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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 organisations.

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.



Become a Member

At the Chamber, we believe strongly in the power of association. To facilitate this, we are constantly hosting networking opportunities where business people can meet other business people; professionals can meet professionals and exchange ideas, experiences, and get support. Many entrepreneurs will find the missing link in the room during our event. The room will be full of people who may have the key for your growth, and you may hold the missing puzzle for someone else's growth.

We share with you experiences of two of our members:

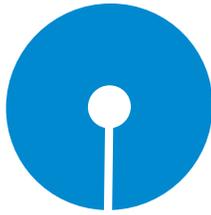
“Being a new immigrant to Canada and looking for opportunities, ICCC provided me an excellent platform to interact with the Indian Diaspora - people of various backgrounds, successful in their respective fields. The entrepreneurial buzz and the interactions with members has certainly provided me insights and kindled in me entrepreneurial aspirations and given me a road map for my future. What has really impressed me is the number of initiatives taken by the Chamber in organizing events and seminars, which keep its members informed and educated on current issues and opportunities. ICCC has laid the platform for me in this country and I would be glad to contribute my time and energy to furthering the cause of the organization.”

Avinash D'Souza, Oak Corporate Advisory

“As a member of various Indian Cultural Associations and the Toronto Board of Trade for more than a decade, it was a pleasure to participate as a member of ICCC. They have put forward multiple networking meetings and seminars which I commend as a “door opener” for many business entrepreneurs, particularly to the SMEs. The opportunity to be a delegate for the India Mission 2013 gave me an in-depth understanding of trade and commerce between India & Canada which was beneficial to achieving my business goals. The ICCC's approach to business entrepreneurs especially to the Indian market was beyond my expectations. Thus, I would strongly recommend businesses to become part of ICCC to benefit from their positive outlook and direction”.

Jai Prakash, Director, Global Cargo Systems Inc.

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Volunteering

Indo-Canada Chamber of Commerce runs on volunteers. Right from the president of the Chamber to the young committee member who helps at the reception desk of our event, the Chamber depends entirely on the services of volunteers.

Volunteering offers incredible opportunities, priceless professional development which can enhance business and careers. Volunteering provides a sense of fulfilment and a perfect platform for anyone wanting to expose their leadership potential. By working with others, sharing experiences and identifying best practices, one starts to identify key qualities and considers how to develop those qualities in themselves.

Serving on a committee is a great way to learn more about the organisation and volunteering is something that anyone can do. Dedicating some time and energy leads to both social and professional gains. These rewards include recognition of skills and expertise which can ultimately result in positions of responsibility.

“When I am asked what is unique about being a Canadian, my answer is: Volunteering. Volunteering is what defines this country and its people. Working selflessly for a cause and contributing to the fabric of the Canadian society – these are the ideals that make this country unique. These are the reasons I volunteer for ICCC. It also gives me several advantages – networking with community leaders, making the right connections with the mainstream Canadian society.”

Anu Jain, Financial Advisor

“As an ICCC member you get all round exposure to the chamber’s activities. The chamber has strong links with many government, trade, business, financial and cultural organizations. The chamber provides many networking events throughout the year which can be leveraged by members to build relationships. The chamber provides ample opportunities to volunteer for its nearly fourteen committees. Personally, I have had the great fortune of volunteering for IT committee where I was able to contribute and build relationships with many individuals and organizations. Volunteering can be of great asset to any new immigrant, wanting to gain Canadian experience and to integrate with Canadian way of life.”

Jaideep Kala, Director, IT and Consulting Services, Satya Consultants Inc.



President's Message — Naval Bajaj

Harper's India visit

One of the most memorable moments I experienced as the President of the Indo-Canada Chamber of Commerce (ICCC) was to shake hands with Dr. Manmohan Singh, Prime Minister of India, in the presence of Stephen Harper, Prime Minister of Canada. To me it epitomized the quintessential position of that Indo-Canada Chamber of Commerce occupies in relation to Canada and India. As enablers of bilateral trade, we complete the triad.

I accompanied Prime Minister Harper to his second India trip in November 2012. The trip gave me a ring-side view to intricacies of diplomatic negotiations, and it also provided an opportunity to be a witness to history in the making.

We at the Chamber have consistently advocated for closer trade relations. However, considering the incremental nature of the gains it may seem that Canada – India ties lack the velocity required to make them meaningful. In fact, many have bemoaned the slow pace of progress, despite several high-powered visits from both countries.

In my view, the relations are now at a level where there is a better understanding of what each country has to offer to the other, and both are cognizant of each other's sensitivities. In this context, the best explanation for the slow pace has come from Prime Minister Harper himself. Attributing the procedural delays in India to its democratic decision making process, he said: "I think when it (India) does progress it has a firmer foundation on which to move forward. I

would say that India in the short-run is less predictable but over time I think I'm more comfortable and certain with where it is going."

I am hopeful that 2013 will also turn into an epochal year. The Comprehensive Economic Partnership Agreement (CEPA) is slated to be signed this year. This agreement will easily take the annual bilateral trade to the \$15 billion mark. Since negotiations for the FTA started, our Chamber has facilitated several interactions between political leaders and government officials both in Canada and India.

In my capacity as the President of ICCC I addressed Canada's House of Commons Standing Committee on International Trade in November 2012. I emphasized that closer economic relations will create opportunities for Canadian entities not only in the Indian market, but through India these entities will be able to reach to the rapidly expanding South Asian market. Similarly, for Indian companies, access to the Canadian market can jumpstart them into the much larger North American market.

Initiatives

Our Chamber has taken several initiatives and redefined some old ones to give a new dimension and direction to bilateral trade. These include a research project entitled Future Agenda for Canada – India Partnership: Unlocking the full Potential, and India Mission 2013. Retired Ambassador Kant Bhargava is pivoting the project that is exploring the benefits of close economic ties by holding a series of roundtable discussions

in Canada and India followed by one to one interviews with some key experts, policy and decision makers.

Another successful innovation is ICCC's annual India Mission. From a humble annual delegation to India to coincide with Pravasi Bharatiya Divas celebrations, ICCC's India Mission has morphed into a multi-city, multi-sector trade mission comprising Canadian entrepreneurs, and political and economic leaders of suburban cities. The Mayors of Brampton and Markham along with their respective economic development departments participated in India Mission 2013 which visited eight Indian cities. The highlight of the mission was Vibrant Gujarat 2013 summit where Canada was a partner country and ICCC was the partner organization.

During the trip, ICCC signed MoUs with several state-based business organizations. In 2013 and 2014, many of these organizations from different Indian states such as Karnataka, Kerala, Punjab, Rajasthan and Gujarat will be leading trade delegations to Canada.

Growth

As a Chamber we continue to grow. Our twin mandates of promoting bilateral trade ties and creating opportunities for the Indo-Canadians has given us a unique charac-

ter of being a business organization with deep reaches within the Indian Diaspora. While we are committed to both our identities, we see our future as a business entity. In consonance with our slogan "We mean business", ICCC launched the Women Entrepreneur and Professionals Committee. The overwhelming response we received from women members of the Indo-Canadian community underlines the fact that as a membership-based organization, we have grown only because we have remained relevant by reinventing and reorienting our goals to meet the new and emerging realities.

As we move ahead, we will constantly redefine ourselves. In this regard an urgent priority that has emerged is to give more meaning and muscle to our national character. The Chamber's governance committee is working on developing a national model for the Chamber, and also to iron out some creases on governance matters. We are also examining our infrastructure needs keeping in mind our near-term and long-term requirements.

As I complete my first year as the President, I am confident that this 36-year-old institution is going in the right direction. I express my sincere gratitude to our members and stakeholders for their continued support to ICCC.



Naval Bajaj greeting Dr. Manmohan Singh as Stephen Harper looks on



THE GOVERNOR GENERAL · LE GOUVERNEUR GÉNÉRAL



It is with great pleasure that I congratulate all those being honoured at the 2013 Indo-Canada Chamber of Commerce's Annual Gala and Awards Night.

Prosperity is—today more than ever—a collaborative project. Tonight's honourees have demonstrated excellence across a broad spectrum of skills. They are entrepreneurs, professionals, leaders, tech experts and philanthropists. Together with their peers, they have forged partnerships and steered projects that have produced wealth and economic growth for their communities and for the country at large. Their outstanding achievements deserve our recognition and praise.

I commend all the recipients on this occasion and I wish them the very best in the future.

David Johnston

June 2013

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PRIME MINISTER • PREMIER MINISTRE

I am pleased to extend my warmest greetings to everyone attending the Indo-Canada Chamber of Commerce (ICCC) Annual Gala and Awards Night.

Founded in 1977, ICCC has evolved into one of the largest membership-based business organizations in the country. As the principal representative voice of Indo-Canadian entrepreneurs, merchants, and professionals, the organization works hard to promote the best interests of its members, advance economic progress, and facilitate trade and commerce between Canada and India.

Tonight, you have gathered to recognize the achievements of an outstanding group of Indo-Canadians. I join with you in saluting them for their hard work, determination, and important contributions to our country.

On behalf of the Government of Canada, I wish you all an enjoyable evening.

The Rt. Hon. Stephen Harper, P.C., M.P.

OTTAWA
2013



भारत का उच्चायुक्त, ओटवा
HIGH COMMISSIONER FOR INDIA
OTTAWA

May 03, 2013

MESSAGE

I am delighted to extend my greetings to the Indo-Canada Chamber of Commerce (ICCC) for bringing out their annual magazine. I also extend my greetings to everyone attending the Annual Gala and Awards Night on June 8, 2013.

India and Canada have witnessed unprecedented close relations during recent years. Our leaders have visited each other's countries. The visit of The Right Hon'ble Prime Minister Stephen Harper of Canada to India in November 2012 has taken these relations to new heights. A number of agreements were concluded during this visit and the bilateral dialogue has been significantly upgraded.

Joint Working Group Meetings have been held recently in the fields of Agriculture, Science & Technology, and Education. A successful visit by India's Finance Minister Hon'ble P. Chidambaram in April 2013 has kept up the momentum of bilateral cooperation.

ICCC has been playing an important role in furthering relations between our two countries. Leading a successful delegation of small and medium businesses to India earlier this year is yet another major achievement of the ICCC.

I would like to extend my support to ICCC for the good work that they are doing in building bridges between India and Canada.

Admiral (Retd) Nirmal Verma
High Commissioner

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Premier of Ontario - Première ministre de l'Ontario



June 8, 2013

A PERSONAL MESSAGE FROM THE PREMIER

On behalf of the Government of Ontario, I am very pleased to extend warm greetings to everyone attending the Annual Awards and Gala Night of the Indo-Canada Chamber of Commerce (ICCC).

It is a privilege to be Premier of a place where diversity is at the heart of the vibrant, caring and inclusive society we have built together. Our differences unite us and give Ontario its strength. I am proud of the Indo-Canadian community and of all the ways you enrich our province and make it a better place for people of every background.

I am also proud of the important work of the ICCC. For over 35 years, this fine organization has excelled in building strong mutually beneficial ties between Canada and India — fostering opportunities for business and trade. By cultivating these relationships and by helping its more than 1,500 members achieve success, the ICCC is also making important contributions to the vitality and economic health of our nation.

I applaud the exceptional individuals being singled out this year with an award. Congratulations — you have earned it! Your success story is also Canada's, and will inspire citizens from coast to coast.

As you come together to celebrate friendship, accomplishment and success, please accept my very best wishes for a memorable evening.

A handwritten signature in black ink that reads "Kathleen Wynne".

Kathleen Wynne
Premier



Message from Canada's Minister of International Trade and Minister for the Asia-Pacific Gateway



I would like to thank the Indo-Canada Chamber of Commerce for its stellar work in strengthening and deepening the special relationship between our two great nations.

For Canada, there are few more natural partners for economic expansion and bilateral cooperation than India. Our countries have a long-standing supportive relationship based on our mutually shared values of democracy and pluralism. We cooperate within the Commonwealth, the G-20 and the United Nations. Canada and India have also set an enviable example for others, having both maintained strong economic performance through recent global uncertainties.

The strength of the ties between our countries is also reflected in our robust people-to-people networks, supported by the one million-plus Canadians of Indian origin. From science and business, to arts and entertainment, the sons and daughters of India contribute to all aspects of Canadian culture and society.

As Canada's Minister of International Trade, I share our business community's enthusiasm for doing more business with – and within – the Indian market. I firmly believe that we have only scratched the surface of our partnership's true potential. Indeed, forging closer Canada-India economic ties is a top priority of our government.

As you know, Canada and India are actively encouraging increased commercial engagement through the ongoing negotiations toward a Comprehensive Economic Partnership Agreement and a Foreign Investment Promotion and Protection Agreement. These negotiations represent an exciting new chapter in our relationship – offering both countries an excellent opportunity to expand trade and investment in each other's markets.

Such pro-trade, pro-investment and pro-business initiatives are especially important in this time of global economic uncertainty. They are sure to unlock the full potential of our trade and investment relationship, benefitting businesses, workers and their families in Canada and India alike.

Sincerely,

The Honourable Ed Fast, P.C., Q.C., M.P.

Canada

Minister
of Citizenship
and Immigration



Ministre
de la Citoyenneté
et de l'Immigration

Ottawa, Canada K1A 1L1



Greetings from the Minister of Citizenship, Immigration and Multiculturalism

I am pleased to extend my warmest greetings to all those attending the Indo-Canada Chamber of Commerce's Annual Gala and Awards Night 2013. On behalf of Prime Minister Stephen Harper, I would like to take this opportunity to thank you for organizing this event and for your continued support of the Indo-Canadian community.

Since its inception in 1977, the Indo-Canadian Chamber of Commerce has worked tirelessly in support of many enterprises and business-minded individuals to help them reach their goals and contribute to Canada's economic growth. This gala and awards ceremony provides us with a wonderful opportunity to recognize the innumerable contributions of Indo-Canadians to our prosperous society.

Both Canada and India are rightly proud of their longstanding democratic traditions and the enduring friendship between our two nations is based as much on our history as on the strong economic and business ties that unite us today. As Prime Minister Harper said: "The Indo-Canadian business community is already helping to keep Canada's economic engine firing on all cylinders, and it will broaden our horizons as we work to compete in the international marketplace."

As Minister of Citizenship, Immigration and Multiculturalism, I would like to thank the ICC for your dedication to strengthening Canada-India relations and to Canadian pluralism. I wish you the greatest of success in your future endeavours.

Sincerely,

The Honourable Jason Kenney, PC, MP
Minister of Citizenship, Immigration and Multiculturalism

Canada



Chief Guest

The Honourable John Baird — Minister of Foreign Affairs

John Baird was first elected to the House of Commons in 2006 and re-elected in 2008 and 2011. In February 2006, Mr. Baird was sworn in as President of the Treasury Board. In this role, he introduced and successfully steered the new Federal Accountability Act through both Houses of Parliament. In January 2007, he was named Minister of the Environment and, in October 2008, he became Minister of Transport, Infrastructure and Communities, where he spearheaded the design, negotiation and delivery of some 12,000 infrastructure stimulus projects across the country. In August 2010, he was named Leader of the Government in the House of Commons. From November 2010 to January 2011, he undertook additional responsibilities as Minister of the Environment. He was named to his current portfolio following the federal election of May 2011.

Prior to entering federal politics, Mr. Baird was a member of Ontario's provincial legislature, where he represented the constituency of Nepean-Carleton from 1995 to 2005. During that time, he served as Minister of Community and Social Services, Energy, Francophone Affairs, Children and Youth Services, and as Government House Leader.

Mr. Baird is a long-time member of the Royal Canadian Legion, an honorary member of the Kiwanis Club of Nepean, and a lifetime member of Canada's largest Association for Community Living. In 2008, he was named a Young Global Leader by the World Economic Forum. Maclean's Magazine and the Historical-Dominion Institute named him 2010 Parliamentarian of the Year, after a vote by his colleagues in all parties in the House of Commons.

Mr. Baird holds a Bachelor of Arts in political studies from Queen's University.



Keynote Speaker

The Honourable Kathleen Wynne — Premier of Ontario

Kathleen Wynne is Ontario's 25th Premier. She was first elected to the Ontario legislature in 2003 as the MPP for Don Valley West, and she became the leader of the Ontario Liberal Party in January 2013.

Kathleen is dedicated to building a better province for all the people of Ontario by providing high-quality services in the most efficient manner. She and her government are guided by the values that knit this province together: fairness, diversity, collaboration and creativity.

Kathleen is focused on the priorities of farmers and Ontario's \$34-billion agri-food industry. To ensure those voices are heard, she is also the Minister of Agriculture and Food.

Kathleen has served as Ontario's Minister of Municipal Affairs and Housing, Minister of Aboriginal Affairs, Minister of Transportation and Minister of Education. As the Minister of Municipal Affairs and Housing, Kathleen finalized a new funding agreement with the federal government to improve access to affordable housing.

In her role as Minister of Aboriginal Affairs, Kathleen worked in partnership with First Nations communities to address issues such as mining development and First Nations land claims, and improving quality of life for aboriginals living off-reserve through affordable housing and recreation programs.

As Minister of Education, Kathleen led the government's efforts to reduce class sizes, implement full-day kindergarten and provide more opportunities for high school students to reach their full potential.

During Kathleen's tenure as the Minister of Transportation, she secured a new transit expansion plan for Toronto including the Eglinton-Scarborough LRT, and oversaw Ontario's largest highway investments, including the Highway 407 East Extension and the Windsor-Essex Parkway.

Kathleen has served as a Public School Trustee in Toronto. She has led citizens' groups in a number of grassroots community projects, and has played a major role as an organizer and facilitator. This experience has contributed to her results-based approach to life, government and community.

Kathleen has three adult children, Chris, Jessie and Maggie, and two granddaughters, Olivia and Claire. She and her partner Jane have lived in North Toronto for more than 25 years.



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Award Winners 2013

Since 1992, the Indo-Canada Chamber of Commerce has acknowledged the achievements and contributions of Indo-Canadians by instituting the following awards:

- Female Entrepreneur
- Male Entrepreneur
- Female Professional
- Male Professional
- Young Achievers
- Technology Achievement
- Corporate Executive
- Humanitarian
- Lifetime/Outstanding Achievement
- President's Award
- Member of the Year



Female Entrepreneur
Raj Girn

*Founder/President/CEO
ANOKHI MEDIA/
Open Chest with Raj Girn*

Founded in 2002 by Raj Girn, ANOKHI MEDIA is North America's longest running pop cultural, life-style, multi-media brand for and about the global South Asian community, which produces and distributes original content for print, online, and live events.

The last decade has seen ANOKHI MEDIA evolve from an award-winning, high gloss print magazine into a multimedia brand that encompasses an online mega site, www.anokhimedia.com, an exclusive event company, a weekly e-newsletter, a growing Social Media network, and 'Open Chest With Raj Girn', a celebrity website featuring one-on-one interviews Raj has conducted with celebrities in personal, engaging conversations.

Raj has spearheaded a corporate mandate to support charity and not-for-profit organizations, where ANOKHI MEDIA has donated media and monetary support and helped raise funds for various organizations such as Human Rights Watch, Heart & Stroke Foundation, Red Cross, Canfar and The United Way.

Raj's 10-year enterprise with ANOKHI MEDIA has contributed to the growth of Canada's economy through employment generation, mentorship and internship opportunities. The company's revenues have grown by over 280% from 2000 to 2013.

Raj has a motivating persona that people, and especially women, find inspiring because she has achieved a rare work-life balance. Besides being a successful entrepreneur for the last two decades, she is a devoted mother to her 15-year-old son, having raised him as a single parent.



Male Entrepreneur
Sujay Shah

President, Shashi Foods & Kii Naturals Inc.

Sujay Shah has a passion for life, leading a well-balanced and active lifestyle. This is embodied in both his corporate and personal endeavours. Using early experiences with his father's business, Shah Trading Co. Ltd., Sujay now follows his own entrepreneurial spirit as President of Shashi Foods and Kii Naturals Inc.

Since it was always part of his vision to develop a business that extends beyond Canada's borders, Sujay moved to New York City at the age of 26 and created STC America, a well-diversified food importer. Today, under Sujay's leadership, he and his brothers run a vertically integrated business, sourcing the best ingredients and developing exciting products for the natural food market, while staying ahead of current market trends.

Sujay's successes include Shashi Foods Inc. winning the CAMSC's Supplier of the Year and being a Finalist for Ernst & Young's Entrepreneur of the Year in 2011. In February, it was announced that Kii Naturals Inc. won the prestigious Deloitte Canada's Best Managed Companies for 2012.

From coaching his son's soccer team, to East Africa where his family contributes to health and clean water initiatives, Sujay also takes both a local and global approach to his community and philanthropic involvement. As a Master/Instructor of Taekwondo, Sujay inspires local teenagers to share in his personal passion for the martial arts. His family legacy, which combines a passion for both food and business, is something he hopes to pass on to his children.





Female Professional Sadhna Joshi

*Associate Professor, Department of
Molecular Genetics, University of Toronto*

Dr. Sadhna Joshi, Ph.D., D.Sc. is Associate Professor in the Department of Molecular Genetics and Department of Laboratory Medicine and Pathobiology at the University of Toronto.

For the past 25 years, research in her laboratory has been focused on the development of genetic strategies for HIV prevention and treatment. For the treatment, she is developing a gene therapy approach whereby patients' own cells will be genetically modified to secrete antiviral proteins.

Four of the proteins tested in her laboratory were shown to confer 99% inhibition of HIV infection. A one-time gene delivery procedure would provide a lifetime treatment and obviate the need for taking antiretroviral drugs for life.

The same antiviral proteins are secreted from strains of *Lactobacillus* that can colonize the vagina and gastrointestinal tract to develop microflora defence for preventing HIV transmission.

As *Lactobacillus* is used to make yogurt, the engineered strains could be propagated and delivered orally. This would represent the most affordable, accessible, nutritious, safe and easy-to-use preventive measure to block HIV transmission.

In 2013, Dr. Joshi received the Pride of India Award (Bharat Gaurav Award) and was selected for the Glory of India Award.



Male Professional Raj Kothari

*Managing Partner (GTA),
PricewaterhouseCoopers LLP*

Raj Kothari broke barriers as the first South Asian partner of Coopers & Lybrand. Now a senior partner with PricewaterhouseCoopers (PwC), he oversees five offices and over 2500 people, across the GTA, and leads the Canadian firm's Asset Management practice. Raj has chaired and served on various committees of the Ontario Securities Commission, Investment Funds Institute of Canada, Alternative Investment Management Association, and Canadian Institute of Chartered Accountants.

His professional expertise and leadership extend far beyond the office. Among his numerous contributions, Raj led the ICCA's growth as President from 1996 to 1998, during which period membership doubled and financial reserves tripled. In addition, he was a founding member of Students in Free Enterprise in Canada, and has served on the Duke of Edinburgh Awards Board of Ontario, the board of ArtScape Inc., the Stratford Festival Board of Governors, and chaired the Stratford Endowment Foundation. He currently chairs the Finance Committee on the Board of the Toronto General and Western Hospital Foundation, and is a member of the Dean's International Advisory Council at Schulich Business School.

In 1998, Raj was awarded the Outstanding Lifetime Achievement Award by the National Indo-Canadian Council. Raj was granted a Fellowship of the Institute of Chartered Accountants in 2003. He was recognized, in 2012, for his contributions to corporate Canada and the broader community with the prestigious Queen Elizabeth II Diamond Jubilee Medal.



**FOR
WHAT
MATTERS.**





Young Achiever
Bilaal Rajan

Youth & Environmental Activist

Bilaal Rajan is a 16 year-old youth and environmental social activist, globally-recognized motivational speaker, published author, accomplished fundraiser, and UNICEF Ambassador. His organization, Making Change Now (www.makingchangenow.com), raises awareness of youth issues to help those in need worldwide. He currently boards and is in Grade 12 at Lakefield College School. He plans to attend Stanford University in the fall after having received more than \$700,000 in scholarships and grants from many prestigious Ivy League schools and Canadian universities.

Bilaal has helped raise millions to date with many initiatives over the last eight years for children's programs around the world like the Canada Kids Earthquake Challenge through UNICEF, which urged young people everywhere to get involved and make a difference in the lives of children devastated by the Tsunami in south-east Asia. Travelling to many countries to personally see how the funds he helped raise were making a difference, Bilaal was also invited to personally meet with Nelson Mandela and Archbishop Desmond Tutu to discuss new ways in which young people can become more socially active.

Bilaal's widely supported global initiative, The Barefoot Challenge, will celebrate its fifth anniversary on June 1st 2013 on International Children's Day, where he lives life without shoes to raise awareness about child poverty.

Bilaal's motto is "Together We Can Make A Difference."



Young Achiever
Sapna Shah

Medical Research Student

Sapna Shah is aspiring to be a physician and will commence her medical education at the University of Ottawa this September. At 16, Sapna became a summer research student at McGill University, and her passion for science and creative thinking were galvanized. She designed a microencapsulated yeast column and tested its feasibility in removing urea during kidney failure. Sapna's research focus was inspired by her friend's ailing parent who was dying of kidney failure. Sapna's research has been published and she was recognized as a Top 20 Under 20 in 2010.

During her undergraduate education at Queen's University, Sapna was the founding vice-president of the Doctors Without Borders chapter on campus and the chair of the Crohn's and Colitis committee. Locally, she has been a volunteer at Markham-Stouffville hospital and an active voice on the Markham Mayor's Youth Task Force.

Sapna's upbringing has instilled a strong sense of consideration and personal responsibility in her. Her fluency in English, Spanish, Hindi and Gujarati enables her to travel around the world and connect on an emotional level with the locals. Recently Sapna travelled to Ecuador where she taught English and Math to street children. While Sapna realizes that no activity she partakes in will ever bring back her friend's father, she continues to pursue her research and volunteering endeavors in the hopes of helping others.



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Corporate Executive Deepak Chopra

*President & CEO,
Canada Post Corporation*

As Chief Executive Officer, Deepak Chopra oversees Canada Post Group of Companies consisting some of Canada's top brands including Canada Post Corporation, Purolator, Innovapost and SCI Logistics. Canada Post operates the largest transportation network delivering 11 billion mail pieces to 15 million addresses across Canada every day. As the largest market-maker for remote commerce Canada Post group enables over \$200b of trade and commerce. With 68,000 employees, Canada Post is one of the largest employers in Canada.

Since 2011, Mr. Chopra is leading the charge to transform this 250 year institution into a more relevant enterprise in the digital economy. Already his efforts to reposition its sleepy parcel business are paying dividends as Canada Post takes a leadership position in delivering e-Commerce solutions for businesses of all sizes.

Educated both in India and Canada with B.Com Honours and MBA, Mr. Chopra was awarded Fellowship by the Institute of Certified General Accountant of Canada for his contribution to the profession. He started his career with Pitney Bowes in the late 1980's and was appointed as the youngest General Manager of this Financial Services division in 1995.

Mr. Chopra serves on the Boards of Canada Post and Purolator Inc. and has served on the Board Toronto Region Board of Trade. He is a passionate supporter of engaging Canada's diverse communities in nation building with particular emphasis on creating meaningful business opportunities for aboriginal entrepreneurs.



Technology Achievement Nilesh Bansal

Founder Sysomos

Nilesh Bansal holds a MS in Computer Science from University of Toronto, and is scheduled to receive his PhD later this summer.

Nilesh founded Sysomos, a leading global provider of social media technology, in 2007 based on this research work. Sysomos serves enterprise clients in over 100 countries, including 70% of the Fortune 50 brands and brands such as Coca Cola, Intel, Unilever, Google, Visa, Microsoft, and Adidas. Sysomos was acquired by Marketwire in 2010, and Nilesh continues to serve as the chief technology officer for the company.

Nilesh's academic research has been presented at various international conferences, including at SIGMOD, VLDB and WWW. Nilesh has also been author of two patents. University of Toronto awarded Nilesh the 2011 Inventor of the Year (co-inventor with Dr. Nick Koudas) for his research.

Nilesh is also active in the startup ecosystem and serves as a mentor for Toronto's two incubators – Mars Jolt and Extreme Startups. Before coming to Canada, Nilesh completed his B.Tech. in Computer Science from Indian Institute of Technology (IIT) Bombay.





Humanitarian
Chandrasekhar Sankurathri

Founder Manjari Sankurathri Memorial Foundation & Sankurathri Foundation

This is a remarkable story of a person who has turned a devastating incident in his life to help others by creating a monument to his loved ones.

He had his early education in India, traveled to Canada in 1967 for higher education and obtained M.S. degree from Memorial University of Newfoundland, and a doctorate from the University of Alberta.

He has worked in the Ministry of Fisheries and Oceans at Nanaimo, B.C., Environment Canada in Ottawa and in Health and Welfare in Ottawa till 1988.

In the tragic incident of Air India, Kanishka, flight 182 on 23 June, 1985 off the coast of Ireland he lost his entire family, his wife Manjari and two children, Srikan and Sarada. After that tragic incident he has turned his love and affection towards serving the poor by dedicating his entire life and achieved extraordinary results.

He has established Manjari Sankurathri Memorial Foundation (MSMF) as a registered charity in Canada and established Sankurathri Foundation in India.

During the last 25 years he has educated over 2,500 rural children, free vocational training to over 450 rural youth, eye care to about 2 million patients and restored eye sight to 200,000 blind patients. Most of these eye care services (90%) are free for the poor and needy.

His work has recognized worldwide, especially in Canada through several documentaries, print media and radio broadcasts.



Lifetime / Outstanding Achievement
Jagannath Wani

Social Worker and Philanthropist

A professor emeritus of Statistics and Actuarial Science at the University of Calgary, Jagannath Wani spent decades building bridges between Canada and India. He invited musicians and dancers from India to perform in Canada, helping to enrich the cultural community in his adopted home.

For this, he supported a Canada-wide network of societies promoting Indian classical music and dance. He founded Maharashtra Seva Samiti Organization that relies on Canadian funds and expertise to provide essential services to India's homeless and destitute.

In a span of 29 years the organization provided seven million dollars for assisting these less privileged. To assist the selfless workers in India he produced a dozen documentaries.

An advocate for mental health, he is a founding member of the Schizophrenia Society of Alberta and the Schizophrenia Awareness Association in India. To create awareness about schizophrenia he arranged finances to produce a movie, Devrai, which received 15 awards at national and international levels, including silver medal from the President of India in 2005.

He also initiated and arranged finances for two other awareness movies, *Ek Cup Chya* (on Right to Information Act) and *Doctor Baal Bolat Nahi* (on problems facing the hearing impaired children).



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President's Award Stewart Beck

High Commissioner of Canada to India

Stewart Beck is the High Commissioner to the Republic of India with concurrent accreditation to the Kingdom of Bhutan and to Nepal. He joined the Department of External Affairs and International Trade in 1982 and served abroad in the United States, Taiwan and the People's Republic of China. In Ottawa, he has held a number of positions, including director general of the North Asia Bureau, director general responsible for senior management and rotational assignments and assistant deputy minister for international business development, investment and innovation. He was consul general in Shanghai and prior to his posting to India, he was consul general in San Francisco. He and his spouse, Brenda, have three sons.

Mr. Beck's background has been particularly relevant to the government's goal of expanding bilateral trade and commercial ties with India. Being a trade commissioner and having opened Canadian Government Trade Offices in Silicon Valley and Miami his focus has been on economic diplomacy and his approach has been entrepreneurial in nature.

His background and skills have been instrumental in promoting the Canada's strategic value for India. The number of Canadian companies actively engages in the Indian market has almost trebled and Canada is now recognized as being a key partner for energy and food security and in the education and infrastructure sectors.



Member of the Year WEP Committee

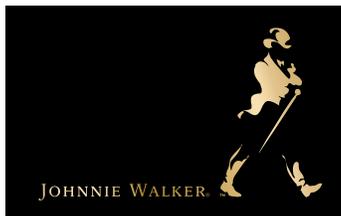
Indo-Canada Chamber of Commerce (ICCC) has had a long history of adapting to the new developments within the community. During the last 15 years or so, ICCC has initiated several measures to reflect the changing needs of its members and its stakeholders.

Continuing its dynamic approach of adaptability, on March 8, 2013 – the International Women's Day – ICCC launched the Women Entrepreneurs & Professionals Committee.

The core committee comprising Ravi Malhi, Mini Khurana, Ginni Sethi, Smita Dayal and Shibani Sahney dedicated themselves to building the committee and induct women entrepreneurs and professionals from the community as members.

Their single-minded and sincere efforts bore remarkable results. Within a month of its formation, the committee enrolled over 150 new members. The committee introduced innovative program formats that while focusing on women's issues adopted a participatory and celebratory approach.

The committee has created a platform for Indo-Canadian women to share their experiences as well as learn about new issues that would help them in their business and profession.





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Board of Directors & Advisory Board 2012-2013

ICCC ANNUAL MAGAZINE 2013

Board of Directors 2012-2013



Naval Bajaj *President*

Naval Bajaj is a dynamic entrepreneur and Business Consultant at 7-Eleven Canada. He holds a Master of Engineering, MBA and Bachelors of Law. A firm believer in the process of globalization and global market integration, he helped several new businesses in the booming Indian economy in retail and provides insights for Indian and Canadian firms in the import-export business. He is the Chair of Greater Toronto Business Alliance (GTBA) and a member of the Advisory Committee of Canada's Chief Negotiator on CEPA with India. Naval was invited to Prime Minister Stephen Harper's roundtable on economic affairs and was a member of the trade delegation that accompanied the Prime Minister to India in November 2012. Naval has been honored with South Asian Professional of the Year award, RANA President's Award and Queen Elizabeth II Diamond Jubilee Medal in 2012.



Puneet S. Kohli, *Vice President & Corporate Secretary*

Puneet S. Kohli is a partner with the law firm of Simmons da Silva & Sinton LLP, where he heads the firm's Business Law Group. He has developed expertise in international transactions, in particular with the Indian subcontinent, and has been involved in every aspect of business creation and expansion to and from the Indian subcontinent. He works closely with his clients to fulfill their needs in a changing world.



Sanjay Makkar *Vice President & Director, Affinity Programs*

Sanjay Makkar is the founder and President of KMI Brokers Inc. and InSureU Insurance & Investments Solutions Inc. operating out of Port Credit, Mississauga. It is a full service premier professional service firms, providing brokerage services, advice and solutions in Property & Casualty Insurance marketplace, Risk Strategy Consulting, Personal/Health Insurance, Group Benefit Plans, Retirement, Estate and Succession planning. Sanjay had been involved in numerous community and civic initiatives.



Dharma P Jain *Vice President & Director, Finance*

Dharma Jain, based in Brampton, is a finance professional and practicing CGA. He also holds a number of international qualifications including Certified Public Accountant (CPA, IL), Chartered Accountant and Bachelors of Law from India. Dharma has more than 20 years of international experience both in public accounting and industry. He specializes in structured business financing, business consulting and advisory, compliance and assurance, business restructuring, risk management, and taxation.



Jagdish Bajaj *Vice President & Director, Programs & Events*

Jagdish Bajaj is entrepreneur in construction and renovation. He is the President of Tango Kitchens, a growing kitchen remodeler, serving homeowners, contractors, renovators and custom builders. Prior to Tango, he founded Decorstone, an importer and distributor of natural stone. Before moving to Canada from Hong Kong in 2003, Jagdish worked in Information Technology, where he gained extensive experience and held senior positions in verticals like Retail, Banking and Financial Services.



Aditya Vasudev *Director, Trade & SME*

Aditya Vasudev is Senior Manager, Commercial Banking at ICICI Bank Canada, responsible for the Bank's Commercial Lending portfolio, Trade Services sales and involved in developing business banking products. He has been working with ICICI Bank since 1999 (India) and transferred to Canada in 2004. In Canada, Aditya has worked in a number of important roles including Area Manager for Branches in Eastern Canada and Head of Business Banking.



Mukesh Bhardwaj *Director, Membership*

Mukesh Bhardwaj is a lawyer at Bhardwaj & Associates Lawyers. His area of expertise is criminal trials, immigration and real estate. He is providing high quality, cost effective, and personalized client service. He has earlier worked at Juriansz & Li Barristers & Solicitors and at Dutt & Associates in Delhi. Mukesh holds an LLB from Queen's University and his interests include playing cricket and being outdoors with family and friends.



Avi Goel, *Director Young Professionals & New Immigrants*

Avi Goel is a Vice President of Blair Franklin Asset Management, where he advises on the firm's investments in Canada and Australia. He has been an active member in a number of South Asian organizations including the Agarwals based in Canada and Rajasthan Association of North America (Canada). Avi completed his Bachelors from the University of Western Ontario and his Master of Finance from the University of Toronto.



Geetha Ramesh *Director, Council Operations*

Dr. Geetha Ramesh has championed and led several community services. She has been the recent recipient of "Bharath Gaurav" award from India and the Immigrant of Distinction award from Calgary. She has got the voluntary award appreciation from the "Stars of Alberta". She has been awarded the Queen Elizabeth II Diamond Jubilee Medal in 2012. Geetha is the Principal and Director for Environmental Management with Worley Parsons in Canada.



Mike Mehta *Director, Business Development*

Mike Mehta has over 35 years of entrepreneurial and business development experience. He has built multiple companies of up to 300 employees. Mike is the Managing Director of EXIM-CAN Canada and CEO of SCR Ltd. He was Past President of FEP Search Group. He is member of the HR Committee of Canadian Manufacturers & Exporters (CME), Board of Trustee member and a Lifetime Trustee of Sanatan Mandir Cultural Centre, Markham.



Ramesh Jain *Director, Special Projects*

Ramesh Jain has extensive experience in the co-ordination of all aspects of mechanical construction for primarily institutional construction. He has worked in energy conservation and capital project investment in 88 buildings. He has been managing 6,000 units and a staff of 42 technicians. Ramesh has developed a special project for the Chamber that will focus on enabling new immigrants and trained professionals into small businesses entrepreneurs in Canada.



Tony Chawla *Director, Infrastructure*

Tony Chawla is the President / Broker of Record for HomeLife/Diamonds Realty Inc Canada. He manages a hard working team of over 60 salespersons in the real estate sector and his realty firm is among the top 5% firms working in the same field in Canada in terms of gross sales commission. He is a pharmacist by profession and has extensively worked in the social sphere in India.



Satish Thakkar *Immediate Past President*

Satish Thakkar is a Chartered Accountant from India and CGA from Ontario with a background in providing finance solutions and business & transaction advisory consultation. He is experienced in corporate and personal financial planning by providing debt and equity solutions. Satish is the recipient of the South Asian Professional Award by Mid-Week Weekly, the Top 25 Immigrant Award of the Canadian Immigrant magazine and Queen Elizabeth II Diamond Jubilee Medal.



Advisory Board 2012-2013



Alok Mukherjee

Dr. Mukherjee has been Chair of the Toronto Police Services Board since September 2005. He is the first South Asian to occupy this position. As President of the Canadian Association of Police Boards and a Past President of the Ontario Association of Police Service Boards, he is actively involved in efforts to promote community-based policing under civilian oversight. He is frequently called upon to speak on policing issues in Canada.



Mark Bolger

Mark Bolger is Regional Manager of Asia with the International Business Development Group of Export Development Canada (EDC). Since 1990 Mark has been actively involved in EDC's Asian portfolio and is responsible for managing EDC's business and partnership relationships in the region, providing strategic advice to Canadians on export risks & opportunities and creating business linkages between EDC's clients and many of Asia's leading corporate and public sector entities.



Sampat Poddar

Sampat Poddar is founding president and CEO of Byrex Gems Inc. He developed the company as a major supplier of precious stones and jewelry with its offices in Montreal, Hong Kong, Bangkok and Jaipur (India). He has been an Adjunct Professor, Business Finance, Pace University, New York. He also developed various tax and royalty incentive programs to promote Oil and Gas Exploration and development activities for the Government of Alberta.



Suresh Thakkar

Suresh Thakkar is a highly respected member of the South Asian community recognized for his humility, selflessness and dedicated leadership. He is active in public advocacy areas including multiculturalism, diversity, the role of visible minorities, and mentoring youth. Suresh is President of Ramatima Inc. He is a past Commissioner and Director of Ontario Securities Commission (OSC) and a retired RBC Group Executive.



Steve Gupta

Steve Gupta is an acclaimed entrepreneur. He came to Canada 40 years ago with \$108. He has built a new hotel every year since 2004 and owns and operates 15 hotels valued in excess of \$400 million, creating 1,250 new jobs. What defines him and makes him worthy of recognition is not only his stunning success in business but his determination to be the very best Canadian: humble yet creative and ambitious for the country of adoption.



Vasu Chanchlani

Vasu Chanchlani is a serial entrepreneur and a passionate philanthropist. He has instituted three awards: CIF Chanchlani Global Indian Award, CNIB Chanchlani Global Vision Research Award and Chanchlani Global Health Research Award. He has set up \$25 million endowments at Chanchlani India Policy Centre at University of Waterloo, Chanchlani Research Centre at McMaster University, and the Centre of South Asian Civilization at U of T.



Vikram Khurana

Vikram Khurana is founder CEO of Prudential Consulting Inc in Toronto. He has founded many India-centric businesses such as Leading System Consultants, a company engaged in IT staff augmentation, established in 1995, and Prudential Chem Inc., a company involved in marketing pharmaceutical formulations and ingredients, established in 2004. He is board member of Global Reach, a company that owns IT consulting companies in India, US and United Kingdom.

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Nita Shastri, Co-Chair
Swati Singhal, Co-Chair

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Ravi Iyer
Irwin Besant Raj
Kanuj Gupta

Energy

Kanwarjit Dhanjal, Chair

Members

Arjun Krishna Vijaykumar
Deepak Paul
Sushil Shah

Finance

Dharma P. Jain, Vice President & Director
Brij Sharma, Chair

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Ashok Baghwala
Harry Chana
Krishan Prabhakar
Sandeep (Sandi) Sethi

IT

Jagdish Bajaj, Vice President & Director
Jaideep Kala, Chair

Member

Puneet Goyal

Mining

Naval Bajaj, President, ICCC
Indira Singh, Chair

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Sampat Poddar
Bhushan Vora
Glen Nolan

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Aditya Rebbapragada
Satish Thakkar

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Jagdish Bajaj, Vice President & Director
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Satish Thakkar, Immediate Past President, ICCC
Kant Bhargava, Senior Advisor, ICCC

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Ginni Sethi
Shibani Sahney
Mini Khurana

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Anupriya Gupta
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Manjini Jacob
Poorva Dutt
Purna Barot
Rachit Khanna
Shreya Tekriwal
Utsav Arora



Members of the Young Professionals Committee with ICCC President and other guests



ICCC board with Preeti Saran and Don Stephenson

Business Development

The Business Development committee was formed in July 2012 – an initiative undertaken to expand ICCC's scope of activities.

Among the main objectives of the committee are:

- Promote business ties between Canada and India, including but not limited to, joint ventures and investment, organizing trade delegations and other areas of collaboration
- Offer advice to governments on policies and programs affecting Canada's relations with India in the business sector and to serve as a forum for exchange of information and views between small businesses of Canada and India
- Provide information and advice to small businesses from both countries with respect to trade and investment matters and to conduct programs and carry out research designed to promote bilateral trade and investment
- Mobilize online resources for sharing information between ICCC and other like-minded groups in India and Canada
- Develop an interactive database that can be utilized within the business community to benefit users in both countries
- Organize seminars to educate Canadian and Indian businesses on bilateral trade

Mike Mehta, a serial entrepreneur with over three decades of experience of doing business in Canada and India, was invited to join the board of directors and head this committee.

The committee was entrusted with the onerous responsibility of India Mission 2013.

In September 2012, the committee organized the launch event for India Mission 2013 where Don Stephenson, Canada's Chief Negotiator for the Comprehensive Economic Partnership Agreement (CEPA), was the keynote speaker. Consul General of India in Toronto Preeti Saran was the guest of honour.

Right thereafter, the recruitment of delegates and finalizing the itinerary for the mission commenced. To the committee's credit, the India Mission 2013 delegation was the largest-ever that ICCC organized since it began to lead a delegation to India in 2003.

Following the mission, Mike and the committee also participated in the finalizing the report of India Mission 2013 that was released by Brampton's Mayor Susan Fennell in February 2013. The committee plans to start working on India Mission 2014 from July and make it an even bigger success.

Team

- Mike Mehta, Director
- Nita Shastri, Co-Chair
- Swati Singhal, Co-Chair
- Ravi Iyer, Member
- Irwin Besant Raj, Member
- Kanuj Gupta, Member

Mining

Annually, ICCC holds a reception for high-powered delegation that comes from India to attend the PDAC convention in Toronto. During confabulations with experts in mining and natural resources sector from Canada and India, a suggestion was made by the Indian delegation that ICCC should form a committee to explore Canada-India collaboration in the mining sector.

With a view to enable members and stakeholders take advantage of the emerging opportunities in new spheres, ICCC launched the Canada-India Mining Committee (CIMC) in March 2012. Indira Singh, a senior official with Ontario's Northern Development and Mining Ministry was appointed the chair of the committee.

Explaining the genesis of the committee, Indira Singh observes, "The committee has started to match Canada's capabilities with India's needs. There is a natural alignment between the growing demands in India and Canada's mining expertise and technologies."

The committee is serving as focal point for promoting trade and investment between Canada and India in the mining and mineral sector development and provide a collaborative platform for networking and sharing market intelligence.

In 2012-13, the committee organized four major events to fulfil its mandate. The events include:

- Roundtable discussion in October 2012 on miner-

al sector opportunities in India and Canada held at Thunder Bay in collaboration with Thunder Bay Chamber of Commerce & Thunder Bay Community Economic Development Commission.

- In December 2012, the committee organized the first Canada-India Mining Forum to discuss cooperation between Canada and India in the mining sector. The forum witnessed participation from federal and provincial governments, trade bodies and industry associations, as well as professionals such as bankers and lawyers associated with the mining sector.
- A roundtable with Vishweshwarya International Trade Centre (VITC), the nodal agency for Karnataka's international trade, in Bengaluru in January 2013 to discuss the possible areas of collaboration between Karnataka's mining sector and Ontario companies.
- The annual reception for the Indian delegation to PDAC held every March.

Team

- Indira Singh, Chair
- Naval Bajaj, President, ICCC, Member
- Sampat Poddar, Advisory Board, ICCC, Member
- Bhushan Vora, Member
- Glen Nolan, Member
- Tushar Pandey, Member
- Aditya Rebbapragada, Member
- Satish Thakkar, Immediate Past President, Member



R.H. Kwaja, India's Deputy Minister of Mines (right) with other guests at ICCC reception

New Immigrants

The New Immigrant Committee was formed in 2010 to help the newcomers through mentoring programs, networking events and to make them aware of how they can become the part of main-stream Canadian society.

The main objective of the committee is to help skilled newcomers by matching them with a mentor with similar background; to assist them with developing their professional networks to increase understanding of Canadian workplace culture to strengthen the knowledge of community resources and linkages to settlement services, skill development, job search resources, language and literacy programming among other services.



Participants at resume writing workshop, with Srinu Iyengar

The committee launched its mentoring program for new immigrants in 2011 and has completed four modules till date. The fourth module was the biggest and catered to 21 mentees. All the mentees were matched with 13 professional mentors as per their requirements from a variety of sectors such as aerospace engineering, mechanical engineering, marketing and communications, banking and finance, digital media, finance, import and export business, insurance, investment, information technology and legal services. All the mentors were selected from the pool of professional talent available within the Chamber's membership.

The program was conducted over five technical sessions and covered topics such as:

- Skill development
- Understanding the Canadian work culture
- Resume writing
- Interview handling
- Job search techniques

Aviral Goel, Director, ICCC's New Immigrants Committee took the initiative to introduce young successful professionals to the newcomers through a number of networking events such as Chai with CEO, business and social events.

I would like to thank ICCC for initiating and developing such a wonderful program which is helping newcomers to achieve their dreams

The program resulted in some success stories e.g. Mr. Nikhil Parchure responded to chamber's call for applications for the fourth round of the mentoring program. He described his sense of elation thus: "One fine day in August I got a mail from ICCC on a mentorship program. I was shortlisted as a mentee and in September we had the first session which was a formal introduction to the program. Mr Sanjay Makkar was assigned as my mentor and as the program had defined we had our first meeting." Nikhil observed that meeting Sanjay was one of the "best days since my landing." He noted that the ICCC is doing a great job connecting newcomers to successful professionals from the same industry. "I would like to thank ICCC for initiating and developing such a wonderful program which is helping newcomers to achieve their dreams."

Team

- Avi Goel, Director
- Ashok Baghwala, Chair
- Manu Datta, Member
- Sunita Vyas, Member



Programs & Events

The mandate of the Programs and Events committee is to conceptualize, organize and execute various business and social networking events and meetings to benefit the needs of the general membership. It committee facilitates the ability to introduce discuss and debate ideas and opportunities of relevance and interest to the general membership.

It is responsible for providing a unifying umbrella for all other committees of the Chamber. The committee is mandated to provide creative and organizational support to all other committees as requested.

Displaying unparalleled organizing skills, the Programs and Events committee put together a scintillating show at the Winter Gala

The committee is the life and soul of ICCC. While primarily responsible for organizing the two marquee galas – the annual and the winter galas, the committee contributes in a large measure to the success of the events that ICCC organizes each year. In 2012-13, the committee helped ICCC organize over 100 events.

Jagdish Bajaj, Vice President and Director, was entrusted with the responsibility of heading this committee in July 2012. He had been instrumental in making the 2012 Annual Awards & Gala Awards Night in June 2012 an unprecedented success working in tandem with Hanjit S. Kalsi.

Jagdish devoted several hours working on the audio-visual and the film segments of the annual gala. It was

thanks to his innovations that for the first time, the annual award winners and sponsors were given a personal CD of their award presentation. Similarly, the audio-visual presentation was unique in the way it used the venue as a backdrop to create stunning imagery that suffused and blended all components.

The committee organized the Winter Gala (formerly called the Holiday Dinner & Dance) in December 2012, where ICCC recognized its stars by honouring them with the Queen Elizabeth II Diamond Jubilee Medals. ICCC's list comprised 25 prominent Canadians who had contributed to the ICCC's growth over the years. Once again, displaying unparalleled organizing skills, the Programs and Events committee put together a scintillating show for over 600 guests. It was a show that beat all previous winter galas of the Chamber in terms of the pomp and pageantry.

Jagdish has also taken on the responsibility of being the master of ceremonies at some of the more important events that ICCC organized in 2012-13. Using his considerable public speaking skills, he succeeded in creating interest among the guests by his easy repartee and insightful observations to add to the quality of the events.

Team

- Jagdish Bajaj, Vice President & Director
- Mini Khurana, Chair
- Ripal Sanchala, Member
- Dennis Bhui, Member
- Kriti Mistry, Member
- Smita Dayal, Member

Women Entrepreneurs & Professionals

ICCC formed the Women Entrepreneurs and Professionals (WEP) committee on 8 March 2013 to coincide with the International Women's Day. In recognition of the rising role of Canadian women of Indian origin in the social and economic fabric of Canada, the ICCC launched the WEP committee.

The committee's primary focus is to provide a platform for women entrepreneurs and professionals and work to augment ICCC's membership in that demographic.

The stupendous success that WEP has received in the last few months is a clear indication that the formation of such a committee was something that the Indo-Canadian community in Canada wanted. The committee has raced ahead in building membership.

The committee comprises Ravi Malhi, Chair; Smita Dayal, Co-chair; and Managing Committee members Ginni Sethi, Mini Khurana, and Shibani Sahney.

On the formation of the committee, ICCC President Naval Bajaj noted that seen in isolation, the formation of WEP may seem like a major step. However, when seen from an evolutionary perspective, it will show that the Chamber's dynamism to stay relevant to its constituents and build its constituency amongst a new and growing segment.

It is heartening to see such a massive support from the community to our newly launched committee. It indicates the deep resonance this committee has created among the women

During the last 15 years or so, ICCC has initiated several measures to reflect the changing needs of its members and its stakeholders. It began to advocate for the small businesses nearly a decade ago to enable them to become globally competitive. In recent years it has launched new programs to address the needs of newcomers to Canada from India through its mentoring pro-



Managing members of the WEP committee

gram; then last year it launched the Canada-India Mining Committee to tap the growing opportunities in the natural resources sector. Hence, viewed from this perspective, the WEP committee is part of an overall strategy to grow the Chamber and reach out to new constituents.

ICCC has consistently given due weightage to women's role and achievement in public sphere. When it instituted the annual awards more than two decades ago, it recognized the achievements and the contributions of women entrepreneurs and women professionals. But it isn't just in these categories that we have acknowledged women. In fact, women have been recipients of awards in several other categories as well.

Ravi Malhi, the chair of the committee, emphasized, "It is heartening to see such a massive support from the community to our newly launched committee. It indicates the deep resonance this committee has created among the women."

An important postscript to the formation of the WEP committee is the first event held in 2012 to celebrate the International Women's Day. Ruby Sohi, ICCC's former director, was instrumental in gathering eminent Indo-Canadian women to share their success stories. In 2013, too, ICCC invited a stellar panel of distinguished women from different spheres to talk on the subject of Immigration and Women.

Team

- Ravi Malhi, Chair
- Smita Dayal, Co-Chair
- Ginni Sethi, Member
- Shibani Sahney, Member
- Mini Khurana, Member

Young Professionals

By Poorva Dutt

The Young Professionals committee (YP) has been an integral part of the Indo-Canada Chamber of Commerce. ICCC-YP was created with the purpose of promoting leadership, social responsibility, and entrepreneurial spirit for the leaders of tomorrow — skills and tools required for professional development regardless of the industry. Over the years, the YP community has grown to include notable entrepreneurs, professionals and recent graduates.

2012-13 was a year of continuous improvement and innovation at YP—all in support of our mission and the goals of our stakeholders

2012-13 was a year of continuous improvement and innovation at YP—all in support of our mission and the goals of our stakeholders. YP continued on the path of its mandate by creating opportunities for open and collaborative interactions within its community. The highlights of the year included:

- **Open house events:** The YP committee promoted and facilitated connections amongst its members by organizing casual networking events. Through prudent choice of locations and careful planning of the event's agenda, a comfortable environment was created where members could get to know each other. Not only did these events help our members form connections, it also had a positive and lasting effect on camaraderie of the committee.
- **Chai with CEO series:** The committee recognizes the importance of entrepreneurial spirit — not just for business owners but for professionals as well. Being able to own an idea and execute it with repeatable success is valued in organizations, both big and small. To promote the same, YP organized interactive discussions with local entrepreneurs such as Satish Kanwar (Co-founder at Jet Cooper). Speakers at these events focused on sharing key takeaways from their personal journeys in

the realm of entrepreneurship.



Priya Sankaran interviews Vasu Chanchlani and Ted Zittel

- **Leadership events:** Leadership events were targeted towards promoting role models for our members within the professional domain. Gurdev Narula (Partner at KPMG) led the event and recounted his growth within the firm — what it took for him to succeed, the lessons he learned along the way and advice on what it takes to achieve personal/professional goals.
- **Knowledge Sharing:** YP also organized events such as the investment planning seminar to focus on knowledge sharing between ICCC sponsors and its members. Neeraj Nand, a Financial Planner with RBC Royal Mutual Funds Inc. advised members on what they should do from an investment perspective to prepare for some of life's key milestones.
- **Increased outreach:** In addition to organizing events, YP also enhanced its outreach by adopting new social media and communication platforms. Whether it is reaching out to its targeted audience through radio or by creating a dedicated Facebook page, YP continues to position itself as a medium of support for young professionals within GTA.

Team

- Avi Goel, Director
- Oeishi Bhattacharjee, Co-Chair
- Gaeru Sobti, Co-Chair
- Prabjot Bal, Vice Chair

Members (alphabetical)

- | | |
|--------------------|-------------------|
| • Akanksha Paliwal | • Manjini Jacob |
| • Anupriya Gupta | • Poorva Dutt |
| • Harpreet Kang | • Purna Barot |
| • Henna Sethi | • Rachit Khanna |
| • Isha Katri | • Shreya Tekriwal |
| • Maneesha Gupta | • Utsav Arora |

Small and Medium Enterprise

A sizeable majority of newcomers from India veer towards small businesses after immigrating to Canada. Over a decade ago, Indo-Canada Chamber of Commerce (ICCC) began to work for these small businesses with a view to give them adequate representation.

Over the last two years, in the process of honing its strategy of building linkages with all the levels of government, ICCC began working with the third tier of the government – the suburban cities. The reasoning behind this new thrust was simple: most small businesses operate in these cities and not in the downtown core. Hence, it was necessary for ICCC to build these bridges with the suburban cities.

Also, with increasing permeation of the process of globalization and its undeniable benefits, ICCC has been actively advocating global trade for small businesses, and especially trading with India because most Indo-Canadian small business owners would instinctively understand the Indian market. Incidentally, it has been advocating this even to small businesses where the owners are not Canadians of Indian origin.

The primary aim of this network is information sharing – to create a platform to share experience, knowledge on a global scale

Both these strategies were linked in 2012 when ICCC worked with Markham and recruited over 60 Canadian small businesses on its first multi-city India mission. The stupendous suc-

cess that the mission achieved was replicated in 2013 when the Chamber collaborated with Brampton and Markham, and had over a hundred delegates on its eight-city India Mission.

During the India Mission 2013, ICCC signed a memorandum of understanding with the SME Chamber of India. The MoU envisages a Global Network of Small Businesses of People of Indian Origin.



Hard Hats Tour of Hans Dairy

The primary aim of this network is information sharing – to create a platform to share experience, knowledge on a global scale. A small business owner of Indian origin operating in Auckland New Zealand is able to learn from the experiences of a small business owner of Indian origin in the same sector operating out of Birmingham in the United Kingdom.

The Indian small business owner operating in the same sector in Ratnagiri would gain tremendous knowledge of global operating procedures and would be able to adopt international standards. In addition to a knowledge-sharing platform, the network can also share global opportunities. The network can begin as knowledge and opportunities sharing platform and then grow into encompassing other aspects such as advocacy, finance, standards, licensing and governmental support.

The SME Committee continued to work both on policy and events during the year that has gone by, organizing a spectacular Hard Hats tour at Hans Dairy, interactive sessions with economists from EDC and HSBC, an investment-opportunity session with Chatham-Kent, and a series of pre-budgetary consultations with federal ministers.

Team

- Aditya Vasudev, Director
- Sonia Abbas, Co-Chair
- Rajiv Anand, Co-Chair
- Abhishek Bhasin
- Gaurav Srivastava



Geetha Ramesh, ICCC's National Director with guests at an Alberta council event

Alberta

A new team took charge of the Alberta council in 2012 led by Dr. S. Lal Mattu of The Third Academy Schools with Learning Disabilities. The new chair of the council launched two major initiatives – improving the image of the council and attracting new, committed and dedicated members. To that end, new bylaws pertaining specifically to Alberta Council but as part of the parent body were also developed.

For new membership, Dr. Mattu had a live two-hour radio chat where he spoke about the council and the potential advantages of enrolling as a member. All the existing members were asked to make a concerted effort in recruitment of new members. As a result of these concerted efforts, the governance structure improved, the membership has increased and the Board of Directors are working towards a common cause.

Alberta council has been active in the province with various initiatives that have connected the business community to the governments.

As a co-sponsor with the provincial government and Shastri Indo-Ca-

nadian Institute, the council was involved with a seminar on 'Doing Business with India' in Edmonton and Calgary in June 2012. The council also collaborated and participated in Youth Career Fair organized by the Sikh Youth Council of Calgary in July 2012. In November 2012, the Council, under the leadership of Ashok Garde, organized a well-attended multi-media presentation entitled "7000 Years of Indian Culture". During a visit to the Council in October 2012, ICCC President Naval Bajaj had a series of meetings with the new council board and also interacted with Calgary's Economic Development Council.

During a visit to the Council in October 2012, ICCC President Naval Bajaj had a series of meetings with the new council board and also interacted with Calgary's Economic Development Council.

India has once again emerged as an important market for Alberta. Hon. Cal Dallas, Alberta's international trade minister set up a Policy Council for South Asia (PCSA). ICCC's Alberta council presented a posi-

tion paper and met the chairman of PCSA outlining the potential of trade with India as well as the council's involvement in this venture.

The Alberta council believes that the province can make major contributions in the areas of oil, energy, infrastructure, agriculture, education, and tourism. Alberta could well be a major player in reaching the target of over \$15 billion in bilateral trade with India by 2015.

Alberta's trade with India (2012)

Exports
\$110,660,867

Imports
\$308,206,031

% of total international trade by province
0.34

Key sectors
Lentils
Structural manufacturing
Rubber
Food processing
Chemical products
Metal valves

Source: Industry Canada

Team
Dr. S Lal Mattu, Chair
Lalita Singh, Vice Chair
Sabu Alexander, Treasurer
Ravi Prasad, Secretary
Sumita Anand, Director
Harpreet Dhillon, Director
Shibu Varghese, Director
Gagan Malhan, Director
Romesh Anand, Past Co-Chair

British Columbia

ICCC has had a strong presence in British Columbia that was augmented in 2012 with the formation of a new council team. The team has been actively pursuing the Chamber's twin mandates of fostering Canada-India bilateral trade and creating opportunities for the Indian Diaspora in the province.

Among all the Canadian provinces, British Columbia has had one of the most proactive India policies. With well-established cultural ties to India, a stable and diversified economic base, British Columbia is well positioned to tap India's growing potential.

"India is an obvious business ally for us here in B.C., as we have a common bond through language, the Commonwealth, shared culture, and a firm commitment to democracy and open markets." Iain Black, president and CEO of the Vancouver Board of Trade is reported to have said in a recent interview.

In March 2013, it gave a new dimension to these burgeoning ties by opening two trade offices in Chandigarh and Mumbai when Honourable Michael de Jong, BC's Minister of Finance visited India in March 2013.

Prior to his visit, the Minister said, "We attach great importance to cap-



Michael de Jong, during his visit to India

italizing on the growing bi-lateral business and cultural relations between India and British Columbia. It is essential that we energetically pursue provincial investment opportunities and educational ties with this vast and vibrant nation."

The Ministerial visit was followed by the inaugural BC-India Global Business Forum in Vancouver on March 11 and 12, 2013. The forum attracted over 450 participants including large delegations travelling from India and from elsewhere in Canada.

Many private business meetings were also held before, during and after the forum. The forum featured a series of panel discussions, providing an opportunity for Indian leaders to engage with British Columbians on India's rapidly growing marketplace.

Speakers and panelists in the program included leaders from business, government, media, and academia in both India and Canada. Discussions were held on a range of subjects including 'The New India: The Opportunity is Now', 'Doing Business between BC and India: A Trade & Investment Roadmap' and 'Canada-India Case Studies: Opportunities to Succeed.'

Traditionally, forestry, education and energy sectors have dominated the India-BC trade. In 2012, British Columbia's exports to India increased by 60 per cent compared to 2011.

British Columbia's trade with India (2012)

Exports
\$321,515,136

Imports
\$294,536,863

% of total international trade by province
0.45

- Key sectors**
- Coal
 - Gem & Jewelry
 - Minerals
 - Food processing
 - Forestry
 - Apparels

Source: Industry Canada

- Team**
- Tarlok Sablok, Chair
 - Dr. Pargat Singh Bhurji, Vice Chair
 - Harpreet Singh, Secretary
 - Mahesh Gupta, Treasurer
 - Andrea Duley, Joint Secretary
 - Lara Cowan, Public Relations
 - Ron Basra, Membership Acquisition

Manitoba

Indo-Canada Chamber of Commerce's (ICCC) Manitoba council participated in the 10-day India trade mission led by the province's Premier Greg Selinger in January 2013. The delegation visited Agra, Ahmedabad, Bengaluru, Bhanohar, Chandigarh, Delhi, Ludhiana and Mumbai. Prior to the mission, Premier Selinger said, "Manitoba's family and cultural connections to India run deep and, as one of the world's fastest growing economies, India represents huge opportunities for Manitoba businesses. Expanding our trade with India means helping Manitoba businesses take their products and expertise overseas, and it means creating jobs for Manitoba families."

The trade mission comprised representatives of Manitoba businesses and professional organizations such as chambers of commerce, professional regulatory organizations, trade promotion agencies, industry associations, private companies, leading banks and educational and research organizations. A few Manitoba companies also inked collaborations with Indian companies during the mission.

These included:

- Westeel, a leader in the commercial storage industry, announced it will open an office in Mumbai to share its expertise in agricultural storage to help Indian producers preserve more of their harvest and better protect India's food supply.
- Micro Tool & Machine Ltd. (MTM) of Winnipeg and Kirpekar Engineering of Pune announced the creation of a joint venture company, MTM-Kirpekar, to design and manu-



Greg Selinger, Premier of Manitoba witnessing MOU signing

facture advanced transformer production equipment for the Indian market.

- Riya Travel, one of India's largest travel companies, also announced the official opening of its Canadian headquarters in Winnipeg to grow its Canadian operations.
- The University of Manitoba signed a Memorandum of Understanding with Pandit Deen Dayal Petroleum University in Ahmedabad to develop student and staff exchanges and to explore joint research projects.

ICCC's Manitoba council conducted a unique program along with New Delhi Television (NDTV) crew during its visit to Winnipeg in September 2012. The NDTV group comprising chef Vicky Ratnani, Asavari Kapoor, Mirza Fahad Beg, Zahid Waheed and Raju Banda came to Winnipeg to explore the culinary offerings of the province. After some brief stops to prepare for their time in Manitoba, the group headed to the St. Norbert Farmers' Market.

Various vendors were interviewed and several segments were shot, highlighting the diversity of the goods available at Manitoba's largest farmers' market. Chef Vicky and the

NDTV experienced an authentic Indian dinner at the Clay Oven restaurant in Winnipeg, hosted by Dr. Digvir Jayas and Mr. Romel Dhalla, on behalf of the Indo-Canada Chamber of Commerce.

Manitoba's trade with India (2012)

Exports

\$41,961,204

Imports

\$65,214,845

% of total international trade by province
0.35

Key sectors

Non-ferrous metal (except aluminum) smelting & refining
Gem & Jewelry
Machinery manufacturing
Organic chemicals
Rubber
Pharmaceuticals

Source: Industry Canada

Team

Digvir S. Jayas, Chair
Romel Dhalla, Secretary

Nova Scotia

Indo-Canada Chamber of Commerce's (ICCC) Nova Scotia council has strong relations with the province and the City of Halifax. It has worked with several local business and Diaspora organizations to maintain the Chamber's profile in the province.

Similarly, the Chamber also has strong ties with the Halifax Gateway comprising the province of Nova Scotia, the Halifax Stanfield Airport, the Canadian National Rail, the Port of Halifax and the Nova Scotia Business Inc.

Nova Scotia is positioning itself as the Atlantic gateway to North American companies and as an Atlantic entry point for Asian companies. Last year, the Port of Halifax and the CN Rail appointed a full-time business agent in India. The fulltime agent is based in Mumbai.

"It is not unusual for ports, or railways for that matter, to have business agents and offices in prime areas. However, this is certainly a unique collaboration for the port and CN," said George Malec, Vice President, Business Development and Operations, Halifax Port Authority. It is all part of a strategy to build a diversified business base for the port and open doors in new markets. "We want to spread the word in this part of the world about the benefits of approaching Canada and the United States through Halifax and the CN network," he added. Through this collaboration in India, Nova Scotia is pushing open a door of opportunity. Among other things, the agent will meet with freight forwarders to



help streamline the shipping process to North America, using the Port of Halifax-CN connection.

Besides the Halifax port, Nova Scotia also has exemplary educational institutions, and is pushing to attract international students from India. It is also the conduit for investment promotion for the Maritime Provinces (Newfoundland & Labrador, New Brunswick and Prince Edward Island).

Nova Scotia is positioning itself as the Atlantic gateway to North American companies and as an Atlantic entry point for Asian companies

In 2012, principals and counsellors from top Indian schools visited Atlantic Canada. Members of EduNova, a co-operative industry association of education and training providers in Nova Scotia, welcomed the delegation. Over the course of their busy 10-day schedule, the principals participated in 14 campus visits while traveling to all four Atlantic Provinces. The tour provided an excellent platform to showcase the Atlantic region as a destination of choice for students from India.

Nova Scotia's trade with India (2012)

Exports

\$49,484,616

Imports

\$39,869,328

% of total international trade by province

0.85

Key sectors

- Paper mill equipment
- Apparels
- Recyclable metal
- Textiles
- Rubber and industrial plastic machinery
- Curtain and Linen mills

Source: Industry Canada

Team

- Tom Joseph Puthiakunnel, Chair
- Abbas Hamza, Director, Events & Public Relations
- Bradley Saunders, Director, Membership & Finance
- John Ludovice, Director, Business Development
- Mausam Kalra, Director, Young Professionals
- Past Chair: Venkatesh Thyagarajan

Quebec

Indo-Canada Chamber of Commerce (ICCC) has had a strong presence in Quebec. The council recently appointed Dr. Rajesh Tyagi of HEC Montreal as the council chair to oversee the expansion of the council's operations. Dr. Tyagi was instrumental in organizing a roundtable in Montreal in collaboration with Shastri Indo-Canadian Institute and HEC Montreal under the aegis of the ICCC's project Canada-India Partnership: Unlocking its Full Potential.

Hon. Deepak Obhrai, Parliamentary Secretary to the Minister of Foreign Affairs was the guest of honour. Approximately 60 participants representing Quebec Government, DFAIT, the Indian diaspora, young business professionals, business owners, and members of the Global Business Forum, a newly established forum at HEC Montréal. The conference was bilingual and participants were free to express their views in both languages. The message received from the Deputy High Commissioner of India served as a useful backdrop for discussions among the participants.

Quebec's trade relations with India are strong and periodically energized. In January-February 2013, Jean-François Lisée, Quebec's Minister of International Relations, La Francophonie and External Trade and Minister responsible for the Montréal region along with his cabinet colleague Éleine Zakaïb, Minister for Industrial Policy and the Banque de développement économique du Québec, led a trade mission to India.



Quebec Ministers Jean-François Lisée (2nd from left) and Elaine Zakaïb in Mumbai

They were accompanied by over a dozen Québec companies and organizations. The mission's objective was to explore the Indian market and find out more about the huge business development potential. The mission first went to Mumbai which is the headquarters for Quebec's operations in India. From Mumbai, the delegation split up – the one led by Jean-François Lisée going to Bhopal and the other led by Éleine Zakaïb going to Ahmedabad. The mission culminated in Delhi.

Planned investments in the DMIC totaled US \$90b and include among others the deployment of 1,500 km of railways and the creation of twenty new manufacturing towns, strategically located in seven Indian states between the cities of Delhi and Mumbai

The main objective of this mission was to understand the opportunity that represents the vast project of Delhi Mumbai Industrial Corridor (DMIC). This initiative is considered to be one of the world's 100 biggest infrastructure projects, was at the core of the activities organized for the participating companies. Planned investments in the

DMIC totaled US\$90b and include among others the deployment of 1,500 km of railways and the creation of twenty new manufacturing towns, strategically located in seven Indian states between the cities of Delhi and Mumbai.

Quebec's trade with India (2012)

Exports

\$476,632,075

Imports

\$598,916,983

% of total international trade by province

0.78

Key sectors

Paper mill equipment
Petroleum products
Aerospace
Pharmaceuticals
Recyclable metal
Apparels

Source: Industry Canada

Team

Rajesh Kumar Tyagi, Chair





Naval Bajaj, President of ICCC and Siva Shanmugam, President of FKCCI after signing MOU

Partners in Success

In Canada



Canadian Aboriginal & Minority Suppliers Council (CAMSC)

CAMSC operates as a private sector-led, non-profit membership organization composed of major Canadian and global corporations. The organisation aims to boost economic development opportunities and through these, employment, for Aboriginal peoples and visible minorities.

The purpose of the CAMSC-ICCC MoU is to collaborate to increase access to business opportunities in the corporate supply chain for their respective members.



The Diamond Bourse of Canada (DBC)

The Diamond Bourse of Canada (DBC) was founded in 2010. It is a membership-based not-for-profit industry organisa-

tion that represents the entire scope of Canada's diamond industry stakeholders.

The purpose of the DBC-ICCC MoU is to work together by jointly lobbying government, producers and various diamond industry stakeholders for the diversification of the traditional rough diamond distribution models. Specifically, both organizations will aim to create the conditions for the creation of a viable and competitive primary-market for rough Canadian diamond goods -- which is open to all buyers -- within Canada itself.

In India



Indo-Canadian Business Chamber

The Indo-Canadian Business Chamber (ICBC) is committed towards fostering and furthering trade and bilateral relations between India and Canada. ICBC's objective is to promote, foster and encourage commercial trade and economic cooperation between persons, firms, companies, organizations, and trade bodies in India and Canada.

The purpose of the ICBC-ICCC MoU is to work cooperatively to promote and foster trade and bilateral relations between India and Canada through various activities, events, delegations visit to India and to Canada. Both organisations are the 'Go To' organisations for their members – when an ICCC member is in India, s/he may contact ICBC for trade facilitation, and ICBC members may contact ICCC on their business trip to Canada.



Overseas Indian Facilitation Centre – Delhi

The Overseas Indian Facilitation Centre is a not-for-profit, public-private initiative of Ministry of Overseas Indian Affairs (MOIA) and Confederation of Indian Industry (CII). OIFC has a mandate to promote overseas Indian investment into India and facilitate build networks for PIO;s and NRIs.

The purpose of the OIFC-ICCC MoU is to foster a closer networking between Indian diaspora members of ICCC, and with people and organizations in India. The organisation will facilitate visits of delegations and support in the organization of programs, meetings, conferences.



Confederation of Indian Industry (CII)

The Confederation of Indian Industries (CII) works to create and sustain an environment conducive to the growth of industry in India, partnering industry and government alike through advisory and consultative processes.

The purpose of the CII-ICCC MoU is to enhance the capabilities of the SME sector and develop its role in the fostering of Canada-India relations. In addition, the two organisations will work together to promote bilateral economic relations between Canada and India through various activities, events and facilitating visits of business delegations to India and Canada.



Federation of Indian Chambers of Commerce & Industries (FICCI)

Established in 1927, FICCI is the largest and oldest apex business organization in

India. It's history is closely interwoven with India's struggle for independence, her industrialization, and her emergence as one of the most rapidly growing global economies.

The purpose of the FICCI-ICCC MoU is to enhance dialogue and contact between the business communities of Canada and India; to facilitate close bilateral trade relations; and to establish mechanisms to foster increased trade and investment opportunities.



All India Association of Industries (AIAI)

The All India Association of Industries has been serving the trade and industry for over 50 years. Under the dynamic leadership of the Late Shri Babubhai M. Chinai (M.P), the AIAI was established in 1956, which is today the leading association of industries in India's commercial capital.

The purpose of the AIAI-ICCC MoU is to cooperate on improving and expanding trade and economic cooperation between India and Canada.



World Trade Centre - Mumbai

The World Trade Centre Mumbai is the realization of the vision of one man, Dr. M. Visvesvaraya - Engineer, Scientist and a great son of India. Named after him, M. Visvesvaraya Industrial Research & Development Centre (MVIDRC), a non-profit company registered under the Indian Companies Act, is the promoter of WTC.

The purpose of the AIAI-WTC-Mumbai MoU is to cooperate on improving and expanding trade and economic cooperation between India and Canada.



Small and Medium Business Development Chamber of India (SME Chamber of India)

Small & Medium Business Development Chamber of India puts efforts for the development and growth of SMEs by organising Seminars, Conferences, Workshops and Training Programs to educate & create

awareness amongst the SMEs. Chamber provides information and guidance to new and existing entrepreneurs in managing and growing their business.

The purpose of SME Chamber of India MoU is to enhance connectivity between Indian and Canadian SMEs from manufacturing & services sector and companies involved in Pharmaceutical & Chemicals, Healthcare, Energy, Research & Development, IT, Bio-Technology etc. and desirous of the need to strengthen partnership.



Visvesvaraya Industrial Trade Centre (VITC)

The Visvesvaraya Industrial Trade Centre is the designated Nodal Agency of the state for promotion of International Trade from Karnataka. VITC has been operational since 1965 under the aegis of Department of Industries & Commerce. VITC is named after Chief architect of modern Karnataka, Bharat Ratna Late Sir M. Visvesvaraya, who was instrumental in the industrialization of the state.

The purpose of VITC MoU is to expand trade and economic cooperation, sharing of information on trade and investment & publications, development of joint venture and technology transfers and investment and exchange of trade delegations.



Federation of Karnataka Chambers of Commerce and Industry (FKCCI)

The erstwhile Mysore Chamber of Commerce, the precursor of the Federation of Karnataka Chambers of Commerce & Industry, was established on May 8, 1916, in Bangalore. The main objective of FKCCI is to provide an opportunity of personal service and jointly deliberation and action concerning the larger issues pertaining to Industry, Trade and Commerce.

The purpose of FKCCI MoU is to promote friendly relations between the two organisation for strengthening trade and investment, technological and industrial cooperation between the two countries.



PHD Chamber of Commerce & Industry (PHDCCI)

PHD Chamber of Commerce and Industry, established in 1905, is a proactive and dynamic multi-State apex organisation working at the grass-root level and with strong national and international linkages. Chamber acts as a catalyst in the promotion of industry, trade and entrepreneurship.

The purpose of the MoU is to build a dependable, pragmatic and advantageous relationship between the two countries through increased cooperation among the industrialists, businessmen and entrepreneurs by dissemination of information, technical cooperation and exchange visits of business delegations.



The Gujarat Chamber of Commerce and Industry (GCCCI)

Founded in 1949, The Gujarat Chamber of Commerce & Industry [GCCCI] works to create and sustain an environment conducive to the growth of industry and trade in Gujarat, partnering both of them through advisory processes.

The purpose of the MoU is to exchange information on general economic status, investment opportunities, trade policies and legislative changes in both the countries to strengthen trade, technological and industrial cooperation.



Pandit Deendayal Petroleum University (PDP)

Pandit Deendayal Petroleum University has been established by GERMI as a Private University through the State Act enacted on 4th April, 2007. University has been promoted by Gujarat State Petroleum Corporation (GSPC) to promote energy education and research with special focus on the oil and gas sector.

The letter of cooperation PDP and ICCI commits them to undertake joint research initiatives having impact on India-Canada relations.

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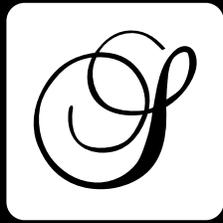
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MARKHAM



India Mission 2013

ICCC ANNUAL MAGAZINE 2013



India Mission 2013

Naval Bajaj, President, ICCC, led a successful business mission to India in January 2013 providing an exceptional opportunity for Canadian small businesses to network and explore the Indian market. Mayors of Brampton and Markham along with their economic development department joined the mission. With over a hundred delegates, India Mission 2013 became ICCC's largest-ever business delegation to India since it first led such a delegation a decade ago.

The mission visited Mumbai, Bengaluru, Kochi, Ahmedabad-Gandhinagar, Delhi, Amritsar and Jalandhar. ICCC delegates focussed on cooperation in healthcare, tourism, entertainment, banking & finance, education, IT, aerospace, city planning, textile, agro-food, waste management, environment protection, community engagement, mining, energy and research & development for developing future technologies.

ICCC organized a roundtable in Bengaluru and a seminar in Delhi as a part of its project on the "Future





Agenda for Canada India Partnership: Unlocking its Full Potential.”

In Kochi, ICCC delegates participated in the Pravasi Bharatiya Divas (PBD) – the global convention of the Indian Diaspora on the theme of Engaging Diaspora – the Indian Growth Story. As a speaker at the plenary session on Engaging Young Overseas Indian, ICCC President offered to organize an international convention in Toronto on youth engagement.

In Ahmedabad – Gandhinagar, ICCC’s was the largest delegation at the Vibrant Gujarat 2013. Canada organised a seminar on ‘Canada – the Preferred Business Destination’. Chris Hill, President, Electric Mobility Canada (EMC) delivered keynote address. Stewart Beck, the High Commissioner of Canada to India, lauded the chamber’s initiative. Naval Bajaj said, “India needs resources to keep the momentum of its growth.

The collaborative role of ICCC, the All India Association of Industries (AIAI), the World Trade Centre (WTC-Mumbai) the Indo-Canadian Business Chamber (ICBC), and the Confederation of Indian Industries (CII) helps in building more integrated socio-economic, cultural and political relations was emphasized on the mission.

The Canadian trade offices in India are performing a pivotal role to facilitate two-way trade. The Chamber will continue to undertake new initiatives to create a better environment to promote trade.



Brampton Wins Over India

By Dennis Cutajar & Sohail Saeed



Susan Fennell, Brampton's Mayor and Naval Bajaj, ICCC President, welcoming Gurdas Mann

Over the past 35 years, the Indo Canada Chamber of Commerce (ICCC) has realised its mission to be a premier Indo-Canadian business organization in Canada. So, when asked to participate as a delegate on India Mission 2013, the City of Brampton did not hesitate for a moment.

Our decision to join the ICCC's India Mission 2013 was formally announced by Mayor Susan Fennell in December 2012 before an audience of ICCC Board members and business leaders at Brampton City Hall.

With its rapidly growing economy and strong connection to Canada's diaspora, we understand that India is an important region for the City in which to facilitate Brampton's economic development.

For both the City of Brampton and the ICCC, India Mission 2013 was about business.

Delegates joining Her Worship from Ontario's fourth largest City included:

- Regional Councillor Gael Miles, serving as the

- Chair of Economic Development;
- Regional Councillor John Sprovieri and
- City Councillor Vicky Dhillon, who together represent the majority of the Indian diaspora in Brampton;
- Mr. Param Sidhu, a prominent business member of the City's economic development committee;
- Dr. Jeff Zabudsky, President of Sheridan College ITAL and academic member of the City's economic development committee; and senior City staff.

Aligned with the ICCC's business development mandate, our planning objectives for this Mission were focused on branding Brampton, building new India-based business relationships, strengthening domestic relationships with the diaspora who call Brampton home, and securing qualified business leads from Indian SMEs interested in expanding into the North American, Canadian, Ontario and our regional marketplace.

The Canadian and Provincial government presence in India is impressive. The highly skilled professionals that serve us daily from Mumbai, Bangalore, New Del-

hi, Ahmedabad, Chandigarh, Chennai and other parts of this massive economy are testament of Canada's commitment to India. We thank all Canadian officials in India led by His Excellency Stewart Beck.

During our meetings in India, it was clearly demonstrated that Canada is committed to investing more heavily in its foreign posts in India, and in policies that establish and enhance important economic linkages between Canada and India, such as the Comprehensive Economic Partnership Agreement (CEPA).

The goal to increase two-way trade between Canada and India from \$5 billion to \$15 billion per year by 2015 is achievable. The bilateral trade agreement discussions between Canada and India, now in final stages, will certainly bring this target to fruition.

A highly focused business itinerary and quality contact networks introduced by the ICCC yielded positive results for Brampton during this eight city mission.

The Brampton delegation branded 'Brampton' in more than 40 formal and informal small and large group business meetings coordinated by the ICCC; directly met, networked and established relationships with over 100 business contacts; promoted business alliance and direct investment opportunities available in Brampton at various speaking engagements reaching over 1000 business people; generated wide awareness of Brampton as an attractive business location through Indian and Canadian media, as well as social media channels; and signed three agreements. The Brampton delegation generated 125 business leads and 20 prospects.

Economic development staff continues to receive interest from India to assist with business alliances and to facilitate direct investment. With respect to business alliances, Indian companies have expressed interest in entering the Ontario marketplace via a strategic alliance or merger/acquisition with an existing Canadian company. For example, research and technology focused alliances in the cleantech/waste management sector is an opportunity between Canadian and Indian companies/government.

Direct investment interest is evident in real estate and development, media and entertainment, consumer product manufacturing including food and beverage, machinery/equipment manufacturing, education and transportation logistics.

Since the conclusion of the Mission, we have continued to prospect opportunities and, in fact, hosted key visits from Indian companies exploring the Toronto area and Brampton marketplace for business expansion objectives.

Brampton intends to continue with a strategy that focuses on promoting Brampton as a modern-edge City with room to grow; near Canada's largest International Airport Hub; within Canada's largest economic, media and financial region - Toronto; with free business support services and financial, non-financial incentives available from senior and local government; a stable, predictable municipal fiscal position; City-Region featuring an entrepreneurial Indian diaspora.

Brampton will continue to nourish the established contacts, networks and MOUs to attract Indian SMEs; foster business alliances; and grow local industries, such as ICT, media and entertainment, manufacturing, education and other sub-sectors.

The goal to increase two-way trade between Canada and India from \$5 billion to \$15 billion per year by 2015 is achievable. The bilateral trade agreement discussions between Canada and India, now in final stages, will certainly bring this target to fruition

During an event announcing the release of the Mission Report at Brampton City Hall, Mr. Naval Bajaj, President of the ICCC declared India Mission 2013 a huge and unparalleled success. Without hesitation, the City of Brampton delegation, led by Mayor Susan Fennell, agreed with Mr. Bajaj.

We are grateful for the professional leadership of Mr. Naval Bajaj, Mr. Satish Thakkar, Mr. Mike Mehta, Mr. Param Sidhu, Canadian and Ontario officials posted in India, and all of the outstanding ICCC business delegates that joined to make this an important and successful Mission for the City of Brampton.

Dennis Cutajar is the Commissioner of Economic Development and Corporate Communications, and Sohail Saeed is the Director of Economic Development. Both attended the ICCC's India Mission 2013 and are professional economic development staff for the City of Brampton.

Markham's Largest Trade Delegation to India

By Christina Kakaflikas



Left to Right: Naval Bajaj, Vayalar Ravi, Frank Scarpitti, Logan Kanapathi

For the second time in as many years, the City of Markham and the Indo Canada Chamber of Commerce (ICCC) successfully collaborated on a business mission to India. The 2013 business mission, the largest Canadian trade delegation to India, was undertaken to attract investment and to promote small- to-medium-size companies (SMEs) in the Markham area.

Establishing stronger business relationships with India is an integral part of Markham's 10-year economic strategy, which is outlined in "Markham 2020" – launched in 2008 to enhance Markham's leadership as the high-tech capital of Canada.

"Markham recognizes the importance of international relationships as one means of enhancing our city's

economy and employment," said City of Markham Mayor Frank Scarpitti.

Mayor Scarpitti added, "The commitment of our delegates was impressive, and partnering with the ICCC brought tangible advantages in the MOUs signed and meetings conducted."

The delegation, which included Mayor Scarpitti, Regional Councillor Joe Li, Councillor Logan Kanapathi, along with 16 delegates from local business, met with over 600 qualified contacts in six cities during the 17-day trade mission. In addition to its program with the ICCC, the City of Markham held business and government meetings in cities across India.

Markham's trade mission highlights included:

Markham recognizes the importance of international relationships as one means of enhancing our city's economy and employment

- Signing a Memorandum of Understanding with the India Business Group in Mumbai
- Signing a Memorandum of Understanding with the College of Engineering Pune
- Discussing Markham-India opportunities with the National Association of Software and Services Companies (NASSCOM) in New Delhi
- Attending the Vibrant Gujarat Summit in Gujarat and Pravasi Bharatiya Divas in Kochi business conferences and the NRI Business Summit in Mumbai
- Meeting with faculty and leadership teams of the Indian Institute of Technology (IIT) Bombay, IIT Gandhinagar, and IIT Madras

Markham's diversity continues to be a strategic advantage in its international business initiatives. For example, Regional Councillor Li was born and grew up in India, while Councillor Kanapathi's Tamil heritage was recognized and celebrated during meetings in the Tamil Nadu region.

Regional Councillor Li said, "We made strong inroads by introducing our delegate leaders to high-quality business opportunities, and facilitating meetings with Indian executives interested in doing business in Markham."

"I'm confident our return on investment will come quickly in the form of new jobs and new opportunities for Markham", said Councillor Kanapathi, also a member of the City's budget subcommittee.

The business delegates were likewise very pleased with the opportunities presented during their visit to India. Many established new relationships that will help to advance their business interests in India.

"Markham's leadership and international perspective really helps businesses like mine", said Baljit Sierra, CEO of Novo Plastics, a Markham-based injection-molded plastics manufacturer with sales world-wide.

Another Markham-based business leader, Paul Gilbert, President of Quanser, a world leader in the development and manufacture of real-time control design and implementation used in education and research said that prospects from the trip were a value-add to his business, "I signed two MOUs with leading engineering institutions and have some amazing follow-up meetings to explore new opportunities".

Vinod Munshi, President of IITAC, explained, "Our members are alumni from India's leading technology schools, so it's fitting that we conduct this trip with Markham, Canada's high-tech capital, eager to bring new investment and leading technology solutions back to Markham and Canada."

Markham actively partners with the ICCC, the Indian Institutes of Technology Alumni Canada (IITAC), and The Indus Entrepreneurs (TiE) to leverage networks and encourage local investment, business expansion, and job creation.

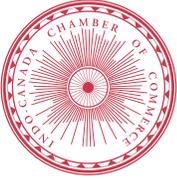


Markham's Mayor with India's Minister

Markham's diversity continues to be a strategic advantage in its international business initiatives. For example, Regional Councillor Li was born and grew up in India, while Councillor Kanapathi's Tamil heritage was recognized and celebrated during meetings in the Tamil Nadu region

Markham has been engaged in the India market for several years to encourage investment, explained Stephen Chait, Director of Economic Development. The City was involved with Pan IIT Alumni Conference in 2009, partnered with Markham-based event for IIFA (International Indian Film Academy Awards) and Pravasi Bharatiya Divas (PBD) North America in 2011, and co-led a business mission to India with the Greater Toronto Marketing Alliance in 2009.

The author is Markham's Manager of Special Projects. Her role is to lead Markham's international investment attraction initiatives with India and to build local and international business relationships to leverage Markham's unique position as Canada's most diverse city and as Canada's high-tech capital



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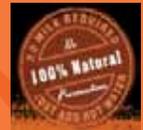
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Insights

ICCC ANNUAL MAGAZINE 2013

A Great Friendship

By Joe Oliver P. C., M.P.



I am very pleased to extend warm greetings to everyone in attendance at the annual awards and gala night of the Indo-Canada Chamber of Commerce. Canada is immensely proud of its bond with India and proud to call itself a close friend and ally.

In October of 2012, I made my first official visit to India to promote international trade and investment, especially in the area of natural resources — a key area of focus for our Government. Throughout my time there, meeting with government ministers, officials, representatives of India's resource industries and academics, a common theme was our sophisticated diplomatic and commercial relationship: business to business, trade, science and technology, and collaboration on many international initiatives. Strengthening this vital relationship even further is a critical priority for me and my government colleagues.

Canada and India are in an excellent position to expand existing economic ties and create new ones, contributing to jobs, growth and prosperity. When Prime Minister Harper visited India last fall, he and Prime Minister Singh agreed to make finalizing a Canada-India Investment Promotion and Protection Agreement a priority. In addition, they reiterated their shared desire to see bilateral trade reach \$15 billion by 2015. I have every confidence that we can reach that goal. I am particularly pleased that our Prime Ministers laid

the groundwork for progress on the important Canada-India Nuclear Cooperation Agreement.

The Indo-Canadian community has made a wonderful contribution to Canadian society in every field of human endeavour. Beyond that it has also cemented the foundation of Canada's friendship with India. More than a million Canadians of Indian origin now call Canada home, and they are experts and leaders in all facets of business, research, academia and government. A real advantage for both Canada and India lies in these personal networks — because economic relationships truly flourish when they are supported by strong personal relationships.

I look forward to ensuring that our friendship continues to develop and that the relationship between Canada and India is further strengthened. The great complementarity between India's growth and energy and Canada's immense resource wealth represent a significant opportunity to advance our relationship for many years to come. So too does the opportunities of scientists and engineers from both countries hold promise for our citizens and the world beyond.

As Canada's Minister of Natural Resources, I wish you all a most enjoyable and memorable gala.

The author is Canada's Minister of Natural Resources



India Beckons

By Stewart Beck



The size and diversity of the Indian economy presents a number of opportunities for Canadian companies

As many of the world's economies struggle to recover from the recent global economic slowdown, the Indian economy continues to demonstrate positive growth and provide strong opportunities for Canadian business.

That is not to say that India's economy has not felt some effects of the global slowdown. The country's complex regulatory system, overburdened infrastructure, and issues with transparency also have an effect on economic growth and can present challenges to Canadian business.

However, India's economic scenario remains strong and India is well positioned to take off as the global economic situation improves and as recent reforms to the Indian economy take effect.

Due to its massive size, even when India's overall growth rate is relatively low, its consumer base is huge. Consequently, there will always be a demand for products and services. Any product that addresses the price-sensitivity of this market and satisfies consumer demand is sure to succeed in the long run

Canadian investors will no doubt appreciate recent announcements on reforms which will aim to make it easier for foreign investment to flow into India. While

he was in Canada recently, Indian Minister of Finance, P. Chidambaram told the Canadian business community that he would announce additional measures by June to encourage foreign direct investment (FDI). He also spoke of deregulating the price of oil and gas in India. This measure is expected to attract additional FDI into this sector and raise interest in Canada where we have considerable expertise, particularly in exploration.

In addition to these reforms, India's creation of the Cabinet Committee on Investment to coordinate and fast-track approvals for investments in large-scale projects will also be appreciated by Canadian investors. In its first few meetings, the Committee has already approved the spending of tens of billions of dollars.

The size and diversity of the Indian economy also presents a number of opportunities for Canadian companies.

Due to its massive size, even when India's overall growth rate is relatively low, its consumer base is huge. Consequently, there will always be a demand

for products and services. Any product that addresses the price-sensitivity of this market and satisfies consumer demand is sure to succeed in the long run. A

growing middle class combined with a consequential growth in domestic consumption will be a key factor in driving the economy.

In fact, a report of the Asian Development Bank (ADB) recently noted that, “a population of 1.2 billion makes India a potentially blockbuster market, and domestic consumption will likely revive the economy this year.”

The diversity of its market is another reason why Canadian companies should be optimistic about India. In a market as large as India’s, there will always be pockets of high growth – both in terms of regions and sectors.

Gujarat, Maharashtra and Andhra Pradesh, for example, are doing very well because they have policies and programs in place to encourage investment in infrastructure and economic development.

There are also sectors which have been performing very well, despite the recent slowdown. The information and communications technology (ICT), manufacturing, clean technology and life sciences sectors all provide excellent opportunities for Canadian companies.

A number of Canadian companies have already been successful in these sectors. These include:

- Quanser which is supplying equipment to Indian Institute of Technology (IIT) labs for research
- Novo Plastics, which has signed a memorandum of understanding (MOU) with the Hero Group to manufacture plastic components
- ETI Dynamics and Canadian Technology Business Forum which has partnered to work on the \$1.2 billion World Bank-funded Ganga River Project
- LEA Associates which has won two ADB-funded infrastructure projects in India
- Pure Technologies’ SmartBall pipeline leak detection systems which completed successful trials with Indian Oil

The pockets of high growth mentioned above are but a few examples of regions and sectors which present significant opportunities for Canadian business. The Trade Commissioner Service at the High Commission of Canada in Delhi and our seven other offices across India work with Canadian businesses to help them decide where best to enter and succeed in the Indian market.



Canada is well placed to take part in India’s growth story as it enjoys a robust bilateral relationship across a broad range of sectors. The already strong bilateral relationship was further bolstered during the visit of Prime Minister Stephen Harper to India in November 2012.

During his visit, Prime Minister Harper was accompanied by a high-level delegation comprising three ministers, five members of Parliament, two senators, senior officials and business persons, including four members of the newly launched Canada-India CEO Forum.

Organisations such as the Indo-Canada Chamber of Commerce (ICCC) play a crucial role in helping Canada and India realise the full potential of the bilateral relationship. The High Commission of Canada in India greatly appreciates the work done by ICCC in bringing the Canadian and Indian businesses and people together, thereby helping to build new business relationships and strengthen existing ones.

The ICCC’s annual mission to India on the margins of the Pravasi Bharatiya Divas is now an established event in India’s business calendar and is awaited with great expectation every year.

I would like to congratulate the ICCC on these missions and its concrete efforts to strengthen Canada-India bilateral trade relations. I wish the organisation every success for the coming year.

The author is the High Commissioner of Canada in India

Harper in India



Left to Right: Naval Bajaj, Stephen Harper and Bal Gosal

Prime Minister's historic second visit to India has yielded results

Naval Bajaj, President, Indo-Canada Chamber of Commerce (ICCC) accompanied Prime Minister Stephen Harper on his six-day visit to India in November 2012. On his second trip to India in four years, the Prime Minister was accompanied by Mrs. Laureen Harper and a high-level delegation comprising three Ministers, five Members of Parliament, two Senators, senior officials and business persons, including four members of the India-Canada CEO Forum.

“This was an historic step forward in the burgeoning relationship between Canada and India and will pave the way for more enhanced trade between our two countries,” Bajaj said in Bangalore.

The highlight of the Prime Ministerial visit was the signing of a slew of agreements including:

- The Administrative Arrangement between Canada and India that will allow the implementation of the Nuclear Cooperation Agreement (NCA), signed between the two countries in June 2010.
- The Canada-India Social Security Agreement which will enable Canada and India to better co-

ordinate the pension benefits and contributions for their citizens who have worked in both countries.

- Fourteen trade and investment agreements and announcements between Canadian and Indian companies worth over \$2.5 billion.
- The MOU between India's Ministry of Communications and Information Technology and Department of Industry Canada to provide the necessary framework for cooperation in the Information Communication Technology and Electronics (ICTE) sector between the two countries for establishing a strong and effective business to business partnership and cooperation

While welcoming the agreements in nuclear cooperation and social security, Bajaj emphasized that the two countries should urgently conclude the protracted negotiations on foreign investment protection. He hailed the decision to elevate the discussion between Canada and India in the energy and mining sector to Ministerial level. He lauded the commitment of both the Prime Ministers to conclude the Comprehensive Economic Partnership Agreement (CEPA) by 2013.

In particular, Bajaj welcomed the recognition given to the one-million strong Indian Diaspora in Canada by both the governments who appreciated the contributions made to both societies by the community.

“As the largest representative organization of the Indian Diaspora in Canada, our Chamber will facilitate all the efforts undertaken by both the governments to enable the Indian Diaspora to play a more active role in contributing to the fabric of the Canadian society and to the development of India.”

ICCC will continue to play its supportive role for unlocking the full potential of Canada-India Partnership by mobilizing the networks and resources of Indo Canadians. In addition to New Delhi, Prime Minister Harper visited Agra, Chandigarh, and Bengaluru.

Deepening Canada-India Relations

By Kasi V.P. Rao



Prime Minister Harper at Bengaluru's IMAX

Earlier this year, the then President of the Asia Development Bank, Mr. Haruhiko Kuroda on a visit to India stated, "Asia is expected to contribute more than 50% of global GDP by 2050, provided the right policies are undertaken. India is likely to contribute close to one-third of this GDP." In similar vein, the recent report by BCG, Allies and Adversaries noted that over a 1000 companies in the last five years crossed a billion dollars in sales and that these companies "will shape the global economy over the next decade." The BCG report made the compelling point that of the next "100 global challengers", 30 will emanate from China and 20 from India.

Despite India's medium term modest economic projections, there are profound transformations taking place in the Indian economy. The manufacturing sector, currently about one-sixth of the economy will need to move to one-fourth in the next decade to create em-

ployment for India's demographic bulge. Similarly, opportunities for India's youth will necessarily require

India's rise is part of a more profound change underway, the continuing shift of power towards Asia

liberalization to its higher education and skills system. Policy reforms in the "hard" and "soft" infrastructure arena are underway and they will have global implications. The pace of these reforms may be slow, but the direction is clear. The U.S. National Intelligence Council in its report Global Trends: Alternative Worlds 2030 observed, "India's expected robust growth in the next 15-20 years means that its contribution to global growth will surpass that of any individual advanced economy except the United States."

India's rise is of course part of a more profound change underway, the continuing shift of power towards Asia. It will require of us a marked shift as well, one that is characterized by a broad and deep sense of engagement. The Asia Pacific Foundation in its report *Securing Canada's Place in Asia: Means, Institutions and Mechanisms* made this point aptly: "...Canada's response needs to be big, ambitious, co-ordinated, multi-dimensional, and long term, based on a cross-partisan consensus." This observation is strikingly relevant in the case of India. Staying power and multiple forms of engagement will make for surer positive outcomes.

The welcome recognition by Canadian businesses in tackling India is the most significant development in recent years. The combination of the recent financial crisis and the relative diminution in our economic relationship with the United States has brought a keener sense of appreciation on the need to diversify our global markets

The good news is that Canada's relations with India have become omni-directional. Virtually every sector is in the midst of developing or executing India-related strategies. At the national level, the two visits by Prime Minister Harper to India in the space of three years accompanied by path-breaking policy agreements on civilian nuclear co-operation, the launch of research partnerships between major Canadian research-intensive universities and their Indian partners, the ongoing negotiations around CEPA and FIPPA, the opening of the new Consulate in Bengaluru – are all substantive developments. As well, Canadian "soft power", not often recognized due to our small population base, is making an impact.

There is a vibrant albeit informal network of "Friends of Canada" in different parts of India. Many of them are graduates of Canadian universities and colleges, especially business schools. They facilitate important introductions and are active "bridge builders". The recent initiative by the National Youth Orchestra of Canada to take its students to India for an intensive training program fol-

lowed by a joint concert performance in Bengaluru has drawn the interest and support of a diverse array of institutions - the Indian Council of Cultural Relations, the Bangalore School of Music, notable Indian and Canadian companies, and, the synergistic leadership from the Canadian High Commission and the Consulate in Bengaluru. Notably, the honorary patron is His Excellency, the Right Honorable David Johnston - a remarkable figure in the Canada-India space. This mix of individual and institutional players goes a long way in advancing the "Canadian brand."

The welcome recognition by Canadian businesses in tackling India is the most significant development in recent years. The combination of the recent financial crisis and the relative diminution in our economic relationship with the United States has brought a keener sense of appreciation on the need to diversify our global markets. While our reliance on the United States as the prime export market overwhelmingly continues, the share has decreased from over four-fifths to just under three-fourths – in the space of a generation.

This trend is likely to continue. In this context, the two pillars of energy and economic security make Canada a country deeply responsive to the Indian agenda. The economic and geographic diversity of Canada is a tremendous advantage and virtually every province and sector is now actively engaged with the India file – ports, natural gas, oil sands, lentils, clean technology, forestry, steel and the broader resources sector. As well, as Indian companies continue their globalizing presence, Canada has emerged as a notable destination to implement their North American business strategies.

This is an exciting period in Canada-India relations. The short term challenges should not mask the long term opportunities that are readily apparent across so many sectors. We are making good progress, but we will need to intensify our efforts in the years ahead. To borrow a quote from the Asia Pacific Foundation's *The National Conversation on Asia*: "We're back in the game; now we have to build a team for many seasons to come."

Kasi Rao is a Toronto based consultant & advisor (on India) and a Senior Fellow at the Asia Pacific Foundation of Canada

The Time is Now

By Haresh (Mike) Mehta



Left to Right: Don Stephenson, D.P. Jain, Satish Thakkar and Mike Mehta

There is no better time for Canada-India partnership than now. During his recent visit to Canada, The Indian Finance Minister Chidambaram emphasized the importance of increasing trade relationships between both countries. Both Canada and India share similar demographic traditions, democratic principles, judicial fairness and transparent business practices. Both countries can benefit from synergies translating their respective strengths into joint ventures for new projects. India is strong in ICT technology and management while Canada's expertise is in engineering, resource and environmental sciences. In spite of political problems as a bottleneck, India has sustained economic growth in the range of 6%-8% offering enormous opportunities for businesses.

Trade between both countries approaches \$6 billion. Canadian direct investment in India is only about half a billion dollars, about 1/10th of India's direct investment in Canada. The potential areas of Canada-India cooperation include infrastructure, exports, engineering and exchange of knowledge workers. India's requirements for infrastructure investment offer a significant potential for Canadian engineering, architectural, and construction firms. Canada has world-class experience with green infrastructure, green-building, water and wastewater management. India's educational

infrastructure needs to build and modernize offering collaboration opportunities for Canadian universities.

Canada can utilize its strengths in energy and resource based sectors. India has a large middle-class population with an insatiable need to improve its living standards, putting a demand on the country's resources and infrastructure. That demand can create opportunities for both small to mid-sized companies from both countries. With demand for power exceeding supply, India plans to add 100,000 MW of capacity over the 2012-2017 period, en-route to satisfying the projected need of 800,000 MW by 2032. It plans to double its renewable energy capacity from 25,000 MW in 2012 to 55,000 megawatts by the year 2017.

India is looking to attract private-sector investment and has streamlined its mining legislation. Canada can leverage from its leadership in mining and resource based financing raising capital for Indian companies involved in resource extraction. Canadian mining companies can expand their presence in exploration, provide equipment, offer new environmental and mining technologies. India needs Canadian expertise in mining sector both in product and service side opening possibilities on both sides.

India is destined to be economic super power of 21st century. To be part of the growth, Canada must have a clear policy of engagement on the political, social, cultural, and educational and trade levels with India. The government can facilitate through supportive international trade policies that would amplify business exchanges and remove regulatory obstacles. The government should expedite the process of signing of Foreign Investment Protection and Promotion Agreement (FIPA). The Canadian corporate sector should evaluate their risks of falling behind the curve and proactively plan to take the brands to India.

Haresh (Mike) Mehta is ICCA's director for business development. An entrepreneur for over 35 years, he has launched and operated a series of businesses in Canada and India.

Look beyond North America for Growth

By Raj Kothari, FCA



Canada's trade significance to India dropped to 30th place in 2008. To compound this, PwC's 16th Annual Global CEO Survey, released earlier this year, found that Canadian CEOs are less likely to look beyond our traditional borders for growth and new opportunities, remaining reliant on domestic and US revenue streams. Should Canadian CEOs not change this sentiment, they may lose out—businesses from other parts of the world have already started tapping India's potential growth.

India's demographics make it a powerhouse of economic opportunity. With a population of almost 1.3 billion people, India has over 600 million people under the age of 25. This offers an unparalleled consumer market, and the promise of long-term profit on investment. Just 10% of India's population is almost four times that of Canada's. The sheer purchasing power of this population alone is a game-changing opportunity. Adding to its attractiveness as a trade partner, similar national values of democracy and capitalism allow investors to deal with entrepreneurs and corporations as opposed to a sovereign government—a clear advantage over China.

A timely opportunity presents itself here for Canadian businesses to provide the expertise and resources that India desperately requires

directly in Canada as well. Besides the obvious trade opportunities, Canadian companies should consider investing in India through joint venture structures, partnerships with local Indian entities or setting up their own operations. However, not all is rosy in the Indian economy. Once considered a potential superpower on par with China, India has lately seen the enthusiasm around its global influence dwindle. After experiencing consistent GDP growth rates exceeding

In 2011, bilateral trade between the two countries was \$5.3 billion. In addition to exporting, Indian companies are investing



Left to Right: Naval Bajaj, Minister Fast and Minister Gosal

8%, the last two years have brought significant decline with rates hovering around 4.5%.

This decrease in growth has largely been caused by the tough global economic environment but has been further aggravated by high inflation, high public debt, poor infrastructure, conflict and corruption. India's continued success depends on heavy investments in education, infrastructure, agriculture, healthcare and industrialization. A timely opportunity presents itself here for Canadian businesses to provide the expertise and resources that India desperately requires. Investors should work with highly reputable law firms, accounting firms and significant industrial houses. Mentorship in the Indian business landscape is crucial.

This decade will likely mark the tipping point in a shift of global economic balance from developed to developing countries. Canadian businesses need to position themselves as more significant trading partners for countries like India. As well, companies should prepare themselves for the next generation of engaged and increasingly globalized youth that will fuel growth. The opportunity is immense and the time for Canadian business leaders to act is now, before they miss the boat.

The author is the Managing Partner for the Greater Toronto Area for PricewaterhouseCoopers LLP. He is also PwC's National Practice Leader for the Asset Management Industry in Canada and past President of the Indo-Canada Chamber of Commerce.

Your Bank is Your Partner

By Imtiaz Seyid



Bringing a new concept or product to market, or expanding into new markets and product lines, can be the most challenging venture a business owner or entrepreneur can undertake. It can also be the most rewarding.

In today's market, volatility is a constant. Canadian businesses no longer compete on low cost, low dollar, mass production. They need to differentiate themselves through niche specialization, rapid customer response and superior customer service. As with most things in life, careful thought and planning can help ensure your entrepreneurial vision is matched with the tangible elements needed becomes a successful reality.

One of the most important elements every business needs is financing. Right from the beginning, you need capital for the initial development and marketing of the idea. But raising start-up capital for a new business is often the most challenging funding to get. Typically, most entrepreneurs have to tap a range of funding sources in order to launch their business. This could include your own savings, your family and friends, angel investors, and strategic business partners. The key is getting people who believe in you, your idea, and your business plan.

As start-up businesses reach the stage where they're investing in equipment and hard assets, banks can provide financing under the Canada Small Business Financing Loan program, which provides government guarantees for loans of up to \$350,000.

As a bank, we look at a number of factors in evaluating a business for financing. For example, management considerations such as:

- Your business strategy. How are existing core capabilities being leveraged? What new capabilities need to be developed?
- How you assess opportunities. Financial, operational and strategic metrics. What will success look like?
- Human resources. Do you have the people you need to execute? How will you attract and retain key talent?
- Management infrastructure. That includes fi-

ancial management, sales management and how you plan to manage the transition to a larger organization. What do you need to support expanded operation?

Financially, we want to see that you can keep your balance sheet balanced. If you have a new product, do you need new equipment, to retool a process, or to invest in R&D? If you need new customers, will you be targeting different industry segments, do you have new dynamics to consider (such as seasonality), and what are the payment terms for the new players? And if you're going into new markets, we'll consider currency risk, country risk and impact on cash flow cycle.

Finally, we'll look at a few key ratios to assess a business's financing request (debt service coverage, leverage, and cash flow leverage) and ask two key questions:

- How much cash flow is the business generating, and how much will it generate over the next few operating cycles?
- What assets are available to secure the loan, and what's their value?

But your bank isn't just a place to get financing. Whether your business is in start-up or growth mode, you need to invest time and effort in a full business and financial plan. Use all the resources available to you to put your plan together. Your banker can be one of your most valuable business partners. At RBC, we have industry specialists who deal with many clients in your industry and are familiar with the shared challenges and opportunities that lie ahead. Think of your banker as a business partner, and you'll get more out of them.

Of course, like any business partner, your bank will want to see that you have a well thought out business plan. But it's equally important for you. In fact, it may be the difference between a challenging venture and a rewarding one.

The author is Vice President, South Asian & Middle Eastern Markets, RBC Royal Bank

Eager Technological Partners

By Vinod Munshi



Canada's NEOSat launched through India's PSLV C-20

Canada and India are negotiating a Comprehensive Economic Partnership Agreement (CEPA) to promote trade between Canada and India. Technology collaboration is an important part of the proposed agreement that covers infrastructure, food security energy security, and education, a few aspects of which are briefly discussed.

Civil Nuclear Collaboration: The backbone of Canadian nuclear industry and Nuclear Power Corporation of India (NPCIL) is Candu nuclear technology. Given the respective strengths, the transfer of nuclear technology between the two countries would be beneficial to both countries. At a conference in Mumbai in January 2013, NPCIL rolled out its plan of increasing nuclear power generation in India from 6000 MW to 60000 MW by 2031, an ambitious target that cannot be achieved without international cooperation and transfer, sharing of technology. Impact of liability law on vendors is not well understood and that discourages Canadian nuclear industry from participating in India's nuclear program.

ITER, A futuristic solution to Power Generation: 34 countries including India are collaborating in an international nuclear fusion project known as ITER to produce cheap, clean, safe power on commercial scale from atomic fusion. ITER is based on the 'toka-

mak' concept of magnetic confinement, in which the plasma is contained in a doughnut-shaped vacuum vessel. The fuel, a mixture of deuterium and tritium (two isotopes of hydrogen) is heated to temperatures in excess of 150 million degrees Celsius forming hot plasma. India as partner country of ITER would be part owner of the technology.

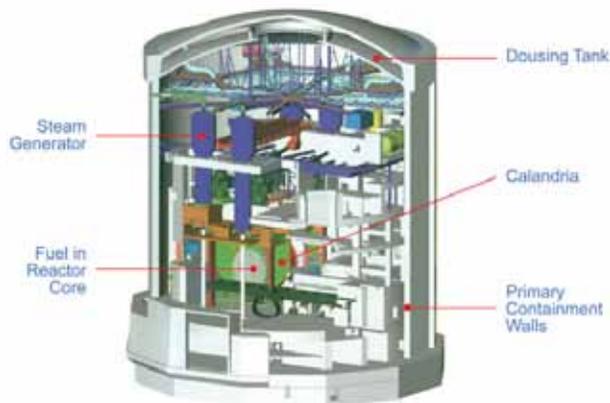
Emerging Technologies: Canada is particularly strong in certain emerging technologies such as information technology, telecommunication, health sciences, and digital media. By combining Canada's prowess in these fields with India's well-trained workforce, very competitive cost-optimal solutions can be offered to North America businesses.

The backbone of Canadian nuclear industry and Nuclear Power Corporation of India (NPCIL) is Candu nuclear technology. Given the respective strengths, the transfer of nuclear technology between the two countries would be beneficial to both countries



IIT-Mumbai Faculty and Students at an Air Quality workshop presented by Dr. S. Venkatesh of IIT Alumni Canada

Canadian CANDU Reactor



Cooperation in Space: Indian Space Research Organization (ISRO) is amongst the six largest space agencies in the world, and has developed capabilities in space research and satellite launching. On Feb 25, 2013, India's Polar Satellite Launch Vehicle (PSLV) carried the Canadian satellite 'Sapphire'. Canadian military's space-based electro-optical sensor will track man-made space objects to improve what the Department of National Defense refers to as "space situational awareness" and NEOSat a space telescope will detect and track debris, and potentially dangerous asteroids. The launch of Canadian satellites by India marks a significant milestone of collaboration between India and Canada in the field of science and technology.

Environmental Aspects of Development: As technological innovations occur, particularly relating to power generation (Nuclear, Oil, Gas & Coal), and other industrial applications, environmental pollution and health impacts become factors that need to be considered. Over the last several years, members of the IIT Alumni Canada have been contributing their expertise to India in the above areas. Several Indian universities including IITs offer full credit courses on information technology and management and organized lectures and workshops on air and water quality. Armed with this knowledge, India can hopefully not suffer the negative effects during its move up the economic ladder.

Social Entrepreneurship and Social Innovation: Along with Environmental awareness, 'Social Innova-

tion' is being recognized as an area of importance and a multi-sectoral approach to address social impact of technology is significant to both countries. An E-Governance initiative of Government of India led by Nandan Nilekani an IIT Alumnus and promoter of Infosys has been implemented to bring transparency and speed to civic services. Entrepreneurship in this space is now being recognized as an innovation engine by both countries.

University of Waterloo now has specialized programs in Social Innovation and Social Entrepreneurship. Ontario is one of the best places for social ventures and organizations such as MaRS Discovery District has programs that help entrepreneurs in this space. Collaboration in this area has tremendous potential and the two countries have started exploratory dialogue.

Energy and Resources: Canada is rich in natural resources as well as in producing energy from multiple sources. The two countries have signed Nuclear cooperation agreement (NCA) and an Appropriate Arrangement Agreement (AAA) facilitating supply of Uranium to Indian Nuclear power plants.

An agreement was signed between the Indian Ministry of Mines and the Ontario Government for setting up Centers of Excellence in Mining Science & Technology at IIT-Kharagpur and Indian School of Mines to promote joint research projects on advanced mining technology, and facilitate faculty and graduate student exchange. Universities of Toronto, Queen's, Laurentian, and Western are the collaborating partners in this initiative. This long-term collaboration is funded by the mining industry from Ontario and India and the two Governments.

IIT Alumni Canada believes that concerted effort should be made to move from agreement and MOU to specific action-oriented strategies to increase collaboration in science and technology and to promote trade between the two countries. The million strong Canadians of Indian descent can be and are a critical resource in this endeavour.

The author is President, IIT Alumni Canada. The article includes contributions by IIT Alumni Canada Directors Khaliq Zaman, Srinivasan Venkatesh, Bibhu Mohanty, Chander Dhawan, & Raju Goteti

Cloud Computing: Small is Small no More

By Jaideep Kala



It is often said that small businesses are the engine of economic growth. While that is true, it is equally true that Canada lags behind other developed countries in business productivity. According to the Conference Board of Canada one of the main reasons is the absence of innovation and investment in new technology. Big corporations are able to invest in new technologies and increase their productivity, small businesses lack the financial resources.

So what does a small business do? Who do they turn to and what is the solution to their problem? The answer lies in cloud computing – where small is small no more. The IT disparity between small and large businesses can be narrowed and eliminated using cloud computing.

Affordability: Cloud computing is affordable because it has tenant based architecture. Think of it as renting an apartment in an apartment building rather than owning your own home. The rent is fixed for all the facilities that you get.

Enterprise class applications: There is no distinction between the applications that you subscribe through cloud and the ones that you buy for on premise installation. In fact, in most cases the cloud version will be the latest without having to pay anything extra for the newer version.

Flexibility or Elasticity: Another benefit of cloud computing is elasticity. For example if you need to hire

temporary workforce during Christmas time or tax time because of the increased demand, you just increase the number of user accounts for that time. When the season is over you can reduce those accounts. So you pay for what you use on a monthly basis and there is no wasted capacity.

Support and Maintenance: Any vulnerability is taken care for you and you don't have to worry about virus protection, disaster recovery or business continuity. Patch management is done for you. Add to that is a Service Level Agreement (SLA) of 99.9% uptime. Most cloud vendors provide financial guarantees.

Other benefits: Another great feature that cloud computing offers is that your office is available to you 24x7; 365 days irrespective of your location as long as you have a computer device and an internet connection. What is even better is that your work is synchronized across all devices.

How can cloud computing help the small businesses?: Most small businesses do require email for communication, a website, word processing, and spreadsheet and presentation software for creating documents, crunching numbers, and presentations.

As far as solutions are concerned Microsoft has Office 365 and Dynamics CRM online that covers everything discussed above. Google has an equally compelling offering in Google Apps. Salesforce.com is very popular for managing customer relationships. On the open source front there is Sugar CRM.

Last word: Cloud Computing is not only a great enabler but a leveller as well. Small businesses can now have access to the same technologies and systems as used by big corporations without any cost overheads. This certainly levels the competitive field and enables small businesses to compete successfully.

The author is an entrepreneur and a director at Satya Consultants Inc. which provides consultancy services in IT Strategy, Project Management and Business Analysis. He is also the chair of ICC's IT committee.

Sustainability: Challenges & Opportunities

By Indira Singh



Over the past two decades “sustainable development” – meeting present-day human needs while preserving the environment for future generations – has attracted increasing worldwide attention from governments, industry and development agencies, communities, NGOs, and academia and civic society, especially those associated with mining and minerals.

In India, ensuring sustainable mining and sustainable development is a key priority of the country’s new National Minerals Policy. Minerals are a vital raw material for infrastructure, capital goods and basic industries. Their extraction and management has to be integrated into the overall strategy of the country’s economic development.

Historically, mining and mineral development have adversely affected people and their environment. Society now demands the design of activities to meet human needs while indefinitely preserving the life-support systems of the planet.

The mining and mineral sector must strive for a net positive environmental legacy and the conservation and enhancement of the resource base. For instance, in Ontario, Barrick Gold Corporation and the Municipality of Greenstone rehabilitated a highway corridor after 32 years of mining. The Heritage Interpretive Centre and an 18-hole golf course now stand as attractive tourism destinations. Similarly, after eight decades of Falconbridge mining and smelting, cattails, reed grass and wildlife now populate over 95 per cent of 170 hectares of marshland around that site.

Minerals and metals are essential for economic growth and the development of humankind. Since prehistoric times, humankind has mined minerals. Rocks and minerals have been used as tools and utensils to enhance our lifestyles. Modern society continues to depend on mined minerals and metals. As a consequence, the discussion and discourse is now moving away from whether mining is “good” or “bad”, and lean instead towards a conversation about how it can be done in a way that harnesses the benefits without incurring the risks.

Meeting India’s economic and sustainability goals requires the resolution of competing issues and pressures involving the integration of the economy and the environment, historical legacies, inequitable distribution of benefits and environmental damage, fraud and corruption.

India has access to best practices, science, knowledge and technologies, and an educated workforce capable of exploring and developing minerals to support economic growth, wealth distribution and environmental protection

India has access to best practices, science, knowledge and technologies, and an educated workforce capable of exploring and developing minerals to support economic growth, wealth distribution and environmental protection. Empirical evidence suggests that when governments, civil society, mining companies and local communities get together, great things can happen. This involves a paradigm shift from “command and control” to “engagement”, from “conflict” to “consultation”, from “looking after our patch” to a “broader view of responsibility”, from “being reactionary” to “proactive”, and from “working in silos” to “working in partnerships”.

India needs to harness technologies and collaborative models to guide its future mining and mineral development in a positive direction, embracing sustainability where the benefit from its vast potential can be realized. India must bring all of its interested parties together to ensure sustainability remains a priority for the mining and mineral sector, and thus help preserve the environment for future generations.

The author is a mining industry veteran with over 25 years of career in the public services. She is the Principal of Mining International Consultancy Inc. She is also the Chair of Canada-India Mining Committee

A Bridge Not Too Far!

By Kam Rathee



“Education is the most powerful tool you can use to change the world” — Nelson Mandela.

Education is a common denominator desire of all human beings. It transcends nations, boundaries, religion, customs, caste, creed and economic disparities. More and more it is being viewed as a part and parcel of trade between nations, a business that comes wrapped in a social good.

Two sister countries, Canada and India, have realized the value of education and the role trade and investment in education can play in improving the lives of its citizenry. Armed with this knowledge, both have embarked on building a bridge that will bring rich dividends to both their economies, for years to come. A shining example of this was reported in the Globe and Mail, as follows:

“In the rocky field dotted with mango trees, five minutes from southern India’s gleaming new Hyderabad airport, Dezso Horvath sees a solution for Canadian universities struggling with limited public dollars. The York University business dean has struck a deal with a developer to build an outpost for the Schulich School of Business, making it one of the first foreign campuses in the world’s fastest growing market for higher education.”

In that education has a component that falls, in part, in the public domain, the Governments of Canada and India have not been left behind and have agreed to give a boost to this noble calling by agreeing to and signing a “Memorandum of Understanding Between the Government of Canada and the Government of the Republic of India concerning Cooperation in Higher Education. This document, in its crucial part, reads as follows:

“The Government of Canada and the Government of the Republic of India will encourage the continued development of contacts and cooperation between the higher education institutions of the two countries, based on their respective academic, scientific and education needs through this MOU and arrangements between educational institutions on both sides.”

As the adage goes, well begun is half done. But where do we go from here?

In my opinion, in implementing the letter and spirit of the above cited document, the following action items need to be considered and followed, to wit:

- There is a strong need to improve “Brand Canada” in India and “Brand India” in Canada, more so the former.
- Government of India must pass its stalled education bill at the earliest otherwise the type of Schulich deals will remain in the single digit.
- The Provinces, in whose domain education falls, must assist Canadian universities and colleges to promote their wares in India. As of now, only three or four of Canadian Provinces are in the throes of education.
- Canada faces an uphill battle in student recruitment compared to its competitor countries such as the U.K, Australia and the U.S. The fees paid by foreign students need to be rationalized and the opportunity to apply for a landed status post completion of studies needs to be vigorously publicised.
- Through contacts in the huge Indian diaspora and specialist country specific educational organizations, with financial assistance to them, must be pressed into service to accelerate cooperation between the two countries.

We are told that there is a plethora of MOUs that have been signed between Canadian and Indian educational institutions. While some are more active than others, the bulk of them are lying dormant, some suffering from ennui that has set in.

In essence, to achieve the lofty goals the two countries have set for themselves, the mind must be willing and the body must be able. It seems, in a large number of cases, we are lacking in one or the other.

The author is the honorary Vice Chairman of the Canada-India Education Council and the former President & CEO of Canada-India Business Council. He is Special Advisor India at Blake, Cassels and Graydon, LLP

Enabling Better Ties

The India Innovation Institute at the University of Toronto

By Dilip Soman

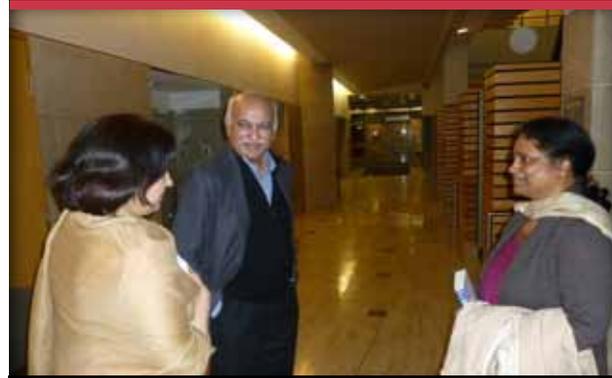


These are exciting times for Canada –India relations. Whether it be the closing stages of the CEPA negotiations, the increasing trade and commercial ties, growing exchanges at the government or education levels, or the increased cultural and social ties, there is no doubting the fact that Canada-India relations have reached a new era of sophistication and maturity.

With both India and Canada being great proponents and believers of the knowledge economy, it is imperative for these growing ties to be based on data, research and insights. The India Innovation Institute (III) was set up at the University of Toronto in 2011 with the mission of becoming a leading knowledge resource that supports the activities of various players in the Canada – India corridor. It aims to be a leading intellectual hub for researchers across the university and around the world, as well as a resource centre for various organizations and groups that operate at the Canada-India corridor and seek greater engagement with, or understanding of India. In other words, the institute aims to enable the work of bodies such as the Indo Canada Chamber of Commerce, the Indus Entrepreneurs, the Canada India Business Council, the Canada India Foundation as well as government agencies and consultants by providing them with the information and insights they need.

With both India and Canada being great proponents and believers of the knowledge economy, it is imperative for these growing ties to be based on data, research and insights

The institute's work is different from other India-focused research centres in three specific ways. First, our work is truly multidisciplinary. The III is collaboration between the Rotman School of Management and the Munk School of Global Affairs, and draws researchers from various disciplines (Engineering, Manage-



Left to Right: Preeti Saran, M.J. Akbar, D. Charandasi

Photo credit: Gurnukul Singh

ment, Political Sciences, Medicine, Education, Policy, Economics and Law). Second, we engage in complete scholarship; while the foundation of our work is academic research and discourse, the III is also engaged in other elements of knowledge creation, translation and mobilization. Our activities span the complete spectrum of scholarship – academic research, lecture series, workshops and seminars, books and white papers, courses and training sessions. Additionally, we strive to involve students at all levels in our activities. Third, the cornerstone of our approach is to create knowledge through partnerships with academic, business and government entities.

Recent examples of reports include a guide to crowd-funding innovations, as well as a primer on retail FDI opportunities in India. These and other reports can be accessed through our webpages at the Munk School and the Rotman School. We are also working on reports on opportunities in agriculture, not-for-profit and CSR initiatives. Our very active public lecture series has featured speakers like Shashi Tharoor, Jaideep Prabhu, Rajiv Kumar and M.J. Akbar. Additional projects on the anvil include the development of a workshop series on how to do business in India for Canadian clients, and a series of roundtables to help convert the growing stream of interest in India to actual traffic and eventually trade.

The author is Director at the India Innovation Institute

Engaging the Indian Diaspora

By Peter Sutherland



Participants at PBD India plenary session

India is, and has been, a priority for the Canadian foreign policy agenda. High-level visits of officials from both sides, as well as progress in developing a more robust economic partnership are well documented. Underpinning this are the structural complementarities between the two countries that ground and motivate the serious efforts being taken on the two sides to create a fruitful partnership. Part and parcel of this narrative is the Indo-Canadian Diaspora and their role as key actors in informing this relationship.

The Indo-Canadian community comprises approximately 1 million people. This constituency is an asset that has the potential to give the bilateral relationship a competitive edge as India's global prominence continues to grow. This growth is soundly based on a structure of demographics, demand and democracy. Yet for all its economic and cultural appeal, India remains an incredibly complex country as it attempts to simultaneously achieve a social, economic and political transformation. This is where the Indo-Canadian community must be active: in de-mystifying the business and political landscape in India to foster and facilitate a burgeoning bilateral relationship.

both governments by 2015. The community needs to come together to decide what their specific goals are so that a more harmonized effort towards achieving them

Yet for all its economic and cultural appeal, India remains an incredibly complex country as it attempts to simultaneously achieve a social, economic and political transformation

can be initiated. Whether that be by further informing policy-makers at the highest levels, raising the cross-country profile through interactions between domestic groups, or by being a central resource for businesses wanting to come to Canada or go to India, a more targeted and self-aware approach needs to be taken. Key to this is a more granular understanding of the Diaspora's capabilities in accomplishing these or other agreed objectives.

Ultimately, the question is not how to engage the Indo-Canadian Diaspora; that has largely been achieved. Rather it is about how best to channel that engagement to provide the access and insight necessary to precipitate tangible results in the bilateral relationship, whether those be economic, political or both.

The author is the President & CEO of Canada-India Business Council

Strengthening Partnership

By Kant K. Bhargava & Anita Singh



Leaders and policy makers in Canada and India have showered accolades on the million-strong Indo-Canadians for their educational and professional successes. However, the rise of the Indian Diaspora in Canada and its potential to advance Canada-India partnership remains under-researched and under-studied. Indo-Canada Chamber of Commerce's (ICCC) project on *The Future of Canada-India Partnership: Unlocking its Full Potential* with its focus on the role of Indo-Canadians is a welcome and timely step.

Many second and third-generation Indo-Canadians with Canadian education and experience are uniquely-placed to build economic bridges between the two countries

The Indian Diaspora in Canada is internally diverse, with linkages to different states of India. As a result, the policy goals and objectives vary between different segments of the diaspora. However, there is no doubt

that all of its members are bound by the common vision to see Canada-India relations expand to its full potential. The several ways in which the Indo-Canadian community can advance partnerships between two countries are:

- Developing a sector-based focus on areas of need between the two countries. This has been identified by both governments to include agriculture, education, science & innovation, information and communication technology, infrastructure development, and energy. The Indo-Canadian community is rich with outstanding experts, scholars and persons with acumen. Steps to create a better atmosphere for Canada-India relations in these areas have been pursued by all levels of government in both countries.
- Many second and third-generation Indo-Canadians with Canadian education and experience are uniquely-placed to build economic bridges between the two countries. Their experience and

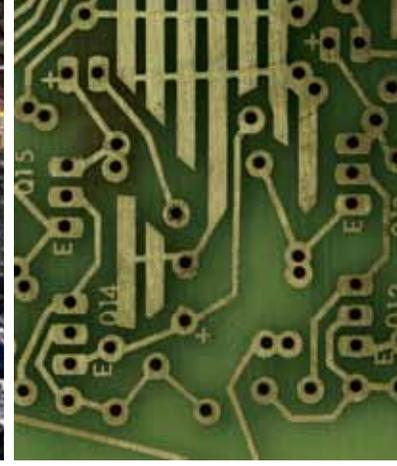


Indian Diaspora: growing influence

enthusiasm needs to be engaged in two ways. First, the private sector and educational institutions in the two countries need to redouble their efforts for providing for them workplace, internship and student placements. Second, young members of the community need to be actively recruited to have a place at the table in discussions on improving Canada-India relations. In this way, the ICCC research project has made active attempts to include the youth in its project.

- There is an important role for Indo-Canadians to make connections in India beyond government. Working in tandem with mainstream business community, local bodies and provincial governments, they need to augment their efforts through business, education and non-governmental organizations such as ICCC, Canada-India Foundation and Indian Institute of Technology Alumni Canada to ignite interests in trade and investment issues in the business communities in two countries. Absence of local presence or formalized contacts in India with local trade and industry bodies is a severe handicap in this respect.

Former Indian Ambassador Kant K. Bhargava is Honorary Senior Advisor to Indo-Canada Chamber of Commerce; Dr. Anita Singh is a Research Fellow at the Center for Foreign Policy Studies at Dalhousie University focusing on the role of the Indian Diaspora in building Canada-India partnership



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But we're working on it.

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creator of the Canadarm.

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Canadian economy can do for you.

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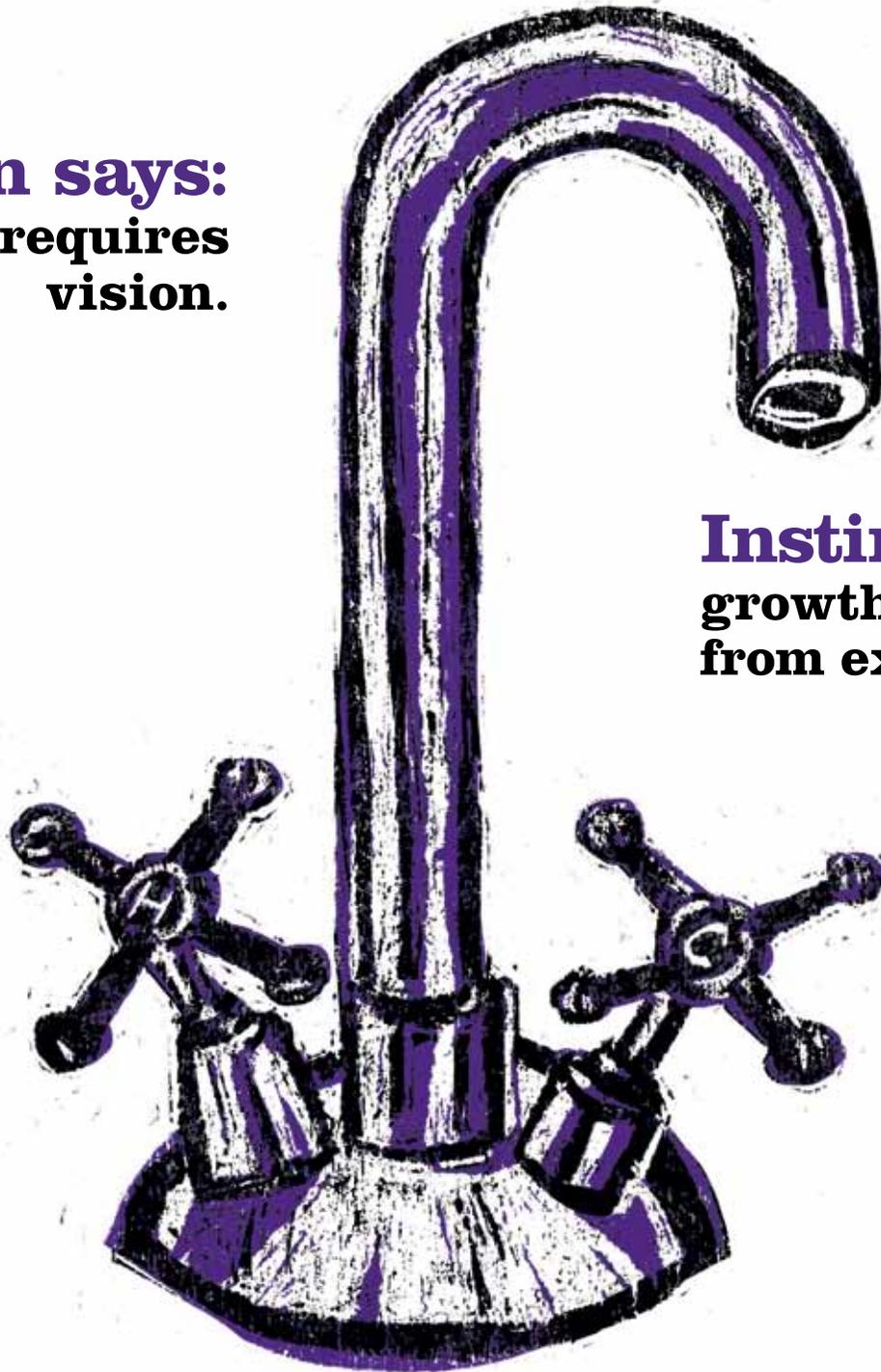
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vision.**

**Instinct says:
growth flows
from experience.**



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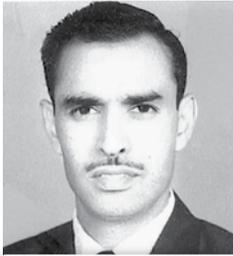
Hall of Fame

ICCC ANNUAL MAGAZINE 2013

ICCC Past Presidents



1977-78 • 1979-80
Kishore C. Doshi



1978-79
Homi Billimoria



1980-81
Mike Flecker



1981-82
Bakul Joshi



1982
Ramesh Chotai
(acting)



1982-83
Harshad Patel



1983-84
Suresh Goswamy

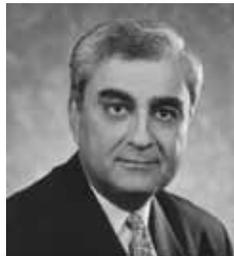


1984-85
Vinu Vasani



Photo
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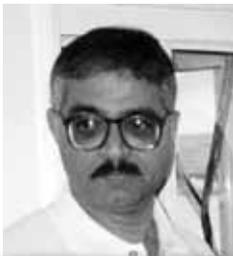
1985-86
Rajeev Jain



1986-87
Rasik Morzaria



1987-89
Sat P. Chopra



1989-91
Benny Lobo



1991-93
Ajit Someshwar



1993-94
Manoj Pundit



1994-96
Hari Panday





1996-98
Raj Kothari



1998-00
Ravi Seethapathy



2000-01
Rakesh Goenka



2001-03
Kris Krishnan



2003-05
Pradeep Sood



2005-2007
Ajit Khanna



2007-08
Sunil Jagasia



2008-10
Asha Luthra



2010-11
Vinay Nagpal



2011-12
Satish Thakkar



Lifetime/Outstanding Achievements Award



1992
Shan Chandrasekar



1993
Ranjit Kumar
Chandra



1994
Prasanta Basu



1995
Satya Poddar



1996
Sudi Devanesan



1997
Nalini Stewart



1998
Herb Dhaliwal



1999
Bhausahab Ubale



2000
Ujjal Dossanjh



2001
Balbir S. Sahni



2002
Naranjan S.
Dhalla



2003
C. Sen Gelda



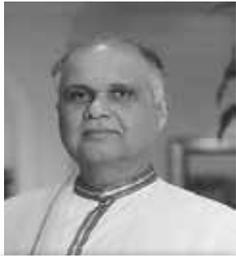
2004
M. N. Srikanta
Swamy



2005
Chandrakant P.
Shah



2006
Ben Sennik



2007
Budhendranauth
Doobay



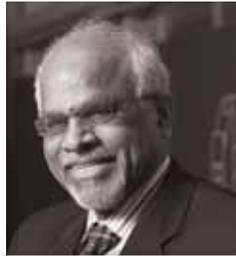
2008
Ashok Vijh &
Ratna Ghosh



2009
Suresh Thakrar



2010
Baljit Chadha



2011
H. Rayadu Koka



2012
Pawan Singal



2013
Jagannath Wani



Humanitarian Award



1992
Kappu Desai



1993
Nurajchan N.
Mawani



1994
Sunera Thobani



1995
Vim Kochar



1996
Keshav Chandaria



1997
Bonnie & Fred
Cappucino



1998
Anup Singh Jubbal



1999
Bhadur Madhani



2000
Cassim Degani



2001
Shiv L. Jindal



2002
Hussein Kanji



2003
Shree Mulay



2004
Gary Singh



2005
Abhijit Guha



2006
Rahul Singh



2007
T.D. Dwivedi



2008
Vivian
S. Rambihar



2009
Terry Papneja



2010
Gagan Bhalla



2011
Meenu Sikand



2012
Chandrakant
Sachdev



2013
Chandrasekhar
Sankurathri



Female Entrepreneur Award



1997
Kiran Kataria



1998
Deepa Mehta



1999
Seema Narula



2000
Nilufer Mama



2001
Neena Kanwar



2002
Razia
Nathani-Suleman



2003
Afsana Amarsy



2004
Dhun Noria



2005
Rani Advani



2006
Rashmi Rekha



2007
Manishi Sagar



2008
Nina Gupta



2010
Anita Gupta



2011
Lisa Mattam



2012
Pravina Budhdev



2013
Raj Girn



Male Entrepreneur Award



1992
Santokh Singh



1992
Om Arora



1993
Rai Sahi



1994
Asa Johal



1995
Navin Chandaria



1996
Surjit S. Babra



1997
K.C. Vasudeva



1998
Madan Bhayana



1999
Krishan Singhal



2000
Kashmiri Lal Sood



2001
Steve Gupta



2002
Bill Malhotra



2003
Nirmal Mussady



2004
Bob Dhillon



2005
R. K. Bakshi



Hall of Fame



2006
Gyan Chand Jain



2007
Bhim D. Asdhir



2008
Vikas Gupta



2009
Soham Ajmera



2010
Pyarali Nanji



2011
Raman Agarwal



2012
Harpreet Sethi



2013
Sujay Shah

Female Professional Award



2000
Shobha Khetrpal



2001
Naseem Somani



2002
Lalitha Shankar



2003
Lata Pada



2004
Suhana
Meharchand



2005
Veena Rawat



2006
Mitali De



2007
Sheila Kumari
Singh



2008
Poonam Puri



2009
Sonia Anand



2010
Shirish Chotalia



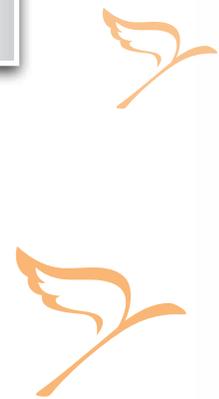
2011
Usha George



2012
Madhur Anand



2013
Sadhna Joshi



Male Professional Award



1992
Satinder Lal



1993
Haroon Sidiqqi



1994
Sabi Marwah



1995
Kunjar Sharma



1996
Salim Yusuf



1997
Trichy Sankaran



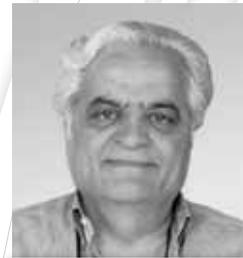
1998
Clarence
J. Chandrani



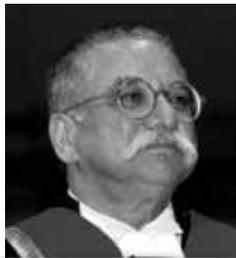
1999
Rama Bhatt



2000
Ramachandra
Munikoti



2001
Ramesh Khosla



2002
Vern Krishna



2003
Salim Daya



2004
Virendra K. Jha



2005
Tad Murty



2006
Asit K. Biswas





2007
Raj Anand



2008
Gopal
Bhatnagar



2009
Vivek Rao



2010
Prabhat Jha



2011
Subodh Verma



2012
Sunit Radia



2013
Raj Kothari

Young Achievers Award



1993
Rochan Sankar



1994
Akaash Maharaj



1995
Manisha Bharti



1996
Aashna Patel



1997
Sanjay Nath



1998
Aziz Hurzook



1999
Emmanuel Sandhu



2000
Dilnaz Panjwani



2001
Anita Gahir



2002
Manisha Bawa



2003
Shahmeer Ansari



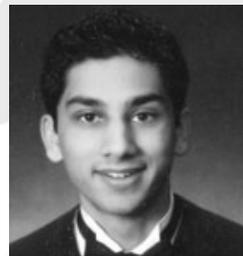
2004
Rahul Raj



2005
Manjit Minhas



2006
Ravi Sood



2007
Ankit Kapur





2008
Asha Suppiah



2009
Suraj Kumar Gupta



2010
Guru Gobind Singh
Children's Foundation



2011
Jasmeet Sidhu



2012
Aakash Sahney



2013
Bilaal Rajan



2013
Sapna Shah



Technology Achievement Award



2002
A. Jasuja



2002
V. Chanchalani



2003
Sunil Kumar Sethi



2004
Aditya Jha



2005
Dipak Roy



2006
Sankar Das Gupta



2007
Nishith Goel



2008
Karan Sher Singh



2009
Jamal Deen



2010
Harinder Pal Singh
Ahluwalia



2011
Kunal Gupta



2012
Raja Singh Tuli



2012
Suneet Singh Tuli



2013
Nilesh Bansal



Corporate Executive Award



2006
Nadir Mohamed



2007
Bharat Masrani



2008
Kishore Kapoor



2009
Hari Panday



2010
Zabeen Hirji



2011
Nitin Kawle



2012
Sriram Iyer



2013
Deepak Chopra



Member of the Year Award



1992
Raymond Christian



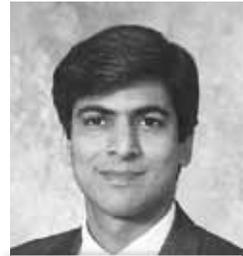
1993
Gordan Pohani



1994
Hira Joshi



1995
Reema Duggal



1996
Rajiv Bhatnagar



1997
Ravi Seethapathy



1998
Pradeep Sood



1999
Rashmi Brahmhatt



2000
Rakesh Goenka



2001
Suresh Thakrar



2002
All ICCC Members



2003
Sampat Poddar



2004
Sudarshan
Jagannathan



2005
Anil Shah



2006
Young Professionals
(YP) Committee



2007
Geetha Ramesh



2008
Rina Gill



2009
Surinder (Pal)
Ghumman



2010
Satish Thakkar



2010
Harjit Kalsi



2011
Ruby Sohi



2011
Davy Sohi



2012
Kasi Rao



2013
Women Entrepreneurs & Professionals
(WEP) Committee

President's Award



1993
Paul Fernandes



1994
Amar Erry



1996
Ajit Jain



1997
Rajiv Bhatia



1998
Menaka
Thakkar



1999
Rohinton Mistry



2000
Firoz Rasul



2001
Maria Minna



2002
Mobina Jaffer



2003
Colin D'Cunha



2004
Ramesh Chotai



2005
Ratna Omidvar



2006
Rajesh
Subramaniam



2007
Subha Rajan
(Tampi)



2008
Gary M.
Comerford



2009
Asha Seth



2010
Harinder Takhar



2011
Vasu Chanchlani



2012
Preeti Saran



2013
Stewart Beck



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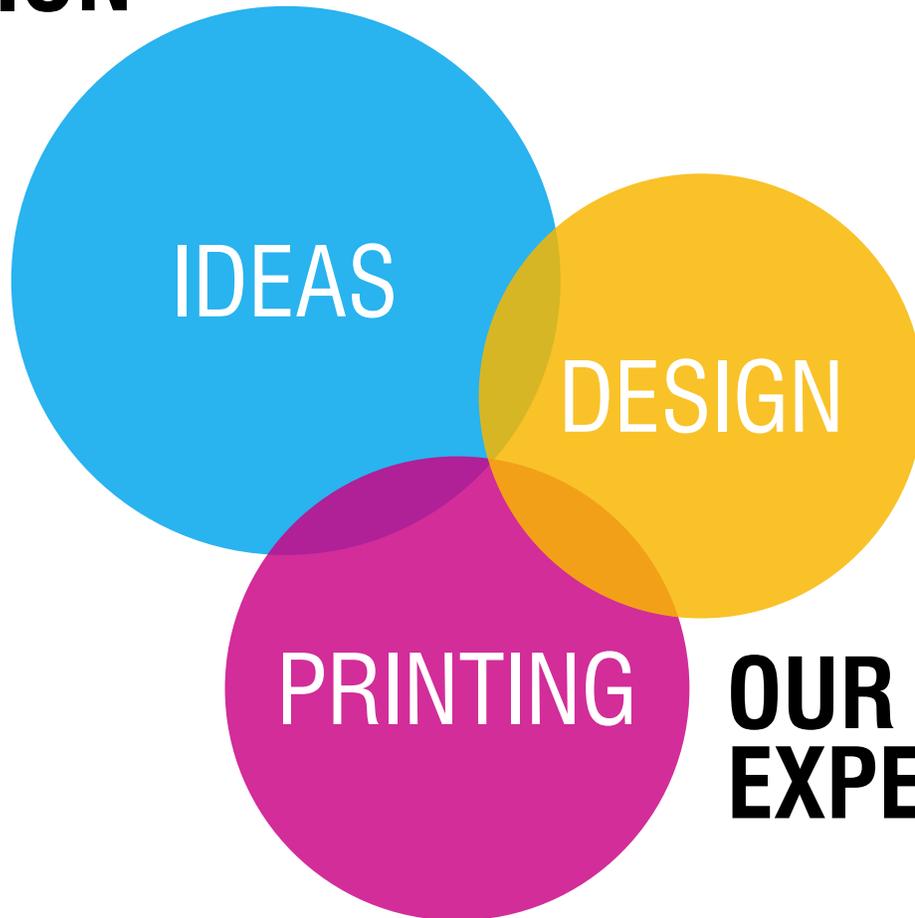


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Year in Review 2013

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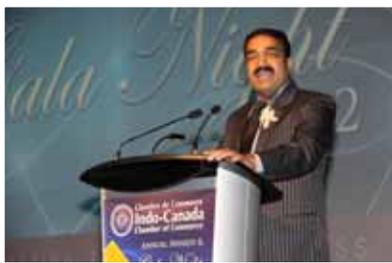
Annual Awards & Gala Night 2012



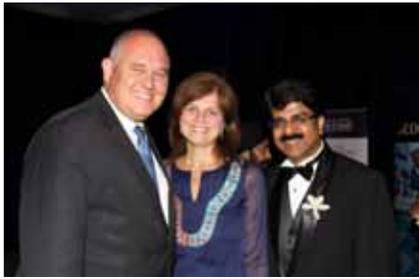
9 June 2012

Over 1,200 eminent Indo-Canadians converged at the Metro Toronto Convention Centre on June 9, 2012 to celebrate and honour the achievements of eleven Indo-Canadians from diverse fields who were honoured at Indo-Canada Chamber of Commerce's Annual Awards & Gala Night. Hon. Joe Oliver, Canada's Minister for Natural Resources was the Chief Guest. The theme for 2012 gala was Engaging Partners, Implementing Strategies.











Winter Gala 2012

ICCC awarded the Queen Elizabeth II Diamond Jubilee Medals to 25 eminent achievers who have contributed to the community and the Chamber at its glittering Winter Gala 2012 at the Grand Victorian Convention Centre. ICCC had themed its annual Winter Gala celebration as 'Recognizing our Stars'. Hon. Joe Oliver, Minister for Natural Resources, and Hon. Julian Fantino, Minister for International Cooperation honoured the Chamber's nominees with the medals. The medal recipients marched to the podium with the traditional pipe band from the 32 Service Battalion of the National Defense. The guests were enthralled by Divya Kumar's dance troupe's fusion of western and Indian popular music and dance ensembles.



ICCC's QE-II Diamond Jubilee Medal Recipients:

- Ajit Someshwar
- Anil Shah
- Bashir Nasir
- Douglas Kelly
- Geetha Ramesh
- Gopal Bhatnagar
- Harjit S. Kalsi
- Imtiaz Seyid
- Kant Kishore Bhargava
- Kanta Arora
- Kasi Rao
- Kishore Doshi
- Naval Bajaj
- Rakesh Goenka
- Ravi Seethapathy
- Renu Mehta
- Sabi Marwah
- Salim Yusuf
- Sampat Poddar
- Soham Ajmera
- Srinii Iyengar
- Suresh Thakrar
- Terry Papneja
- Venki Raman
- Surbhi Joshi





ICCC's 14th Annual Charity Golf Classic

23 July 2012

The 14th Annual ICCC Charity Golf Classic was an overwhelming success with over 140 enthusiastic amateur golfers having a great time at the Country Club in Woodbridge. The golfers – an eclectic combination of the Chamber's long-time and new members, and guests – began arriving mid-morning. The tournament started around noon with a shotgun start – scramble format. The team comprising Harry Mann, Alfie Nat-hoo, Peter Muto and Sheikh Tauseef won the tournament. Naval Bajaj, President, ICCC, presented them with a trophy. Proceeds from the golf tourney are for registered charities. Naval Bajaj emphasised that it is only through member engagement that the Chamber will thrive, and encouraged those present at the Golf event to participate with as much enthusiasm in the Chamber's events.





Unlocking the Potential

Canada-India relations have witnessed a new surge since 2005 and especially following Prime Minister Stephen Harper's first visit to India in 2009. As a follow up to this visit, the two countries agreed to take their bilateral ties to an altogether different trajectory.



Baljit Chadha with other participants at Montreal roundtable

A study exploring the benefits of close economic ties was initiated in 2010 and the Joint Study Group's final report called Exploring the Feasibility of a Comprehensive Economic Partnership Agreement (CEPA) provided an impetus to the process.

Since then both Canada and India have been engaged in negotiating the CEPA, which is expected to be signed in 2013. In the interim, many landmarks have been achieved such as a series of bilateral agreements in various sectors such as nuclear energy, transportation, and mining were inked and an unprecedented second visit to India by Prime Minister Harper took place in 2012.

These developments have been a vindication of its efforts for the Indo-Canada Chamber of Commerce (ICCC). For the last 36 years, ICCC has performed an important role in fostering bilateral economic relations between Canada and India. In its role as a fulcrum for closer cooperation between the two countries, ICCC envisaged a project in early 2012 to understand the opportunities of this economic collaboration and the role that the Indian Diaspora can perform to aid the process.

Kant Bhargava, ICCC's Honourary Senior Advisor

and retired ambassador, developed the project envisaging it as a series of roundtables to be held in Canada and in India followed by one to one interviews with some key experts, policy and decision makers. The project called the Future Agenda for Canada-India Partnership: Unlocking its Full Potential will, inter alia, explore the following:

- The role which Indo-Canadians can play in conjunction with other stake holders for advancing Canada-India partnerships
- The strengths and challenges of organizing their collective activities in Canada and India for unlocking the full potential of comprehensive economic partnership
- The effectiveness of India's efforts to engage their Diaspora for strengthening relations with Canada
- The recognition by Canadian governments at various levels of the contributions of Indo Canadians, who have contributed significantly to the polity, economy and society of Canada, to build economic bridges to India and support extended by them

In its role as a fulcrum for closer cooperation between the two countries, ICCC envisaged a project in early 2012 to understand the opportunities of this economic collaboration and the role that the Indian Diaspora can perform to aid the process

The research project is analyzing how best the growing resources, and potential of Indo-Canadian community can be harnessed for the progression of bilateral relations especially in trade and commerce. It is focusing on the development of business networks especially for small businesses, educational linkages, science and innovation, biotechnology, energy, agriculture, mining and medicine.

ICCC is collaborating with a number of business, trade and academic institutions for this project both in Canada and India. The project is being sponsored by the Chanchlani Foundation.

Year in Review

June

18 June 2012

Reception for S.M. Krishna



The CGI Toronto and ICCC organised a reception in honour of Indian External Affairs Minister S.M. Krishna on Monday June 18, 2012. Minister said that Canada-India relations are based on shared values of democracy, pluralism, multiculturalism and tolerance. Satish Thakkar, ICCC's President for 2012-13 noted the chamber's active work in building economic bridges between Canada and India. The Indian High Commissioner S M Gavai and the Consul General of India Preeti Saran referred to excellent work of ICCC. Minister Harinder Takhar, Kathleen Wynne and Margaret Best were also present at the function.

27 June 2012

Interactive session with Peter Hall

Peter Hall, Chief Economist of Export Development Canada discussed the state of the Canadian economy and bilateral economic relations between Canada and India. He said that Canada is taking many of policy steps to encourage trade linkages, including pursuing free-trade deals, bilateral tax treaties and foreign investment protection agreements with fast-growing economies like India. Canada's trade growth with traditional partners such as the U.S. has been lacklustre over the past decade. Our trade with emerging markets—North-South—has grown by 12%. However, our foreign-affiliate sales have grown even faster, at a rate of 13%.



July

12 July 2012

Reception for Gujarat delegation

ICCC organised a business reception of a high-powered delegation from Gujarat led by the state's Principal Secretary D. J. Pandian. Naval Bajaj, President ICCC said that the Chamber would lead a multi-city trade mission to the Vibrant Gujarat 2013 convention.



Gujarat's Pandian emphasised the robustness of Gujarat's economic development with ample bilateral opportunities for business, trade and investments. Preeti Saran, Consul General of India in Toronto; Mayor Frank Scarpitti of Markham; Senator Dr. Asha Seth and Joe Daniel, MP were among the several distinguished dignitaries present at the reception.

August

12 August 2012

Reception for S.M. Gavai



Bilateral relations between Canada and India are on an upward trajectory and will continue to improve rapidly, S. M. Gavai, the High Commissioner of India to Canada, said at a farewell reception given in his honour by the ICCC. Naval Bajaj, incumbent President of the Chamber along with three past presidents – Asha Luthra, Vinay Nagpal and Satish Thakkar – presented S. M. Gavai with a memento. Senators Dr. Asha Seth and Consiglio di Nino, former Senator Vim Kochar, Members of Parliament Patrick Brown and Joe Daniel and representatives of Indian diaspora and business organisations were also present at event.

23 August 2012

Volunteer appreciation dinner



ICCC felicitated its volunteers at a Volunteers' Night on August 23, at Avani restaurant. The event was attended by over 50 volunteers. ICCC enjoyed unstinting

support of volunteers who have helped accomplish the Chamber's mandate. "Volunteering is a big tradition in Canada, and we at the Chamber have adopted it since the Chamber's inception in 1977. The volunteer appreciation dinner was a small measure of thanking all volunteers for their dedication and involvement," Naval Bajaj said. The volunteers were given certificates of appreciation for their dedicated work for the Chamber. ICCC's immediate past president Satish Thakkar joined Naval Bajaj in giving away the certificates.

September

13 September 2012

Reception for Taxation Committee

ICCC organized a business reception for an Indian empowered committee on taxation. Sushil Kumar Modi, leader of the delegation said that the committee was in Canada to understand Canadian experience in the implementation of the Goods and Services Tax (GST).



Naval Bajaj said that it is significant that Indian decision makers have come to Canada to understand the feasibility of implementing tax reforms in India. Over 200 guests including taxation experts John Wilkinson, Bruce Wurts, David Peterson and Minister Bal Gosal and Preeti Saran, Consul General of India in Toronto.

13 September 2012

Roundtable on taxation

ICCC organized a roundtable for visiting delegation of India's empowered committee on taxation with experts in public finance and taxation. Indian delegation led

by Sushil Modi had discussions with John Wilkinson, Former Ontario Minister for Revenue and other experts in the taxation.



The committee wanted to study the complexity of inter-state trade, the mechanism for taxing it and also to study the implementation of GST. Naval Bajaj emphasised that tax reforms are a perennial necessity in any economy. “Over time, business processes evolve, and tax instruments have to stay in consonance with these changes.”

18 September 2012
Ravi Jain on immigration issues



Immigration to Canada is coveted by many across the world; people’s hopes, aspirations, dreams and lives are intertwined with an issue that is vexatious and contentious, often controversial, and always hard to understand. ICCC organized a speaker series with Ravi Jain, Partner, Green and Spiegel, the Toronto-based law firm with more than 150 guests. Adopting a Q&A format Ravi answered queries in the language skills, the status of students, business immigration, skilled category and work permits. Naval Bajaj said that the chamber would focus on ushering in change through innovative programs. “Continuity with change is our motto”.

19 September 2012
Mentoring program - IV



ICCC launched its fourth module of the mentoring program on 19 September 2012. This was the first module that caters the participants from different sectors; hitherto, the program had focussed on skill development, understanding of Canadian work culture, resume writing, interview handling and job search techniques. Naval Bajaj, said that the main objective of this program is to connect internationally trained Indo-Canadian newcomers with successful Indo-Canadian professionals. The mentors for the program have been carefully chosen from professional pool of talent available within ICCC membership.

24 September 2012
Young professionals’ open house



ICCC’s – Young Professionals Committee (ICCC-YP) held an Open House in association with the South Asian Business Association at Rotman School of Management, University of Toronto. Avi Goel, Director, Young Professionals & New Immigrants Committee at ICCC, said that the main objective of this collaboration was to provide participants an opportunity for professional and business development, mentorship and networking. He emphasized the advantages

of connections with businesses and the Diaspora and urged attendees to become ICCC members.

28 September 2012 'Canada is a top priority for India'

ICCC in collaboration with the Asia Pacific Foundation of Canada (APFC) hosted a business reception for Rajiv Kumar, Secretary General FICCI. Kumar said that Canada is among the 18 countries that FICCI has identified to develop stronger trade relations.



Naval Bajaj emphasized the need for closer cooperation between organizations such as the ICCC and FICCI. "As the Canada-India file gains prominence it is becoming increasingly important for organisations in both the countries to work together to enhance the pace of economic cooperation," he said.

15 October 2012 India Mission 2013 launch



ICCC launched its multicity, multi-sector trade mission to India which was attended by over 200 guests. Lauding the ICCC, Don Stephenson, Chief Negotiator CEPA said, "What ICCC is doing is important because governments can only define the parameters of trade,

finally it is businesses who trade and people who invest." Bajaj said that "Canada and India are committed to creating strong and lasting bonds." The guests included Consul General Preeti Saran, Senator Dr. Asha Seth and Mayor of Markham, Frank Scarpitti and eminent members of the community from business, professional and political circles.

18 October 2012 NASSCOM roundtable



Making a strong plea for a more relaxed immigration regime in Canada, Som Mittal the President of India's National Association of Software and Services Companies (NASSCOM) said that the regulations governing movement of highly skilled people in Canada needs to be more relaxed, but have instead been made more stringent. Out of the \$ 70 billion India IT exports, Canada represents only \$1.5 billion. Naval Bajaj explained that the purpose of the roundtable was to develop a better understanding of the IT sector and identify the areas to enhanced cooperation between Canada and India.

18 October 2012 Business reception for Som Mittal



IT cooperation between Canada and India will grow, Som Mittal, President, NASSCOM said that there is a shift in our economy and there are some global economic issues so our growth is slowing down but in the last two months, path breaking announcements to continue with the reforms have put us back on track. Naval Bajaj welcomed Mittal and said that he is a technocrat with a heart and the epitome of the new face of rising India. NASSCOM realize its strategic vision of ‘Transforming Business and Transform India’.

22 October 2012
Natural resources seminar



ICCC-Thunder Bay Chamber of Commerce & Thunder Bay Community Economic Development Commission organised a roundtable on Mineral Sector Opportunities in India and Canada. The growing cooperation and the potential for future growth in the mining sector were discussed at a roundtable conference in Thunder Bay (Northern Ontario). Naval Bajaj explained that the Chamber’s Canada-India Mining Committee (CIMC) is to provide a collaborative platform for networking and sharing market intelligence. Harold Wilson, President of the Thunder Bay Chamber of Commerce noted investments by Indian firms in Northern Ontario have demonstrated large scale opportunities in the region.

24 October 2012
Chai with CEO Satish Kanwar

ICCC’s – Young Professionals Committee (ICCC-YP) kicked off its ‘Chai with CEO’ series to host Satish Kanwar, one of the founders of Jet Cooper, an up-and-coming user design experience agency that specializes in creating spiffy applications for the web, mobile, and tablet environments.



Satish is an active member of the technology, design and the start-up community, and he is the Co-Organizer of Lean Coffee Toronto. Naval Bajaj highlighted the prominence of ICCC in Indo-Canada bilateral relations and encouraged entrepreneurs and business owners alike to be optimistic about the global opportunities that would emerge in future.

27 October 2012
Meira Kumar’s reception

Meira Kumar, the Speaker of India’s Lok Sabha – India’s lower house of Parliament – lauded the Indian Diaspora in playing a positive role in fostering relations between Canada and India, at a reception organized in her honour by ICCC and other Diaspora organizations. Canada -India share many commonalities of parliamentary democracy, pluralism and diversity, she said. Naval Bajaj, ICCC’s President said that the cooperation between the two countries is a vindication of our Chamber’s long-standing belief that Canada and India are natural allies.



Consul General Madam Preeti Saran drew attention to Hon. Speaker’s achievements in the Indian Foreign Service (IFS), then as a Member of Parliament and now as the Speaker of the Lok Sabha.

29 October 2012 Discussion with Tim Hudak



Free trade agreement between the Ontario-India could remove barriers like those in the financial sector, and inject \$6billion into the Canadian economy, creating 40,000 jobs, said Tim Hudak, Leader of the opposition at the roundtable with ICCC members. Naval Bajaj, President ICCC, emphasized the role of the small businesses as Ontario has more than 380,000 small businesses with 20 % of the province's population working in this sector. Christine Elliott, the Deputy Leader of the party, Satish Thakkar, immediate past president, ICCC, Stephen Green from Green & Speigel, Baljit Sierra, President, Novo Plastics and Rakesh Goenka, former president, ICCC, also spoke on the occasion.

November 1 November 2012 Diwali celebrations



ICCC was one of the organizers of Deepak Obhrai's National Diwali celebrations in Ottawa. On the occasion, Stephen Harper, Prime Minister of Canada, laud-

ed the success of million strong Indo-Canadians in different spheres. He added, "Our relations have been developing and deepening rapidly in recent years, and will continue to do so in the future, too." Deepak Obhrai said: "Today, Diwali is truly a national Canadian celebration. People have travelled from all across the country to be a part of this national celebration. Naval Bajaj said that during his India visit Prime Minister Harper should work with the Indian government to announce the Year of Canada in India in 2013 or 2014.

14 November 2012 Opportunities in Chatham-Kent



An interactive session on the Chatham-Kent Business Ventures Program co-hosted by the ICCC and the Municipality of Chatham-Kent region drew an enthusiastic response from entrepreneurs and professionals in the Greater Toronto Area. D. P. Jain, Vice President & Director Finance emphasized that the ICCC is committed to forging new links with the third tier of the government – the cities. Chatham-Kent was represented by Geoff Wright, Economic Development Officer, Business Development; Audrey Ansell, Coordinator, Youth Retention and Immigration; and Katrina Moir, Marketing and Content, Newcomer Attraction.

19 November 2012 Global markets seminar

The fiscal cliff in the United States, the recession in Europe and the slowdown in China are three key economic issues that will impact the global economic situation in the near term, Jason Henderson, Treasurer and Head of Global Markets, HSBC Bank Canada, said at the seminar. Naval Bajaj said that foreign investment protection agreement under negotiation between

Canada and India should move expeditiously to reach a conclusion in near future. The interactive session drew enthusiastic response from the participants, and a lengthy Q&A session followed.

**21 November 2012
Hard Hats Tour of Hans Dairy**

ICCC organised a Hard Hats Tour at Hans Dairy. Naval Bajaj, President ICCC said that purpose of such a tour is to provide an innovative learning opportunity to ICCC’s members.



Gurdarshan Hans established Hans Dairy in 1997 and since then it has grown to become the largest Ontario dairy specializing in South Asian dairy products. Sarab Hans, the Managing Director of Hans Dairy, narrated the different approaches the dairy took to fulfill the needs of the South Asians and give them a taste of their home in Canada.

**21 November 2012
Gurdev Narula’s talk**



ICCC – Young Professionals Committee (ICCC-YP) kicked off its first Leadership Series Seminar with Gurdev Narula, Partner at KPMG LLP. Gurdev shared his story to success and the path he chose to take to reach

his goals of becoming a Senior Partner at KPMG. Gaeru Sobti, Co-Chair, YP Committee, said that the main objective of this Leadership series is to highlight the emerging entrepreneurs and leaders of the Indo-Canada community to provide inspiration to like-minded young professionals for developing their professional skills. Oeishi Bhattacharjee, Co-Chair, YP Committee, encouraged attendees to enrol as members of the Chamber and strengthen the YP committee.

**7 December 2012
Canada-India mining forum**



ICCC organized Canada-India Mining Forum to discuss cooperation between Canada and India in the mining sector with a delegation from YES Bank, India. Naval Bajaj, President ICCC emphasized the potential of the natural resources sector by quoting statistics: Canada exported the minerals of the value of \$973,428 to India and imported \$644,608 in the year 2011. YES Bank’s Tushar Pandey explained trends in Indian mining sector’s institutional framework and existing legislations. Anil Arora, Assistant Deputy Minister, Natural Resources, Canada, discussed the strengths of Canada’s century old experience in mining. Christine Kaszycki, Assistant Deputy Minister, Ministry of Northern Development and Mines, Ontario, and Brendon Marshall, Director, Economic Affairs, the Mining Association of Canada also spoke on the occasion.

**18 December 2012
Brampton joins India Mission 2013**

City of Brampton led by its Mayor Susan Fennell joined the ICCC’s India Mission 2013. Mayor Fennell said, “We’re interested in developing Brampton as major destination for foreign direct investment in the small and medium scale industry.” Naval Bajaj said that the city led by Mayor Fennell has decided to join our mis-

sion. Brampton is home to a large number of Indo-Canadians who have strong business links with India. Mayor Scarpitti of Markham had announced its participation in the mission in October 2013.



January 2013

22 January 2013

Ed Fast's pre-budget consultation



Canadian government's Economic Action Plan 2013 will focus on four major areas of infrastructure, education, food security and energy in promoting its relations with India, announced Ed Fast, Minister of International Trade and Asia Pacific Gateway. Naval Bajaj informed the minister of the branding initiative ICCC launched during the India Mission 2013. Bal Gosal, Minister of State for Sports, Brad Butt, Member of Parliament from Mississauga Streetsville, Ted Menzies,

Member of Parliament from Macleod, Merv Tweed, Member of Parliament from Brandon Souris, Manitoba and Satish Thakkar, immediate past president ICCC were also present on the occasion.

27 January 2013

Nirmal Verma's welcome reception



Global economic and technological partnerships are inherent to India's growth strategies for the future, said Admiral (Retd) Nirmal Verma at a reception in his honour organized by ICCC. Jason Kenney, Minister of Citizenship, Immigration and Multiculturalism, appreciated ICCC's India Mission to build Brand Canada strategy in India. Hon. Bal Gosal, Minister of State for Sports lauded the Chamber as a true representative of the Indo-Canadian business community. Naval Bajaj emphasised on the need of building Brand Canada in India and Brand India in Canada. The dinner reception was attended by over hundred eminent guests.

29 January 2013

Young professionals' network



ICCC – Young Professionals Committee (ICCC-YP) started off the New Year with a fun and entertaining networking event organized at Dazzling, a resto-bar in Toronto’s downtown neighbourhood. The purpose of the event was to make new friends and strengthen and rekindle previously-made connections. Akanksha Paliwal, the Marketing Lead for Young Professionals committee launched the evening by highlighted the core objectives of the committee - to promote community-building between South Asian entrepreneurs and young professionals and to foster new opportunities.

between Canada and India, Mayor Fennell said, “The two-way trade will grow from \$5billion to \$15billion when businesses in both the country form linkages.” Naval Bajaj highlighted the achievements of the mission. “With more than a hundred small businesses, it was the largest trade mission to India in ICCC’s 35 year history.” Sanjay Makkar, ICCC’s Vice President and Director, and Satish Thakkar, ICCC’s Immediate Past President, Brampton’s Councillor Gael Miles, Vic Dhillon along with ICCC members and India Mission delegates were present at the event.

February 2013

15 February 2013

Bal Gosal’s pre-budget consultation



Small and Medium Businesses (SMBs) are economic engines of our country, Bal Gosal, Minister of State for Sports said during a pre-budget consultation roundtable with ICCC members. Minister Gosal explained, “Economic challenges in Europe and USA affected the Canadian economy but despite global recession Canadian economy succeeded in generating more than 900,000 jobs and performed best among the G-7 countries.” Naval Bajaj suggested that special economic regions should be created to give more incentives to manufacturing sector for attracting investment. Participants at the roundtable made a series of recommendations for economic action plan 2013.

28 February 2013

India Mission 2013 report

Lauding the exemplary lead that ICCC has taken in giving a concrete dimension to enhancing bilateral trade



March 2013

4 March 2013

Reception for Indian delegation to PDAC



ICCC organized a business reception for the Indian delegation attending the Prospects & Developers Association Convention (PDAC) in Toronto. RH Khawja, the Deputy Minister, Ministry of Mines, Govern-

ment of India, led the delegation. Khawja reiterated India's commitment to liberalize the mining sector. Naval Bajaj enumerated Canadian technological know-how and investment opportunities that are of interest to Indian companies. Consul General Preeti Saran lauded ICCC's efforts in promoting sectors such as energy, education, infrastructure, mining and agro industries. Ned Steinman of Norton Rose and Susan Viegas, Senior Advisor Toronto Economic Development also spoke on the occasion.

7 March 2013 Cloud computing



ICCC's IT committee organized a workshop on Cloud Computing at Centre for Social Innovation. Baskaran Rajamani, Partner, Deloitte in his keynote address emphasised the value of cloud computing for SMBs for providing innovative and efficient solutions. Naval Bajaj, President ICCC emphasized on the need of Cloud Computing for small and medium businesses in changing global scenario. Jaideep Kala, member of ICCC IT committee showed the value proposition of Office 365 for SMBs. Jagdish Bajaj cited how ICCC has saved substantially on its annual IT budget by moving to a cloud based SaaS (Software as a Service).

8 March 2013 WEP launch

ICCC celebrated the International Women's Day by forming the Chamber's first Women Entrepreneurs and Professionals (WEP) committee. The managing committee comprises Ginni Sethi, Ravi Malhi, Mini Khurana, Smita Dayal and Shibani Sahney. Naval Bajaj, ICCC's President, said, the formation of WEP reveals ICCC's adaptability and dynamism. ICCC has

recognising the achievements of women professionals.



A panel discussion on Immigration & Women – the tough road to success was organised in which Hon. Amrit Mangat, Parliamentary Assistant to Ministry of Children; Hon. Dipika Damerla, Parliamentary Assistant to Ministry of Community & Social Services; Kanta Arora, President Arco International Languages; Rajni Tekriwal, Tekriwal Law Office; and Syerah Virani, CEO at Zentrepreneur Inc participated.

18 March 2013 Interactive session with Hon. John Baird



Foreign Affairs Minister John Baird and Parliamentary Secretary Deepak Obhrai attended a roundtable in Brampton, Ontario with more than 85 Indo-Canadian business and community leaders and discussed the state of Canada-India bilateral relations, and the prospects of increasing economic and people-to-people ties. Naval Bajaj, President, ICCC, emphasized, that the Chamber was keen to facilitate direct trade between Canada and India in the diamond sector. The two-way trade target of \$15 billion would easily be met

if the two countries directly traded diamonds instead of routing the trade through Europe.

27 March 2013
WEP open house



ICCC's Women Entrepreneurs and Professionals (WEP) committee held a scintillating Open House and networking session. Naval Bajaj said that it is heartening to see such a massive support from the community to our Chamber's newly launched committee. It indicates the deep resonance this committee has created among the women. Ginni Sethi and Mini Khurana welcomed the guests while Ravi Malhi highlighted the future plans of the committee. D. P. Jain, Vice President and Director Finance, ICCC and Jagdish Bajaj, Vice President and Director Programs & Events & IT – were also present at the event.

April
9 April 2013
Investment for the young

ICCC Young Professionals committee held an investment planning event on April 9, 2013 at RBC Royal Bank auditorium in downtown Toronto. Neeraj Nand, the keynote speaker and an Investment Advisor with Royal Mutual Funds Inc., presented investment planning strategies for Generation Y. Accompanying him was his colleague Giulio Doria from RBC Global Asset Management, who spoke about global market trends with a focus on the BRIC countries (Brazil, Russia, India and China). Nand highlighted six effective strategies used by successful investors.



He started off the presentation by explaining that investments should be treated like a business, and everyone should have a financial plan in place. He then stated the importance of having a well-diversified portfolio and how asset allocation can help you achieve your financial goals.

10 April 2013
Brampton Mayor lauds Indo-Canadians



Mayor Susan Fennell of Brampton congratulated the Indo-Canadian business community for its dynamic role in fostering strong, sustainable growth in the Greater Toronto Area. She was speaking at a networking function jointly organized by Indo-Canada Chamber of Commerce (ICCC) and Simmons da Silva + Sinton LLP (SDS). While congratulating SDS on its fifth decade in business, Naval Bajaj, President, ICCC, lauded the law firm's role in nurturing entrepreneurship amongst the Indo-Canadian community. He recognized ICCC committee member Pathik Baxi on becoming partner at the firm, and welcomed two other senior counsels, Ray Thapar and William Kitay.

11 April 2013 Menzies on Economic Action Plan

Ted Menzies, federal Minister of State for Finance, held an interactive session with Indo-Canada Chamber of Commerce (ICCC) members mid-April. During the session the Minister highlighted several important initiatives announced in the 2013 Economic Action Plan such as reduction in taxes, hiring credit for small businesses, training grants to employers. He also emphasized the investment in infrastructure and maintaining fiscal balance. The \$53.5b Building Canada Plan announced this year is the largest long-term federal commitment to Canadian infrastructure in Canada's history.



Speaking on the occasion, Naval Bajaj, President, ICCC, said, "As a Chamber of Commerce, our focus is to promote bilateral trade between Canada and India and to create opportunities for small businesses. On both these counts the Economic Action Plan 2013 is promising."

29 April 2013 Cross-cultural networking



On April 29, approximately 300 young professionals packed the RBC Auditorium for a night of professional development and networking. The attendees were reflective of the diverse cross-section of groups that partnered to put on the event. The organizers included The Centre for Israel and Jewish Affairs, Indo-Canada Chamber of Commerce, The National Council of Indo-Canadians, Noor Cultural Centre, Sri Lankans without Borders, and UJA Federation Jewish Chamber of Commerce. Branding expert Ted Zittel spoke about the role of design in entrepreneurship, with an informative and passionate presentation about the power of good design. Vasu Chanchalani was interviewed by CBC's Priya Sankaran. He shared his stories and insights about his path to becoming the angel investor and philanthropist he is today. The evening concluded with an engaging question and answer period with the crowd.

May 17 May 2013 Minister Fast extols CEPA



Ed Fast, Minister of International Trade and Minister for the Asia-Pacific Gateway, and the Bal Gosal, Minister of State (Sport), met with members of the Indo-Canadian business community to highlight the benefits for small and medium-sized enterprises (SMEs) of an ambitious Canada-India comprehensive economic partnership agreement (CEPA). The event's hosts were the Indo-Canada Chamber of Commerce and the Brampton Board of Trade. To date, the Canada-India trade negotiations have undergone seven official rounds. A CEPA would benefit Canadian workers and SMEs by eliminating or reducing tariffs on goods, cutting red tape and facilitating trade in services. Canada has identified core economic opportunities in India in the energy, agriculture, infrastructure and education sectors.

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