



Chambre de Commerce
Indo-Canada
Chamber of Commerce



MISSION 2019 REPORT



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



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in the area of Canadian and U.S.
immigration law.*

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Indo-Canada
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INDIA MISSION 2019 REPORT

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

FEB 17-24, 2019

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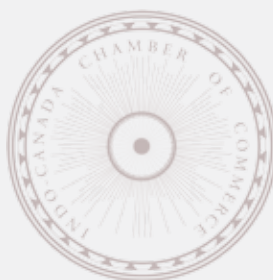
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| | |
|--------------|---|
| BMO | Bank of Montreal |
| CEO | Chief Executive Officer |
| CFO | Chief Financial Officer |
| CII | Confederation of Indian Industries |
| CPG | Consumer Packaged Goods |
| CSL | Centre for Strategy and Leadership |
| FDI | Foreign Direct Investment |
| FICCI | Federation of Indian Chamber of Commerce & Industry |
| GCCI | Goa Chamber of Commerce & Industry |
| GDP | Gross Domestic Product |
| GER | Gross Enrollment Ratio |
| GTA | Goa Technology Association |
| GTA | Greater Toronto Area |
| ICAI | Institute of Chartered Accountants of India |
| ICCC | Indo Canada Chamber of Commerce |
| ICSS | Indo Canada Student Services |
| ICT | Information & Communication Technologies |
| IICA | Indian Institute of Corporate Affairs |
| IIOT | Industrial Internet of Things |
| INR | Indian National Rupee |
| IT | Information Technology |
| ITI | Industrial Training Institute |
| LPI | Logistics Performance Index |
| MBA | Master in Business Administration |
| MCCI | Madras Chamber of Commerce & Industry |
| MHRD | Ministry of Human Resource Development |
| MNC | Multi National Company |
| MOU | Memorandum of Understanding |

ACRONYMS

| | |
|------------------|---|
| NASSCOM | National Association of Software and Services Companies |
| NCE | Networks of Centres of Excellence |
| NCR | National Capital Region |
| NDA | National Democratic Alliance |
| NMP | National Manufacturing Policy |
| NPI | New Product Introductions |
| NRC | National Research Council of Canada |
| NRI | Non-Resident Indians |
| NSDA | National Skill Development Agency |
| ON | Ontario |
| PHDCCI | PHD Chamber of Commerce & Industry |
| PIO | Persons of Indian Origin |
| R & D | Research and Development |
| ROI | Return of Investment |
| S & T | Science and Technology |
| SACHSS | South Asian Canadian Health & Social Services |
| SME | Small and Medium Entrepreneurs |
| SOA | Service Oriented Architecture |
| SVP | Senior Vice President |
| T- HUB | Technology Hub |
| TASK | Telangana Academy of Skill and Knowledge |
| TD | Toronto Dominion |
| TECCI | Telangana Chamber of Commerce & Industry |
| UK | United Kingdom |
| USA | United States of America |
| USMCA | United States-Mexico-Canada Agreement |
| UT | Union Territory |
| WCM | World Class Manufacturing |



PRESIDENT'S MESSAGE



Canada and India have expanded their commercial relations manifold in the last one decade. To accelerate this growth further, the need is for both the countries to have increased cooperation in the SME sector. ICCC is engaged in connecting businesses of both the countries since 1977 and is actively involved to harness the untapped business potential between Canada and India.

The ICCC has continuously strengthened its approach to achieve its twin mandates of fostering bilateral economic relations between Canada and India and creating business and professional opportunities for the Indian Diaspora in Canada. As a part of this new approach, the ICCC has launched several initiatives to focus and promote the interests of small businesses and help them benefit through global trade and commerce.

Making history, ICCC during this business mission launched its First International Chapter in New Delhi on 18 February 2019. Also, a new beginning was made, when ICCC undertook its maiden visit to Puducherry and Goa during this mission. The new networks we helped establish would be critical for the growth of Canadian SME's in the uncharted Indian territories. Besides, we created a record of having signed five MoU's including three between ICCC and Goa Chamber of Commerce and Industry (GCCCI), Goa Technology Association (GTA), Travel and Tourism Association of Goa (TTAG); and Toronto based Niyak Innovation Network with Tangentia Inc.

To promote and develop small and medium businesses, ICCC is actively engaged in establishing relationships with suburban cities in Canada, solely because SME's generally tend to mushroom and grow in the suburban cities. For India Mission in 2019, the ICCC worked with City of Brampton and His Worship Mayor Patrick Brown along with his team joined ICCC India Mission in three major cities, Chandigarh, New Delhi and Chennai. This effort not only facilitated the City for attracting collaborating opportunities and direct investment, but also helped in branding and showcasing Brampton as a preferred destination in Canada.

For 2019 Mission, the ICCC focused on specific sectors that have acquired greater significance on the bilateral trade. These sectors are Infrastructure Development, ICT & Advance manufacturing, Financial Services, Tourism & Hospitality, Business Immigration, Education and Skill Development.

As Leader of the India Mission delegation, it gives me an immense sense of satisfaction to say that from the overwhelming response to our initiative both in Canada and in India, and from both the government and the private businesses, it is clear that ICCC remains a key catalyst in the Indo-Canada space and its role is widely appreciated. This report illustrates the significance of our initiatives in encouraging bilateral trade and gives an overview of gigantic opportunities in the bilateral sphere

Pramod Goyal
President

ICCC INDIA MISSION 2019

EXECUTIVE SUMMARY

Canada and India relations are on upward trajectory since 2008 in all the sectors. Leaders of both the nations have shown their commitment to develop ties to benefit the citizens of both the countries. The business-friendly Indian government is opening up a number of new avenues of cooperation and collaboration among the businesses of both the countries. India with over 1.4 billion population provides a robust market for Canadian businesses especially in the small and medium segment.

Indo-Canada Chamber of Commerce (ICCC) being the only bilateral trade chamber in Canada India space, has played an important role in enabling and facilitating better trade ties between the two countries, with special focus on small businesses. As the oldest Indo-Canadian business organization with deep reaches within the Indian diaspora, the ICCC has successfully harnessed the community's contribution to the growing bilateral economic relations by becoming a gateway to business and knowledge networks.

The ICCC's India Mission 2019 visited India between February 16 and February 24, 2019. India Mission had meaningful meetings in Chandigarh, Delhi, Chennai, Puducherry, Panaji and Hyderabad. The delegation comprised members from diverse sectors. The delegates met Chief Ministers of Haryana and Puducherry to get the first-hand information from the political decision makers to startup businesses in India.

As proud members of ICCC you will be delighted to know that ICCC launched its first International Council in New Delhi on 18 February 2019. The inaugural event was held at India Habitat Centre, New Delhi. Hon. Suresh Prabhu, Federal Minister for Commerce and Trade, Government of India was the Chief Guest at the event. His Worship Patrick Brown, Mayor City of Brampton also witnessed the inauguration of the ICCC's India Chapter. ICCC's India office will help in more engagements with the Indian businesses on regular basis to promote the commercial ties between the two countries.

In the light of our mandate to explore new opportunities, ICCC's India Mission 2019 delegation visited Puducherry and Goa for the first time. Our Primary focus was to build linkages between Canadian and Indian businesses and familiarize Canadian businesses with the tremendous opportunities that have been opened up in India. The significance and interest of these visits is evident from the fact that ICCC signed three Memorandum of Understanding (MoU's) in Goa alone, with the Goa Chamber of Commerce & Industry (GCCCI), Goa Technology Association (GTA) and Travel and Tourism Association of Goa (TTAG).

The ICCC has identified small businesses as a priority sector for building Brand Canada in India and Brand India in Canada. In India, SME sector comprises 36 million units contributing around 8% to the nation's GDP. Along with this, the SME sector has been successful in providing employment opportunities to millions of people. Currently, the employment opportunities have provided jobs to around 80 million people and above. SME contributes 45% to total manufacturing output and 40% to the exports from the nation.

The numbers are attractive in Canada as well, in total, SMEs employed 90.3 percent (10.5 million) of the private sector workforce, highlighting the important role SMEs play in employing Canadians. SMEs contributing 54.2 per cent of GDP (excluding agricultural SMEs). Canadian SMEs are significant drivers of the economy, hot beds of innovation, and represent future business growth that will contribute tremendously to our national prosperity in the future.





As we know that small businesses have limited resources for exploring overseas markets to become global players in business, the chamber is committed to create opportunities for networking between small businesses, offering substantive insights and highlighting the opportunities available in the growing Indian market.

India Mission 2019 was successful in connecting its delegates with Indian economic organizations, business leaders, political leaders with significant representation in the SME sector and highlighted a growing interest in Canada amongst these business groups and organizations. Chamber's leadership believes that these connections are very crucial for the expansion of Canadian SMEs into the Indian market and will continue to develop these in the years to come.

ICCC would like to thank all the organizations that made this trip a grand success, particularly the High Commission of Canada, the Government of India, Government of Punjab and Government of Haryana, Government of Puducherry and Government of Goa. We are also thankful to our partner organizations in India PHD Chamber of Commerce and Industry (PHDCCI) and Trade Promotion Council of India (TPCI).

Finally, we would like to thank all the delegates without whom the mission has not been possible and our special thanks to Consul General of India Amb. Dinesh Bhatia and Consul Commercial Mr. Saifullah Khan for their support.





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 8th 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)

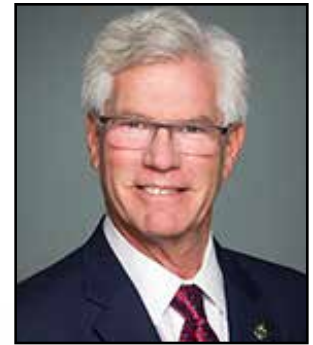
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Minister of
International Trade Diversification



Ministre de la
Diversification du commerce international

Ottawa, Canada K1A 0G2



MAR 01 2019

Mr. Pramod Goyal
President
Indo-Canada Chamber of Commerce
iccc@iccconline.org

Dear Mr. Goyal:

Thank you for your email of January 30, 2019, informing me of the Indo-Canada Chamber of Commerce trade delegation to India, which took place from February 15 to 24, 2019.

As one of the fastest growing economies in the world, India is an important market for Canada, and an increasingly important source country of foreign direct investment. Our two countries enjoy a rich, long-standing relationship, with an estimated 1.4 million Canadians of Indian origin making important contributions in all areas of Canadian society.

As Minister of International Trade Diversification, my mandate emphasizes the importance of diversifying Canada's export markets by increasing access for Canadian businesses to large, fast-growing world markets, like India's. The Indo-Canada Chamber of Commerce and Global Affairs Canada share the same goal of deepening and expanding Canada's and India's mutually beneficial trade and investment relationship.

I take this opportunity to wish the Indo-Canada Chamber of Commerce success in its endeavours and I hope that this visit to India was productive.

Sincerely,

The Honourable Jim Carr, P.C., M.P.
Minister of International Trade Diversification

Canada



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,

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,

A handwritten signature in blue ink, appearing to read "Andrew Scheer".

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



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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)

ABOUT THE ORGANIZATION

The Indo-Canada Chamber of Commerce (ICCC) was founded in 1977. The ICCC is a membership based, volunteer driven, not-for-profit, non-partisan and privately funded business organization representing its members from the Indo-Canadian business and professional communities across Canada.

The Mandate

To promote trade and commerce between Canada and India with support provided to, and received from, various levels of governments and to establish links with global business organizations.

To provide business networking opportunities for our members, sponsors and partners to enable the sharing of ideas, information and experiences in order to promote mutual business success; to create learning opportunities for our members through seminars, workshops and conferences.

To recognize the achievements and contributions of the Indo-Canadian community as a part of the business and social fabric of Canada.

The Vision

The Chamber works hard on behalf of its membership, offering insightful and meaningful policy contributions, and leading initiatives that positively influence the Indo-Canadian economic and social landscape. Our aim is to serve as the premier voice of the Indo-Canadian business and professional community. We are committed to the enhancement of economic prosperity and quality of life of our members.

The Chamber is the country's premier Canada-India bilateral trade and investment facilitator, catalyst and advocate. Our mission includes the promotion and stimulation of bilateral trade and commerce between Canada and India.

We recognize the importance of India as a premier trading partner for business in Canada. The Chamber is a pivotal resource in enhancing Canada-India trade.

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ICCC INDIA MISSION 2019 IN NEWS



ICCC INDIA MISSION 2019 IN NEWS



INDIA MISSION REPORT 2019

CHANDIGARH

Media Briefing

Indo Canada Chamber of Commerce have a press conference at Chandigarh Press Club with over 25 media representatives. The ICCC President Mr. Pramod Goyal along with Vice President Mr. Abu Becker briefed them about the ICCC and its over four-decade old history of working for the promotion of bilateral commercial and trade relations between Canada and India. Mr. Goyal said that Trade & Commerce represents over 60 percent of the Canadian economy and recognizing the importance of the Indian market to Canada. The 2019 trade mission visited Chandigarh, New Delhi, Chennai, Panaji and Hyderabad. The business mission comprises over 24 members including several prominent dignitaries. His Worship Mayor Patrick Brown, City of Brampton is also accompanying the mission to first three cities along with officials of the city of Brampton had numerous business and trade talks with business chambers. Mr. Goyal in a statement said that “we achieved the objective to establish linkages between the small businesses in Canada and India, and we had over 20 interactive sessions with decision makers & business leaders, B2B meetings, seminars and workshops during the mission. The mission was comprised of small businesses and several other prominent individuals, entrepreneurs, professionals and community leaders.



ICCC President Pramod Goyal briefing the media at Chandigarh Press Club

ICCC is champion in promoting the Small and Medium Businesses. In India, sector comprises 36 million units contributing around 8% to the nation's GDP. Along with this, the SME sector has been successful in providing employment opportunities to millions of people. Currently, the employment opportunities have provided jobs to around 80 million people and above. SME contributes 45% to total manufacturing output and 40% to the exports from the nation.



India Mission delegates at Chandigarh Press Club

The numbers are attractive in Canada as well, in total, SMEs employed 90.3 percent (10.5 million) of the private sector workforce, highlighting the important role SMEs play in employing Canadians. SMEs contributing 54.2 per cent of GDP (excluding agricultural SMEs). Canadian SMEs are significant drivers of the economy, hot beds of innovation, and represent future business growth that will contribute tremendously to our national prosperity in the future. Thus, the SME sector is a unique area for international cooperation and collaboration between Canada and India. ICCC is working for connecting the businesses of both the countries since 1977 and looking forward to unlocking the untapped business potential between Canada and India.

Meeting with Hon. K.P.S Rana, Speaker Punjab Assembly

India Mission delegates met Hon. K. P. S. Rana, Speaker Punjab Assembly in Chandigarh. They discussed the various ways to manifold the trade between Punjab and Canada. Hon. Speaker Rana in his welcome remarks said that the Punjab government is working hard



With Hon. K. P. S. Rana, Speaker of Punjab Assembly

for creating industry friendly environment in the state to promote investment from abroad. Punjabi excelled in all walks of life in Canada and now it is time to come back and invest in their motherland. ICCC President Mr. Goyal said that they are visiting the state of Punjab to promote the trade and business relations in sectors such as agriculture and food processing, food security and education.

Meeting with Hon. M. L. Khattar, Chief Minister of Haryana



Interaction with Mr. Manohar Lal Khattar, Hon. Chief Minister, Haryana

India Mission delegation met Hon. Chief Minister of Haryana Mr. Manohar Lal Khattar in Chandigarh for a breakfast meeting. Hon. Chief Minister recalled his earlier visit to the ICCC in Canada in 2015 and meeting with the India Mission delegation in 2018 as well. He said that he is keen to take this relationship to the next level to promote the interests of the people of Haryana. He said that being an agro based economy, Haryana would like to engage Canadian businesses in the development of agriculture, food processing and food safety sectors. ICCC President invited the Hon. Chief Minister to visit Canada again and attend the ICCC's Annual Awards Gala 2019.

Meeting with the Deputy Mayor of Chandigarh



With Mr. Hardeep Singh Buterla, Senior Deputy Mayor, Chandigarh

ICCC led delegation also met Senior Deputy Mayor of Chandigarh and President Shiromani Akali Dal Chandigarh Mr. Hardeep Singh Buterla. Mr. Buterla briefed the delegation about the City of Chandigarh which is popularly known as City Beautiful in India.

Chandigarh has been rated as

one of the “Wealthiest Towns” of India. The Reserve Bank of India ranked Chandigarh as the Third largest deposit centre and seventh largest credit centre nationwide as of June 2012. With a per capita income of ₹99,262, Chandigarh is one of the richest cities in India. Chandigarh’s gross state domestic product for 2014-15 is estimated at ₹0.29 lakh crore (US\$4.3 billion) in current prices. According to a 2014 survey, Chandigarh is ranked 4th in the top 50 cities identified globally as “emerging outsourcing and IT services destinations” ahead of cities like Beijing. Deputy Mayor also shown interest in collaboration with the City of Brampton to learn from each other and adopt good practices in both the cities.

NEW DELHI

Launch of India Chapter of ICCC



Hon. Suresh Prabhu, Federal Minister for Commerce and Trade, Government of India and His Worship Patrick Brown, Mayor City of Brampton, at the launch of ICCC India Chapter in New Delhi.

Indo-Canada Chamber of Commerce (ICCC) launched its India Chapter in New Delhi on 18 February 2019. The inaugural event was held at India Habitat Centre, Delhi. Hon. Suresh Prabhu, Federal Minister for Commerce and Trade, Government of India was the Chief Guest at the event. His Worship Patrick Brown, Mayor City of Brampton also witnessed the inauguration of the ICCC’s India Chapter. Speaking on this historic event ICCC’s President Mr. Pramod Goyal said that the ICCC’s India office will help in more engagements with the Indian businesses on regular basis to promote the commercial ties between the two countries.

Hon. Suresh Prabhu, Minister of Commerce & Trade, Government of India congratulated the ICCC for opening the India Chapter and said that India and Canada can work together in future to take the commercial ties to a new level and hoped that ICCC’s new Chapter in Delhi will play an important role for the promotion of trade and commerce relations between India and Canada. He applauded the work done by ICCC in the last four decades and offered all possible help in promoting the economic relations between the two countries.



Hon. Suresh Prabhu addressing the audience at the launch of ICCC India Chapter in New Delhi.



Pramod Goyal, President, ICCC speaking at the launch of ICCC India Chapter in New Delhi

Meeting with Canadian High Commissioner Nadir Patel



Reception hosted by the High Commission of Canada, H. E. Nadir Patel at Canada House, New Delhi

The delegation was hosted by the High Commission of Canada, H. E. Nadir Patel at Canada House, New Delhi. H. E. Nadir Patel discussed several business issues with the visiting delegation. He discussed the scope of bilateral relations between the two countries. He said that the chamber should play more proactive role in engaging Indian businesses with the Canadian small and medium businesses for starting joint projects. Joint projects will help in generating bilateral investment in both the countries.

ICCC president Mr. Goyal also briefed him about the various interactions of the delegates with other stakeholders in Chandigarh and upcoming meetings in Goa, Chennai and Hyderabad. His Worship Mayor Patrick Brown along with his economic advisory team was also present in the meeting along with Mr. Peter Sutherland a renowned personality. The reception was attended by over 35 eminent persons from Canada and India.

Meeting with Trade Promotion Council of India

Indo Canada Chamber of Commerce delegation met its MoU partner Trade Promotion Council of India (TPCI) in New Delhi. TPCI is an apex trade and investment promotion organization notified in the Foreign Trade Policy. TPCI is also recognized and supported by the Department of Commerce, Govt. of India. During the interaction with the visiting India Mission delegation



Discussion with Trade Promotion Council of India (TPCI) officials in New Delhi

its Chairman Mr. Mohit Singla said that TPCI is an apex trade and investment promotion organization notified in the Foreign Trade Policy. TPCI is also recognized and supported by the Department of Commerce, Govt. of India. We work towards facilitating the growth of Indian industry with global investment & trade opportunities.

Mr. Suresh Makhijani, Joint Director General TPCI and Mr. Kapil Gupta, Joint Director General also explained the

delegates that the council provides strategies for expanding business internationally, by organizing specialized business events and simultaneously working with the Government by providing policy suggestions which are essentially based on inputs collated from research and industry stakeholders. He said that ICCC is their proud MoU partner and will work in future as well. ICCC President Mr. Goyal also invited TPCI to lead a delegation to Canada in 2019 to promote their next year Indusfood event and bilateral trade between the two countries. He also suggested to use each other's business office as secretariat for both the organizations. Mr. Singla applauded the role of ICCC in motivating over 30 Canadian companies to participate in the Indusfood 2019. Both the organisations also agreed to exchange the information to take the partnership to a new level.

Meeting with PHD Chamber of Commerce Delhi



Delegates at the PHD Chamber of Commerce and industry in New Delhi

India Mission delegates were hosted by the ICCC's MoU partner PHD Chamber of Commerce and industry in New Delhi. The PHD Chamber is one of the oldest chamber in India and working closely with ICCC. ICCC delegates were briefed that PHD Chamber of Commerce and Industry is a proactive National Apex Chamber 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, through its research-based policy advocacy role, positively impacts the economic growth and development of the nation.

Meeting with Mr. Udit Raj, Member of Parliament, India



With Mr. Udit Raj, Member of Parliament, in New Delhi

India Mission delegates met Mr. Udit Raj, Member of Parliament and Chairman, Buddha Education Foundation for a lunch meeting. Mr. Udit Raj was excited to meet the delegates and discussed the ongoing collaboration between the two countries in different sectors. He also called several bureaucrats and entrepreneurs who wish to know more about doing Business in Canada. Mr. Raj hosted a reception for the delegates and exposed our member delegates to local business leaders and senior bureaucrats. ICCC president Mr. Goyal briefed them that Canada is one of the world's leading nation to do business in the G-7 countries. Canada is rich in natural resources with a stable & robust financial system and world-class infrastructure with state-of-the-art technology, Canada is world leader in innovation and offering opportunities to unlock its full potential to fulfill the needs of rapidly developing Indian economy. Mr. Udit Raj said that the Government of India is very keen in developing the bilateral business ties with Canada and the Hon. Prime Minister Modi visited Canada to boost the momentum.

CHENNAI

Meeting with Anna University



At Anna University, Chennai with Prof. M. K. Surappa, Vice Chancellor and Dr. J. Kumar, Registrar.

ICCC India mission delegates were hosted by the Anna University at their campus for discussing the cooperation in the education sector. A number of Indian students are studying in the Canadian universities and colleges so the university also wanted to understand the future needs of the students so they can conceive new programs with the Canadian universities to cater the demands of the students through joint ventures and collaborations.

Prof. M. K. Surappa, Vice Chancellor and Dr. J Kumar, Registrar Anna University along with 19 Deans of different departments attended the session with the ICCC India Mission delegates. Prof. Surappa said that the university is already working on a joint project with Canada on 'Cyber-Physical Systems to Support Green Buildings in Smart Cities'. The project is undertaken with IC-IMPACTS Centres of Excellence is a not-for-profit organization, established by the Federal Government of Canada through the Centres of Excellence Program to serve as a pan-Canadian agency responsible for the delivery of research programs in the areas of sustainable infrastructure, integrated water management, and public health, disease prevention and treatment between Canada and India. It is the only Networks of Centres of Excellence (NCE) with a mandate focused on research collaborations between Canada and India. ICCC President Mr. Goyal appreciated the work done by the University and offered ICCC help in identifying projects of mutual interest to work in future. ICCC delegate Mr. Fazal M. Haroon Husain, President - Niyak Innovation Network signed two MoU at the university to promote the education sector.

PUDUCHERRY

Meeting with Puducherry Chief Minister Honorable V. Narayanasamy



Delegates with Hon. V. Narayanasamy, Chief Minister, Puducherry

Hon. V. Narayanasamy, Chief Minister of Puducherry hosted a dinner reception for the visiting India Mission delegation at his office in Puducherry. Hon. M O H F Shahjahaan Maricar, Minister for Revenue, Transport, Industries & Commerce, Information technology, Forest was also present. Hon. Chief Minister said that Puducherry lies in the southern part of the Indian Peninsula. The areas of Puducherry district and Karaikal district are bound by the state of Tamil Nadu, while Yanam district and Mahé district are enclosed by the states of Andhra Pradesh and Kerala respectively. Puducherry is the 29th most populous and the third most densely populated of the states and union territories of India. It has a gross domestic product (GDP) of ₹0.21 lakh crore (US\$3.0 billion) and ranks 25th in India. Hon. Chief Minister briefed

the delegates that the Union Territory (UT) of Puducherry is working hard to promote it as a major tourist destination like Goa as it has numerous natural beauty. Earlier it was under the French and do have its infrastructure reflecting the French architecture and design. The gross state domestic product of Puducherry, at market prices estimated by Ministry of Statistics and Programme Implementation with figures in crores of Indian rupees grew from 184 to 25,819 crore rupees in 2014. Fisheries and Tourism is the main source of income for the UT.

ICCC President Mr. Goyal said that ICCC diversified its visit during this year's India Mission and looking for new opportunities for cooperation and collaborations in the southern part of India as well. ICCC will try to connect the UT with the Canadian entrepreneur to explore the business opportunities available in Puducherry and seek the help and support from the government in Branding Puducherry in Canada. ICCC president also invited the Hon. Chief Minister N Narayanasamy to visit Canada.

PANAJI

Meeting with Revenue & IT Minister Hon. Rohan Khaunte



Meeting with Hon. Rohan Khaunte, Minister for Revenue, Information Technology, Labour and Employment, Goa

ICCC India Mission delegation met Hon. Rohan Khaunte, Minister for Revenue, Information Technology and Labour and Employment, Government of Goa. Minister Khaunte warmly welcomed the delegates in his office and discussed the different possibilities of cooperation between the state of Goa and Canada. He said that the cooperation with Canada in the field of Information Technology is creating jobs for people here as several

Canadian companies has outsourced their work here in Goa. He also referred the tourist inflow from Canada to Goa as the in the winter the weather in Canada is very cold and Goa provides an alternative to the beach loving Canadians. The Minister was looking in cooperating with the Canadian firms for skill development and creating smart infrastructure in Goa. Minister said that he has undertaken initiatives such as LiveFree – free Wi-Fi internet services, sewerage works, door to door garbage collection and segregation, street cleaning programs and hot mixing of roads. He has been lauded for setting up synchronized traffic signals along the National Highway that passes through the constituency. Despite no financial assistance from the government, Rohan has been successful in implementing this project in record time, bringing relief to the residents of Goa.

ICCC President Mr. Pramod Goyal invited the Honorable Minister to visit Canada to further explore the possibilities of cooperation among the business' leaders of Canada and Goa. Goa is a forward-looking state with its rich Portuguese history.

MoU with Goa Chamber of Commerce & Industry (GCCCI)

Indo Canada Chamber of Commerce in its India Mission 2019 signed Memorandum of Understanding (MoU) with Goa Chamber of Commerce & Industry (GCCCI) on 21st February 2019. Goa Chamber of Commerce & Industry (GCCCI) is Goa's premier non-profit business, support-services and networking organization. It represents and liaise with SME's, Corporate Organisations and Government bodies. GCCCI has taken up several issues concerning Goan economy with the Government such as infrastructure development, education, employment opportunities, pollution and waste

management. The Chamber is actively promoting the State as an ideal destination for IT development and under the aegis of Goa Agenda has held various seminars on subjects like 'IT for Society', 'Emerging Markets in IT', 'Outsourcing- Challenges Ahead', 'Incubation Centres - Challenges for Replicating Successes', 'Knowledge as Driver of Goan Economy', 'Alternate Delivery Models in IT Industry' etc.

All these seminars were addressed by the leading IT professionals from Indian IT industry. Mr. Pramod Goyal, President ICCCI and Mr.

Sandip Bhandare, President GCCI in a joint statement said that both The Organisations shall cooperate and do their utmost to further improve and expand the trade and economic cooperation between Goa and Canada. Taking into consideration that such cooperation shall promote the strengthening of friendly relations between the two Organisations and Conscious of the benefits to be derived by both Organisations from cooperation in bilateral trade, the Signing Organisations shall encourage and promote, in accordance with their respective laws and regulations cooperation between the two Organisations in the field of bilateral trade on the basis of equality and mutual benefit and shall determine, by mutual agreement, the areas and subjects of such cooperation.



Signing MoU with Goa Chamber of Commerce & Industry

MoU with Goa Technology Association (GTA)



Signing MoU with Goa CTechnology Association (GTA)

Indo Canada Chamber of Commerce in its India Mission 2019 signed Memorandum of Understanding (MoU) with Goa Technology Association (GTA) on 21st February 2019. GTA is working to create growth opportunities for our members through various initiatives. Various events and training initiatives will

be taken up in the interest of the registered members. An attempt will be made on a regular basis to coordinate with the government bodies to facilitate an opportunistic ecosystem for the growth of the companies in the state. GTA's objective is to create a common platform for representation of the technology community at large all over Goa, as a non-profit organisation, to various forums, suppliers, and government.

GTA is working to benefit the Goan Technology community by creating guidelines and knowledge to help in promoting their technologies, increasing productivity & business ethics, to stimulate business and industrial activity. Mr. Pramod Goyal, President ICCCI and Mr. Mangirish Salelkar, President GTA said that both organisations will work together to exchange the information in order to strengthen trade, technological and industrial cooperation to assist each other in the organisation of international technology exhibitions to benefit the members of both the organisations.

MoU with Travel and Tourism Association of Goa (TTAG)



Signing MoU with Travel and Tourism Association of Goa (TTAG)

Indo Canada Chamber of Commerce in its India Mission 2019 signed Memorandum of Understanding (MoU) with Travel and Tourism Association of Goa (TTAG) on 23rd February 2019. TTAG is the apex body representing the Hotel & Travel Trade in Goa. Its members consist

of Hoteliers, Travel Agents, Tour Operators, Airlines and other allied bodies.

Mr. Pramod Goyal, President ICCC and Mr. Savio Messias, President TTAG said that both the Organisations shall cooperate and do their utmost to further improve and expand the Tourism and Hospitality cooperation between Goa and Canada. Signing Organisations also agreed that they shall encourage and promote, in accordance with their respective laws and regulations cooperation between the two Organisations in the field of Tourism & Hospitality based on equality and mutual benefit and shall determine, by mutual agreement, the areas and subjects of such cooperation. Both the presidents also agreed that wherever possible and appropriate, to exchange information and assist each other in the organization of/or participation in international fairs, tourist exhibitions and promotion events to be held in their respective countries and assist and encourage their members in participating in such events.

Meeting with Director, Panaji Smart City Project

ICCC India Mission Delegates also met the Director In-charge Goa Smart City Project. Goa is also working for converting the city into a mega smart city with all the modern amenities to benefit its citizens for the growth of their businesses.



Meeting Mr. Sidharth Sripad Kuncalienker, Director, Panaji Smart City Project

Mr. Sidharth Sripad Kuncalienker of Panaji Smart City Project said

that the government have embarked on a Mission to make the environment and urban infrastructure of the Panaji City smart, efficient and sustainable through smart technological means and active citizen participation so as to enhance the overall quality of life of the residents. The citizens of Panaji are free spirited in thoughts and words, they share a sense of inclusiveness and belonging towards the City and the City belongs to them. To fulfil these aspirations of the people, we at IPSCDL will develop the Capital City of the State in all its grandeur through the four pillars of comprehensive development of the Smart Cities Mission, i.e., institutional, physical, social and economic infrastructure all in an inclusive and sustainable manner. We hope to reach the destination with the constant support and participation of the citizens.

ICCC India Mission delegates offered the technical help in the development and conceptualize the needs of the city. ICCC President also offered the city officials to get in touch with the City of Brampton and City of Toronto to get the already developed knowhow and desired expertise.

Meeting with Managing Director Goa Tourism Development Corporation



Discussion with Mr. Viplav Desai, Managing Director, Goa Tourism Development Corporation

ICCC India Mission Delegates met Mr. Viplav Desai, Managing Director Goa Tourism Development Corporation. Mr. Desai briefed the delegates that the State of Goa is working on to attract more tourists from across the world. The Goa government has started a number of projects for creating new facilities for the tourists. The government has approved a new airport for the City of Panaji for catering more demands of the tourists and getting more flights in Goa. A unique new beach plan is under consideration to

provide an office atmosphere for the big corporates to work from beach while having the fun at the beach. The concept has been conceived and the work on this will start very soon. Government also improving the conditions of the highways to make them truly hassle free and smooth. ICCC president Mr. Goyal and other delegates also briefed their interests in working closely with the government to strengthen the Canada Goa ties for the promotion of bilateral tourism.

HYDERABAD

Meeting with Mr. Jagan Mohan Rao



With Mr. Jagan Mohan Rao in Hyderabad

ICCC India Mission delegation met Mr. Jagan Mohan Rao to explore the possibilities of cooperation for the development of the bilateral trade and commerce with Telangana and Canada. The possible cooperation at the grassroots level was also discussed.

Visit to T-Hub



At T-Hub, the Technology Hub in Hyderabad

ICCC India Mission delegation visited the Technology Hub in Hyderabad which is popularly known as T-Hub, a dream project of the newly formed state of Telangana for the development of the state with the state of art technologies.

In the presentation to the India Mission delegates it was briefed that T-Hub

leads India's pioneering innovation ecosystem that powers next-generation products and new business models. Incorporated in 2015, it has provided over 1100+ national and international startups with access to better technology, talent, mentors, customers, corporates, investors and government agencies.

The Government of Telangana has taken the path of "Innovation and Entrepreneurship" to make Telangana the most preferred investment destination in India. As a part of this effort the Government is collaborating with industry and premier educational institutes to set up T-Hub – The largest facility for Innovation & Entrepreneurship in the country. The Government intends to bank on the strong talent pool in the state to nurture the next generation of Entrepreneurs. To aid tech start-ups that are in need of financial support, the state is planning to set up a \$ 100 million fund.

Also, the government has conceptualized and initiated TASK (Telangana Academy of Skill and Knowledge) to equip graduates with required skills to reach their goals. Also, the Government of Telangana shall collaborate with Central Government to further propel entrepreneurial activity in the state by providing additional incentives. With excellent infrastructure – both physical and regulatory, financial support, a truly world class city, the Government shall strive towards making Hyderabad the innovation capital of the country.

Meeting with Telangana State Industrial Infrastructure Development Corp.



Meeting officials of Telangana State Industrial Infrastructure Corporation

India Mission Delegation do have a detailed discussions with the Telangana State Industrial Infrastructure Corporation. It is the premier organisation in the state of Telangana, vested with the objective of providing industrial infrastructure through the development of industrial areas.

The corporation has so far developed more than 300 industrial parks spreading over an extent of about 1,21,655 acres (including allotted area)

Visit to Ramoji Film City



India Mission delegation at Ramoji Film City, Hyderabad

ICCC India Mission delegation visited the Ramoji Film City to get the feel of the possible opportunities available with the Indian regional cinema production. The delegation also tried to understand the business avenues available in promoting the Indian regional cinema in Canada. Canada do have a very beautiful landscape for the shooting of these movies as most of the artists and film makers are going to Europe for the shooting. Cinema is a very profitable business and its allied sectors can also generate a lot of work for Canadian small businesses.

BRIEF INFORMATION ON INDIAN CITIES VISITED BY ICCC LED INDIA MISSION

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.

PUDUCHERRY

Puducherry, formerly known as Pondicherry is a union territory, lies in the southern part of the Indian Peninsula. Puducherry is one of only two union territories in India that is entitled to have an elected legislative assembly and a cabinet of ministers. Puducherry is one of the most popular tourist spots for national and international tourists. The potential for fisheries is substantial in this area.

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.

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.

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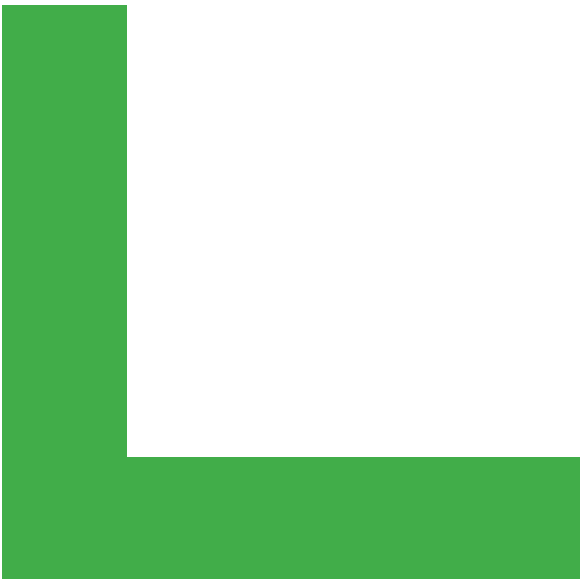
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**FOCUS SECTORS FOR
INDIA MISSION 2019**

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.

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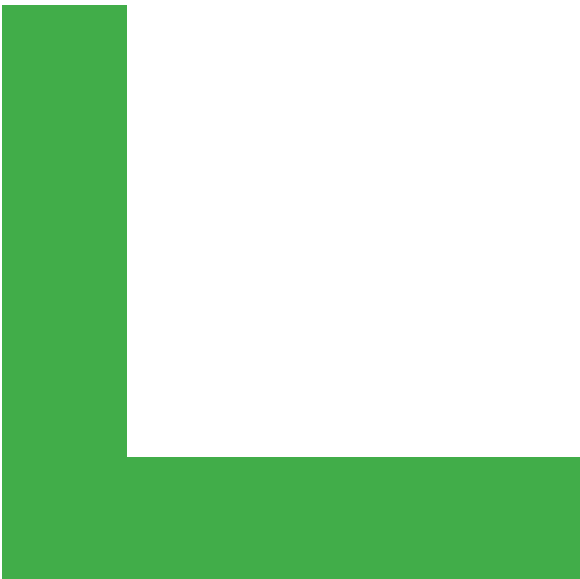
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**FOCUS SECTORS FOR
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ICT & ADVANCED MANUFACTURING



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.





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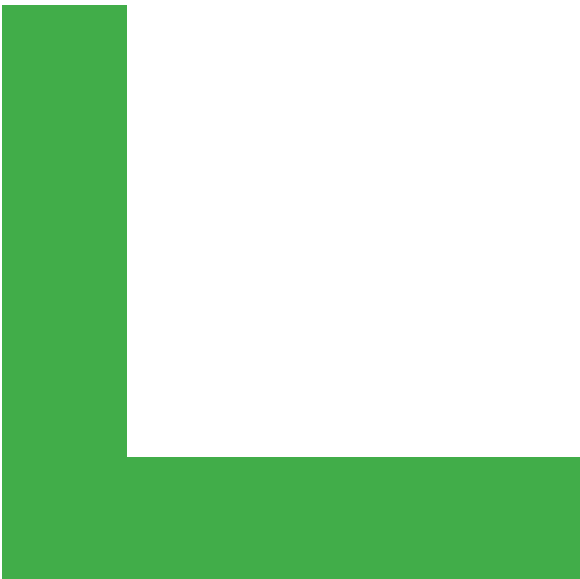
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**FOCUS SECTORS FOR
INDIA MISSION 2019**

FINANCIAL SERVICES



INDIA'S FOREIGN DIRECT INVESTMENT IN CANADA

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

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

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

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

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

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

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



CANADA'S FOREIGN DIRECT INVESTMENT (FDI) IN INDIA

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

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

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

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

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

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

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

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

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

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



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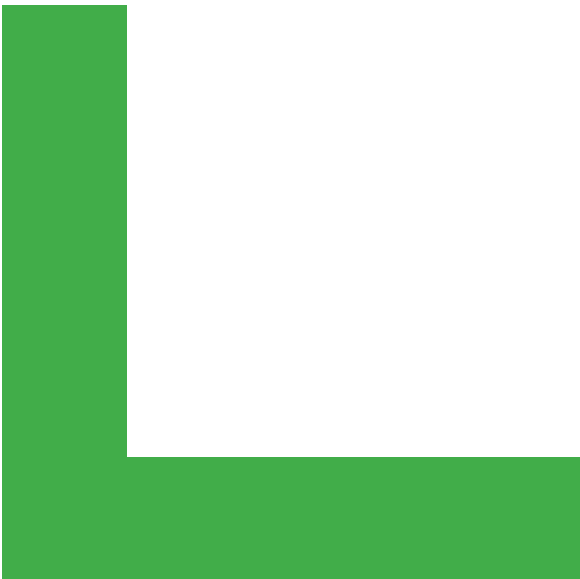
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**BUSINESS IMMIGRATION,
EDUCATION AND SKILL
DEVELOPMENT**



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

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

Visit the Canadian Immigration website for more information.

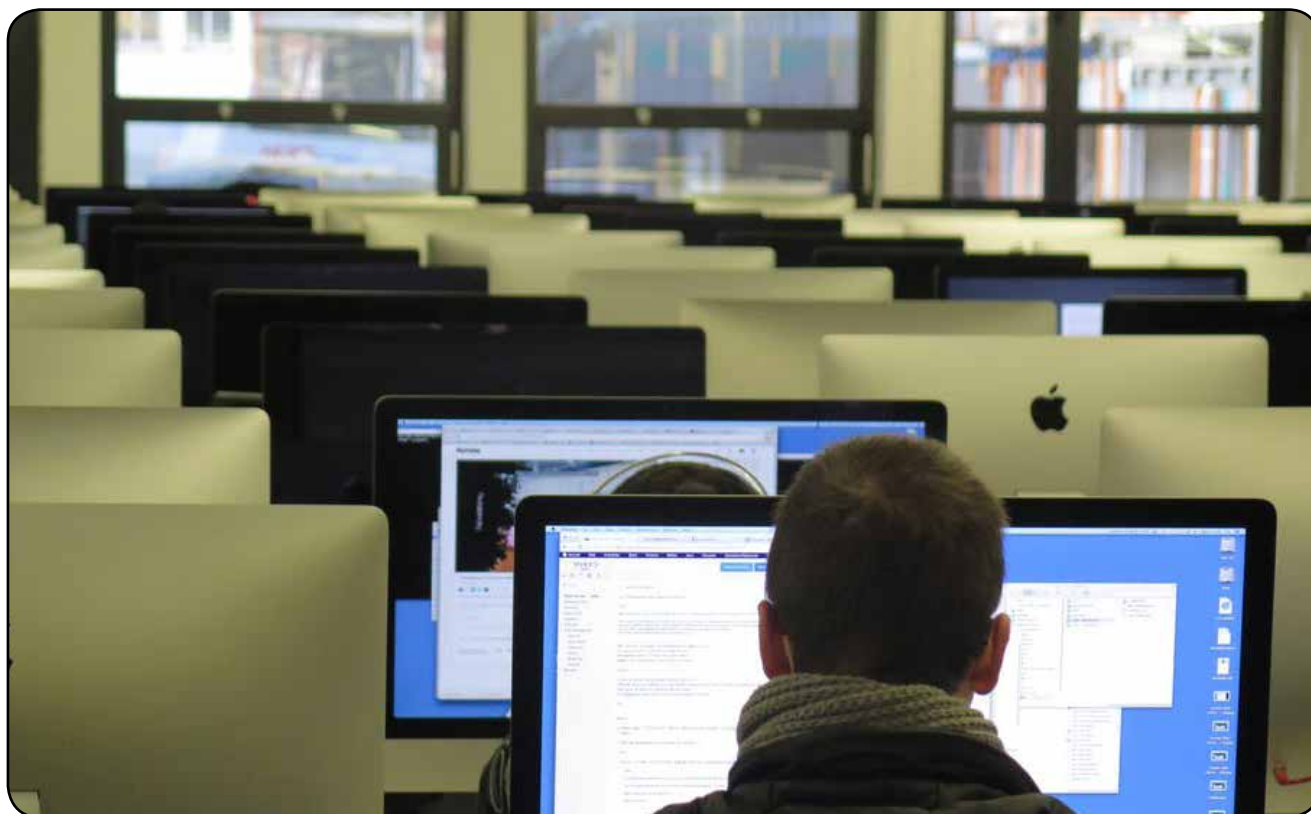
<http://www.cic.gc.ca/english/helpcentre/answer.asp?qnum=653&top=6>

EDUCATION

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

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

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



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

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

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

Canadian institutions should accelerate building partnerships with Indian institutions to provide more visibility as a destination for international education. Increasing partnerships in areas of research, faculty exchange, twinning and joint degree programs will all lead to increased awareness and credibility.

Those already familiar with Canadian education perceive it positively. This may include basic knowledge that Canada is close to the U.S., is English-speaking (and French-speaking), and has a stable and relatively strong economy. With a straightforward, non-interview-based visa process, good post-study work opportunities and post-study immigration options, Canada is an attractive option for Indian students: the key is tapping into the right demographic to promote and recruit.

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

Institutions in India have grown at a CAGR of 11%, while student enrollment has grown at a CAGR of 6%, and the Gross Enrollment Ratio (GER) currently stands at about 13.8%, compared to 60% in the US and Canada, and the 21% average of BRIC countries. By 2020, the Government of India wants to achieve a GER of 30%. The education and training sector in India is estimated to be about US\$40b, with a potential 16% five-year compound annual growth rate. The market size for higher education is projected to increase three times in the next decade to a total of \$115b.

SKILL DEVELOPMENT

Skills are the backbone of a successful economy and a measure of a nation's ability to survive in a global marketplace. Human capital represents an asset with the capacity to enhance productivity, innovation and employability.

This paper focuses primarily on India's need for skills development and analyses the emerging scenario in India with regard to the development of skills and vocational training and entrepreneurialism.

In a major move, the incumbent BJP-led NDA government in India under the leadership of Narendra Modi created a separate ministry for skills development and entrepreneurship in 2014, months after winning the general election.

Hon. Rajiv Pratap Rudy was appointed as the Minister of State with independent charge of the Ministry of Skills Development and Entrepreneurship. In 2017, Dr. Dharmendra Pradhan was entrusted with the responsibility.



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

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

The Ministry also intends to work with the existing network of skill development centres, universities and other alliances in the field. Further, collaborations with relevant Central Ministries, State governments, international organizations, industry and NGOs have been initiated for multi-level engagement and more impactful implementation of skill development efforts.

While industry has started defining their skills requirements, and training methodology, commitments in terms of increased remuneration to skilled workers also need to be made by them. This is necessary to create economic incentive for skilling, and for industry to realize the productivity gains linked with skilled manpower.

The growth and prosperity of all economies remains highly dependent on entrepreneurial activity. Entrepreneurs are the essence of economic growth they provide a source of income and employment for themselves, create employment for others, produce new and innovative products or services, and drive greater upstream and downstream value-chain activities.

Supportive environments are increasingly essential to successful entrepreneurship and these are evolving across the world. The ideal entrepreneurial environment has five pillars: Access to funding, Entrepreneurial culture, Supportive regulatory and tax regimes, Educational systems that support entrepreneurial mindsets; and a coordinated approach that links the public, private and voluntary sectors.

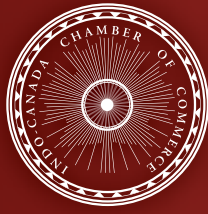
Make in India and Skill India are complementary to each other. The key objective of Make in India is to promote manufacturing in 25 sectors of the economy, which will lead to job creation and consequently need for skilled manpower.

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

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

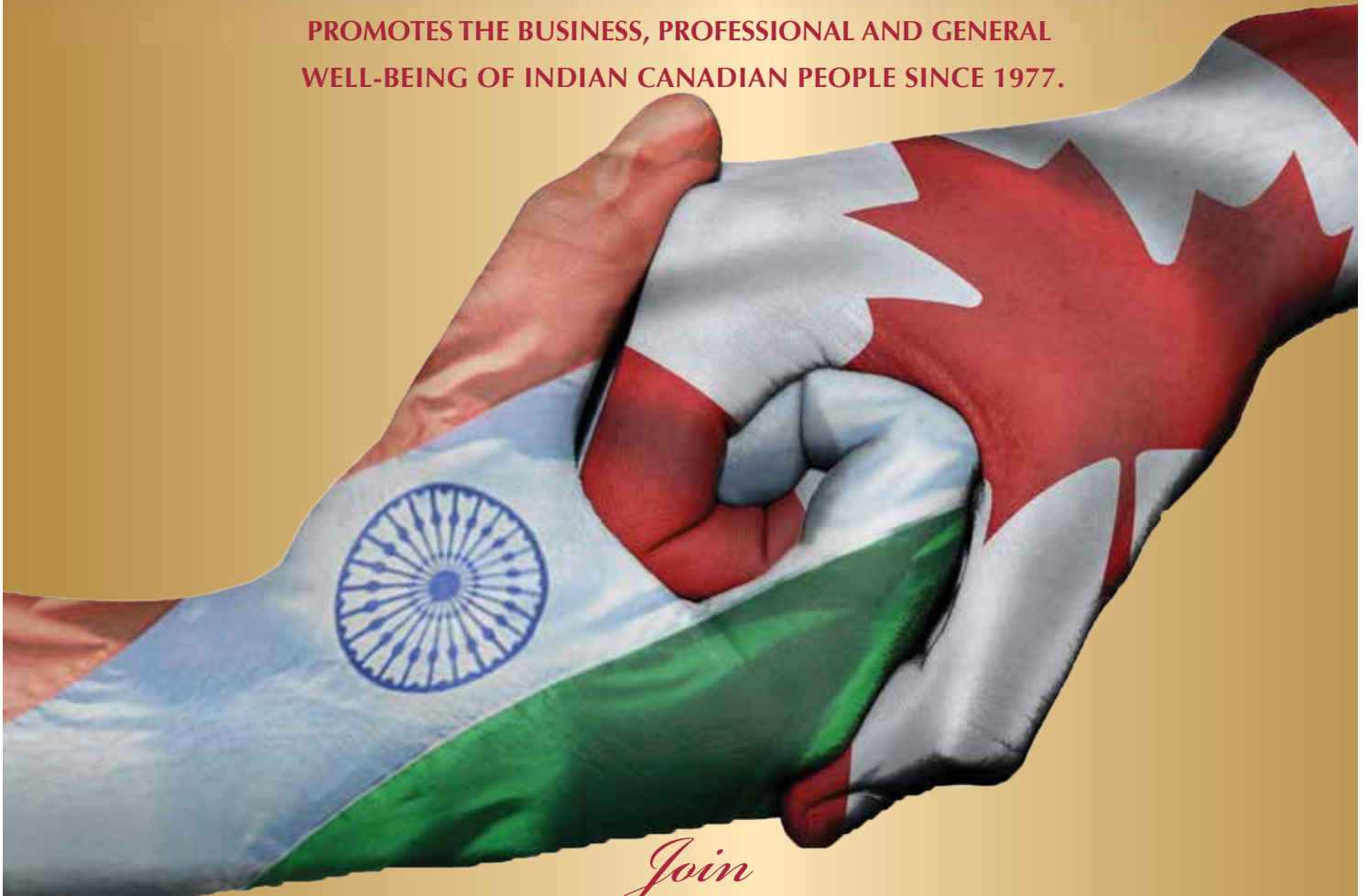
Recent achievements in skills development

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



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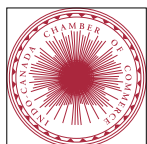


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HOSTING AND PARTICIPATING ORGANIZATIONS

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.

GOA CHAMBER OF COMMERCE & INDUSTRY (GCCCI)



Goa Chamber of Commerce & Industry (GCCCI) is Goa's premier non-profit business, support-services and networking organization. It represents and liaise with SME's, Corporate Organisations and Government bodies. GCCCI has taken up several issues concerning Goan economy with the Government such as infrastructure development, education, employment opportunities, pollution and waste management. The Chamber is actively promoting the State as an ideal destination for IT development and under the aegis of Goa Agenda has held various seminars on subjects like 'IT for Society', 'Emerging Markets in IT', 'Outsourcing - Challenges Ahead', 'Incubation Centres - Challenges for Replicating Successes', 'Knowledge as Driver of Goan Economy', 'Alternate Delivery Models in IT Industry' etc. All these seminars were addressed by the leading IT professionals from Indian IT industry.

GOA TECHNOLOGY ASSOCIATION (GTA)



Goa Technology Association (GTA) is working to create growth opportunities for our members through various initiatives. Various events and training initiatives will be taken up in the interest of the registered members. An attempt will be made on a regular basis to coordinate with the government bodies to facilitate an opportunistic ecosystem for the growth of the companies in the state. GTA's objective is to create a common platform for representation of the technology community at large all over Goa, as a non-profit organisation, to various forums, suppliers, and government. GTA is working to benefit the Goan Technology community by creating guidelines and knowledge to help in promoting their technologies, increasing productivity & business ethics, to stimulate business and industrial activity.

TRAVEL AND TOURISM ASSOCIATION OF GOA (TTAG)



Travel and Tourism Association of Goa (TTAG) is the apex body representing the Hotel & Travel Trade in Goa. Its members consist of Hoteliers, Travel Agents, Tour Operators, Airlines and other allied bodies.

HOSTING AND PARTICIPATING ORGANIZATIONS

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.

TRADE PROMOTION COUNCIL OF INDIA



TPCI is an apex trade and investment promotion organization notified in the Foreign Trade Policy. TPCI is also recognized and supported by the Department of Commerce, Govt. of India. We work towards facilitating the growth of Indian industry with global investment & trade opportunities. The council provides strategies for expanding business

internationally, by organizing specialized business events and simultaneously working with the Government by providing policy suggestions which are essentially based on inputs collated from research and industry stakeholders.

T-HUB



Technology Hub in Hyderabad which is popularly known as T-Hub, a dream project of the newly formed state of Telangana for the development of the state with the state of art technologies. T-Hub leads India's pioneering innovation ecosystem that powers next-generation products and new business models. Incorporated in 2015, it has provided over 1100+ national and international startups with access to better technology, talent, mentors, customers, corporates, investors and government agencies. The

Government of Telangana has taken the path of "Innovation and Entrepreneurship" to make Telangana the most preferred investment destination in India.

ANNA UNIVERSITY



Anna University was established on 4th September 1978 as a unitary type of University. This University was named after Late Dr. C. N. Annadurai, former Chief Minister of Tamil Nadu. It offers higher education in Engineering, Technology, Architecture and Applied Sciences relevant to the current and projected needs of the society. Besides promoting research and disseminating knowledge gained therefrom, it fosters cooperation between the academic and industrial communities. The University is situated in the southern part of the city of Chennai and it is 3 kms. from the nearest Railway Station (Guindy) and 10

kms. from Chennai Airport.

RAMOJI FILM CITY



Ramoji Film City, a magical realm filled with excitement and wonderful surprises at every turn. As the world's largest integrated film city and India's only thematic holiday destination with magic of cinema, there's something special for you here. Spread across a sprawling 2000 acres Ramoji Film City, set up by Ramoji Group in 1996, is a dreamy celluloid journey. Certified by the Guinness

World Records as the world's largest Film studio complex, Ramoji Film City attracts millions of tourists every year from all over India.

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