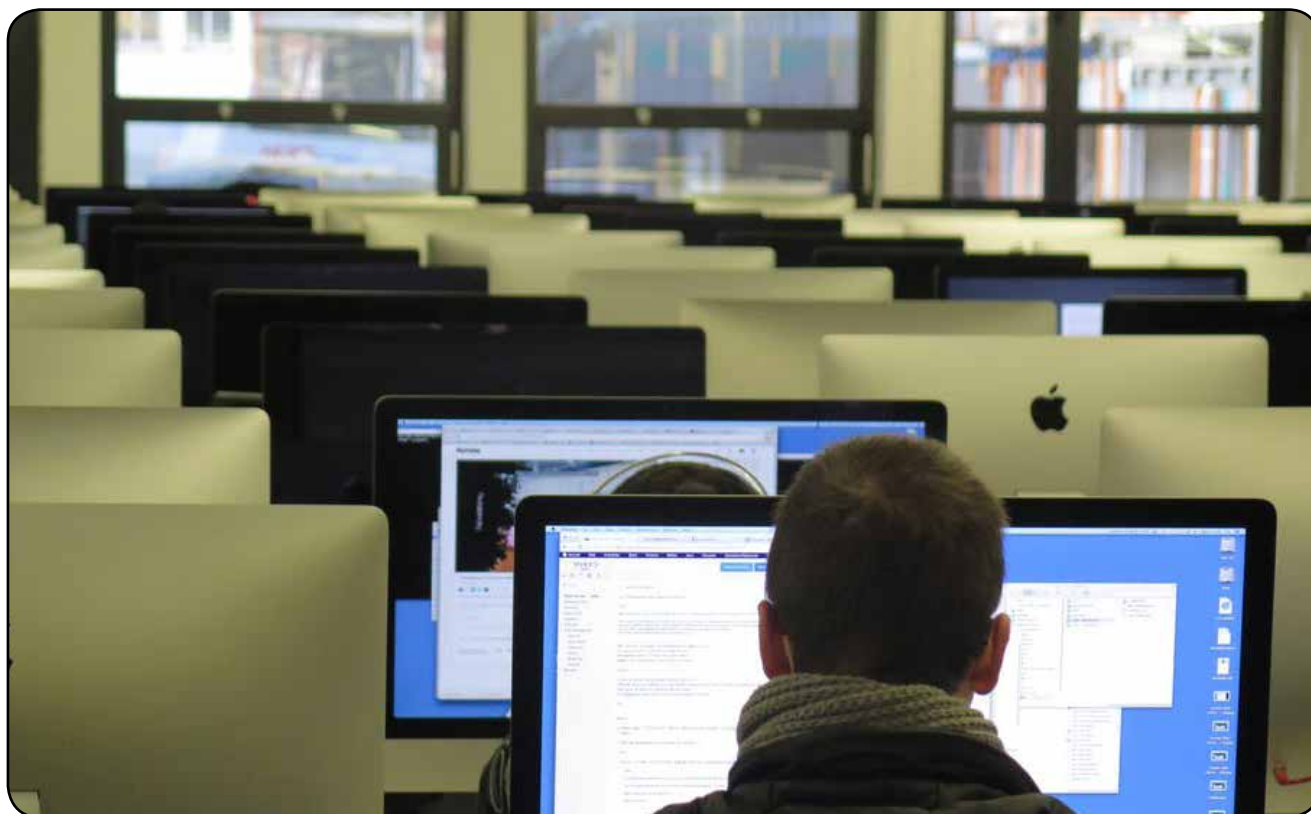
<http://www.cic.gc.ca/english/helpcentre/answer.asp?qnum=653&top=6>

## 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.

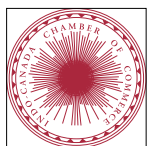
#### Recent achievements in skills development

- 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, Air Force), CRPF 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.

## CITY OF BRAMPTON



With a population of approximately 523,911 Brampton is the 9th largest city in Canada, voted in top 10 cities in North America for Foreign Direct Investment, AAA credit rating designated by Standard & Poor's, designated by the World Health Organization as an International Safe City and the 3rd largest in the Greater Toronto Area (GTA). Brampton is the second fastest growing city in Canada, averaging growth of 4.2 per cent per year (or approximately 18,000 new residents per year). Brampton has a successful, diversified economy and is home to more than 8,000 businesses, 153,000 workers, with an economic base comprised of a services-producing sector of 72 percent and a goods-producing sector of 28 percent. At 34.7 years, Brampton has the lowest median age among Canada's largest cities. Brampton's demographic profile includes more than 175 distinct ethnic backgrounds speaking more than 70 different languages. This young, educated, and multicultural workforce of 153,000 strong continues to grow at a rate of 6.6 per cent annually. Brampton, a well-planned city with a rich history and cultural heritage, offers an unparalleled quality of life with access to excellent health care, education, transit, recreation, and arts and culture opportunities that are second-to-none.

## 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.

## MADRAS CHAMBER OF COMMERCE AND INDUSTRY (MCCI)



Madras Chamber of Commerce and Industry (MCCI)'s immediate focus is to create a business model with special emphasis on areas like Energy, Water, Waste Management, Transport and Urban Greening. MCCI has set up a Sustainable Chennai Forum (SCF) with the aim of assisting and promoting a business case for sustainable development and evolving a congenial policy and action-oriented environment for the all-round sustainable development of the Chennai Metropolitan Region in collaboration with likeminded institutions to make Chennai an inclusive, sustainable, clean and green metropolis in the global context.

## **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.

## **PHD CHAMBER OF COMMERCE AND INDUSTRY (PHDCCI)**



PHD Chamber of Commerce and Industry, established in 1905, is a proactive and dynamic multi-State apex organization working at the grass-root level and with strong national and international linkages. The Chamber acts as a catalyst in the promotion of industry, trade and entrepreneurship. PHD Chamber is more than an organization of the business community, as it lives by the chosen motto 'In Community's Life & Part of It' and contributes significantly to socio-economic development.

## **TELANGANA CHAMBERS OF COMMERCE AND INDUSTRY (TECCI)**



Telangana Chambers of Commerce and Industry came into existence on 16th December 2010 as a non-political and non-profit organisation with a firm commitment to create a new climate in Trade, Commerce, Industry and Agriculture. TECCI intends to play a very constructive and catalytic role to make Telangana in occupying a place of prominence on the industrial platform of the country. TECCI has a total membership about 3400 which includes industrial and trade associations across Telangana.



# **BRIEF INFORMATION ON INDIAN CITIES TO BE VISITED BY ICCCL ED INDIA MISSION 2019**

## **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, and 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.

## **CHENNAI**

Chennai is the capital city of the Indian state of Tamil Nadu. Chennai is rated in the "Forbes-Top 10 Fastest Growing Cities in the World". As of 2012, the city has about 34,260 identified companies in its 15 zones, of which 5,196 companies have a paid-up the capital of over 5 million. A large number of automotive companies including Hyundai, Renault, Robert Bosch, Nissan Motors, Ashok Leyland, Daimler AG, Caterpillar Inc., Komatsu Limited, Ford, BMW and Mitsubishi have manufacturing plants in Chennai. The Heavy Vehicles Factory at Avadi produces military vehicles such as Arjun MBT. The Integral Coach Factory manufactures railway coaches.

## **PANAJI, GOA**

Goa is India's richest state with the highest GDP per capita – two and a half times that of the country – with one of its fastest growth rates. Tourism is Goa's primary industry, it gets 12% of foreign tourist arrivals in India. The land away from the coast is rich in minerals and ores, and mining forms the second largest industry. Iron, bauxite, manganese, clays, limestone and silica are mined. The Mormugao port handled 31.69 million tons of cargo last year, which was 39% of India's total iron ore exports. Fishing employs about 40,000 people. Medium scale industries include the manufacturing of pesticides, fertilizers, tires, tubes, footwear, chemicals, pharmaceuticals, wheat products, steel rolling, fruits and fish canning, cashew nuts, textiles, brewery products. Goa is also notable for its low priced beer, wine and spirits prices due to its very low excise duty on alcohol. Goa is also one of the few states in India to achieve 100 per cent rural electrification.

## **HYDERABAD**

Hyderabad is the capital and largest city of the southern Indian state of Andhra Pradesh. Hyderabad is the largest contributor to the gross domestic product (GDP), tax and other revenues, of Andhra Pradesh, and the sixth largest deposit centre and fourth largest credit centre nationwide. Its US\$74 billion GDP makes it the fifth-largest contributor city to India's overall GDP in 2011-12. Its per capita annual income in 2011 was 44300 (US\$680). The service industry remains dominant in the city, and 90% of the employed workforce is engaged in this sector.

**PROGRAM**  
**INDO-CANADA CHAMBER OF COMMERCE'S**  
**TRADE DELEGATION TO INDIA 2019**  
**FEBRUARY 17-24, 2019**  
**CHANDIGARH, NEW DELHI, CHENNAI, PANAJI, HYDERABAD**

**CHANDIGARH**

**Sunday, February 17, 2019**

09:00am	Breakfast Meeting with Hon. Capt. Amarinder Singh, CM Punjab
11:30am	Meeting with Mr. Rajesh Kumar, Mayor City of Chandigarh
01:00pm	Luncheon Meeting with Hon. M L Khattar, CM Haryana
04:00pm	Business meeting at Press Club of Chandigarh (TBC)
07:00pm	B2B/Business meeting with PHDCCI/Mohali Industry Association

**NEW DELHI**

**Monday, February 18, 2019**

03:00pm	B2B/Business Meeting
06:00pm	Launch of ICCCI's India Chapter in New Delhi

**Tuesday, February 19, 2019**

10:00am	B2B Meeting with FICCI/CII
11:00am	Meeting with Hon. Sushma Swaraj External Affairs Minister of India (TBC)
01:00pm	Meeting with Dr. Udit Raj, Member of Parliament
2.30 pm	B2B/Business Meeting
6:00 pm	Reception with the High Commissioner of Canada at Canada House

## **CHENNAI**

**Wednesday 20 February, 2019**

9:00 am	B2B/Business Meeting
12:00 noon	Meeting with Hon. Thiru Edappadi K. Palaniswami, CM, Tamil Nadu
02:30pm	Business/B2B meetings
06:00pm	Canada Tamil Nadu Bilateral Summit: Hosted by State Government

## **PANAJI, GOA**

**Thursday 21 February, 2019**

05:00pm	Canada Goa Investment summit hosted by Goa Chamber of Commerce and Goa Technology Association
---------	--

**Friday 22 February 2019**

10:00am	Meeting with Chairman, Goa Mineral Development Corporation (TBC)
12:00noon	Meeting with Hon. Rohan Khaunte, Minister for Revenue, IT, Labour & Employment, Govt of Goa
02:30pm	B2B meetings/Explore Goa

## **HYDERABAD**

**Saturday 23 February 2019**

10:00am	Meeting with Hon. K. Chandrashekar Rao, CM, Telengana (TBC)
12:00noon	Meeting with Telangana Chamber of Commerce/B2B meetings
03:00pm	Visit to T-Hub

**Sunday 24th February 2019 Depart for Airport Flight to Toronto**

*(Program is subject to change)*



# GLOBAL ADVISORY

*Elevating your market position!*



CANADAWIDE  
FINANCIAL  
CORPORATION  
LIMITED

ADVISORY | FINANCING | CONSULTING

## Helping Businesses to **Expand** and **Develop** Globally

### BUSINESS COLLABORATION

Partnerships and strategic alliances  
Product Development and Innovation  
Channel development

### MERGERS & ACQUISITIONS

Target screening and Due Diligence  
Post-transaction Integration  
Sales, Divestitures, and Demergers

### FINANCIAL AND LEGAL ADVISORY

Deal Negotiation & Management  
Capital Raise  
Corporate Governance Matters

**CANADAWIDE FINANCIAL CORPORATION LIMITED**

**TORONTO**

**DALLAS**

**NEW DELHI**

[www.canadawidefinancial.ca](http://www.canadawidefinancial.ca)



**Management  
services and  
management  
consulting for  
your hotel.**

**Associated brands:**



7045 EDWARDS BOULEVARD., SUITE 300, MISSISSAUGA, ONTARIO, CANADA - L5S 1X2  
T: 905.565.1200 • F: 905.565.1211 • INFO@CROWNHOTELS.CA  
HOSPITALITY & ASSET MANAGEMENT WWW.CROWNHOTELS.CA

FOLLOW US ON



# THANK YOU TO ALL OUR SPONSORS

## Lead Corporate Sponsor



## Gold Sponsor



## Silver Sponsor



## Bronze Sponsors



## Sector Sponsors



RBC Royal Bank



## Media Partners

