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ANNUAL MAGAZINE
2016



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The best way to support a community is to be a part of it.

There's no better place to start making a difference than close to home. And at the heart of every community, you'll find organizations fuelled by committed people who are passionate about building a better future for us all. We are inspired by our friends at the Indo-Canada Chamber of Commerce and of our longstanding partnership since 1993. Every community has a Someday™ — together we can make it happen.

Let's make Someday happen.





EDITOR'S NOTE

"Transform and Transcend - leading the way forward" is the theme for this year's Annual Awards and Gala Night. It is a simple statement that indicates the journey of a nearly four-decades-old institution - the Indo-Canada Chamber of Commerce - which has transformed itself into an organization that is focused on its constituents to deliver its mandate.

Indo Canada Chamber of Commerce has successfully transcended the narrow confines imposed by circumstances that could impede the progress of any organization and instead has marched forward to provide a platform to the aspirations of the million plus Indo-Canadian community.

The team led by President Sanjay Makkar has worked assiduously to transform the ICCC into an institution that refocuses on its core mandate, and brings back the adage "We mean business". We consistently focused on initiatives that aimed at achieving the ICCC's objectives of fostering bilateral relations between Canada and India, and creating entrepreneurial and professional opportunities for Indo-Canadians.

Our annual magazine captures this process admirably with an activity report for the past year as well as a plan of action for the next year. This includes a roundup of activities, and an



Arun Srivastava

excellent selection of opinions and insights from a distinguished panel of experts. We have attempted to cater to the tastes of all our constituents, and we are confident that our efforts will meet everyone's expectations.

The Annual Awards and Gala Night allows us to applaud the success of the Award Winners and highlight their inspirational profiles with their outstanding determination and career paths. It is a matter of pride to salute these remarkable awardees and heartiest congratulations to each one.

Finally I would like to acknowledge every individual involved in Indo Canada Chamber of Commerce with special recognition to our traditional and new sponsors - the ICCC's true partners in success.

Arun Srivastava

Editor & VP, Finance & Sponsorship





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Indo-Canada Chamber of Commerce publishes the Annual Magazine every June. Letters to the Editor or requests should be sent to the ICCC office.

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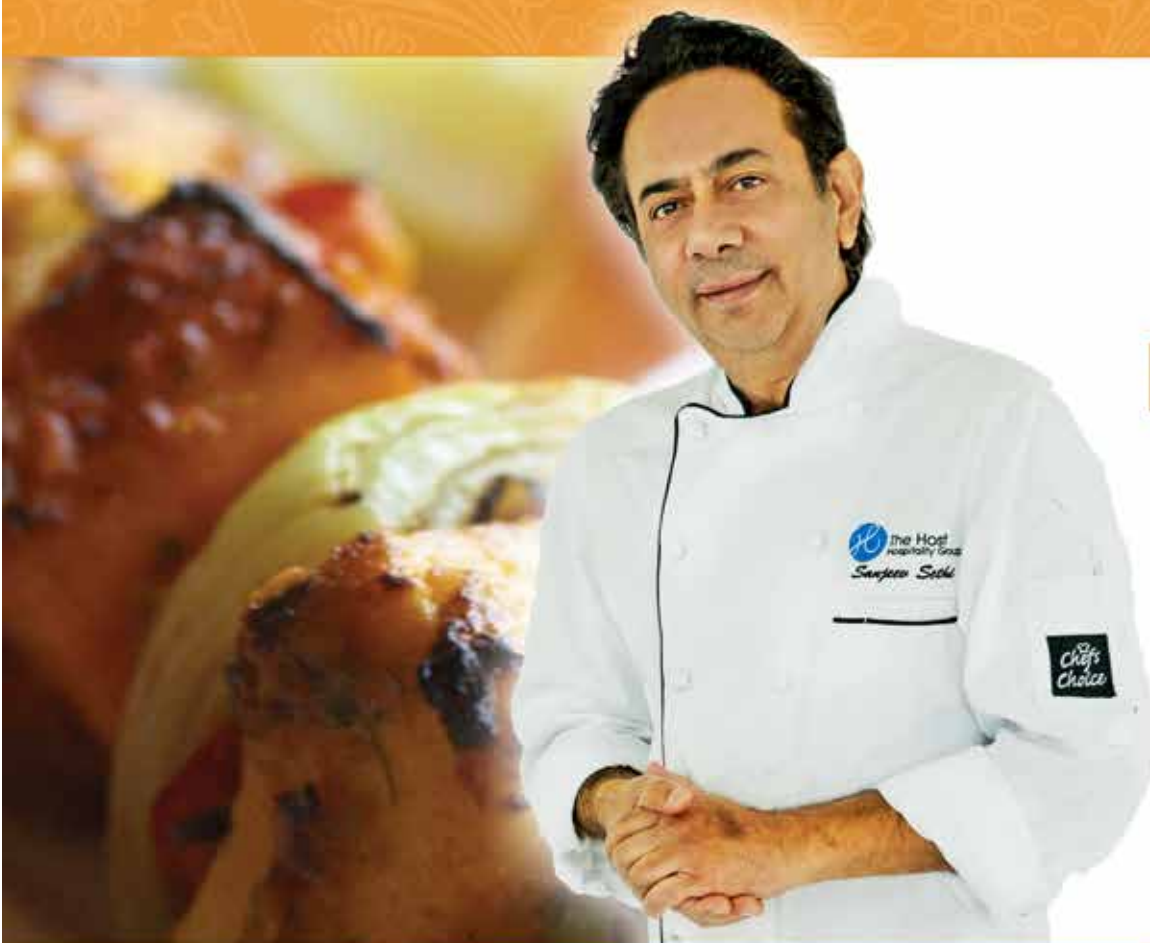
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ABOUT THE ORGANIZATION

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 organizations.

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

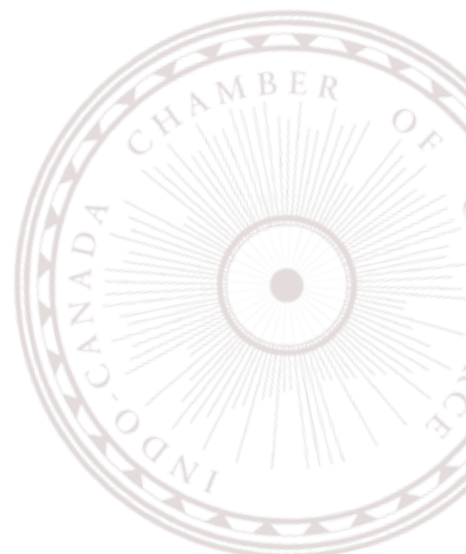
To recognize the achievements and contributions of the Indo-Canadian community as a part of the business and social fabric of Canada.

The Vision

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

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

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





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



Prithpal Chagger

As an entrepreneur, I feel deeply honoured to be a life member of ICCC. My association with ICCC over many years has enriched my life as a businessman immeasurably. I came to Canada over 40 years ago and met many challenges in finding my footing in Canada. But at every step, and particularly through my association with ICCC, I found success and prestige in Canada in numerous ways & my vision as an entrepreneur and a businessman broadened greatly. I became a mentor to many new immigrants to many young people who needed guidance and assistance in assimilating in the multicultural and multi-faith Canada. I am truly grateful for such association with ICCC and hope to repay in every possible way.



Paluck Sharma

I take immense pride as lifetime member of ICCC, a prestigious organization which provides a platform for Indo-Canadians to flourish in all avenues of life. From the moment I walked into my first networking event and interacted with few members of ICCC, I knew it had to be a commitment of a lifetime, that too, at "first sight"! So, I decided to sign up then and there and I am delighted to have made this "executive" decision with IC-cube, as I lovingly call it! The organization boasts a phenomenal, diverse and dedicated team of volunteers who come from all spheres of life, providing strong roots to ICCC for making 'things happen'. It is led by a strong and influential team of inspiring individuals who aspire to take ICCC to newer and broader horizons through information sharing, attracting the finest speakers to provide insight on topics of economic importance, and recognizing individuals who continue to contribute within the community in a grandeur manner, they rightfully deserve. I look forward to lifetime of enriching interactions at ICCC.

Become a member and stay in touch





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. Dedication 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.

We share with you experiences of two of our volunteers

Ravindra Kumar

ICCC is a distinguished organization that brings Indo-Canadian entrepreneurs together for their business success. ICCC brings value to the community by providing a platform for business networking. I cannot emphasize how great it feels to serve as a volunteer at ICCC I am honored and humbled to have the privilege to support an organization that makes a world of difference within Indo-Canadian community. I encourage young and potential individuals to become a part of the volunteer team, to support this organization attain greater levels of visibility and success in the community



Jatinder Singh

ICCC is a prominent Indo Canadian business organization and I feel proud to work as volunteer with it since I came to Canada. It provides a platform for the newcomers to mingle in the mainstream. It is also a learning ground for me to sharpen my professional and interpersonal skills. It also helps me in enhancing my leadership skills and operational management qualities. ICCC gives me a feeling of my own people, own community and ultimately the confidence to thrive in this country.



ICCC thrived on volunteerism





PRESIDENT'S NOTE

Change.Growth.Governance.

An institution that is four-decades-old has to necessarily go through numerous cycles of change and growth. The Indo-Canada Chamber of Commerce (ICCC) is no exception to this rule. In fact, given its composition, the cycle of change is fairly rapid, and a constant factor in the growth of the institution. When we look at the history of the ICCC, we realize that many individuals, working together as a team, have managed to build an institution that has made such an important contribution to the fostering of relations between Canada and India, and equally importantly, become one of the largest diaspora organizations serving the Indo-Canadian community's multiple needs.

In the growth of any institution there are moments when in its urge to grow, it focuses on building its strengths and in the process sidetracks unintentionally the core principles. This requires course correction and ensuring accountability on part of the leadership to the institution's members, partners, stakeholders, supporters and well-wishers. Again, there have been many instances in ICCC's history when such course corrections have been necessary.

Change

When I took over as 27th President of the ICCC in June 2015, I had set out a clear agenda to bring the hoary institution back on track and change its focus back on its core objectives and mandate. "2015 will be a year of change," I had declared.

In the last 12 months, this has become a mission for me and my team of directors serving the ICCC. It is a mission that has been fraught with difficulties because we were attempting to resolve innumerable issues simultaneously. And while we were doing so, we were also creating a unique programming structure that would be relevant to ICCC's constituents.

My team followed a three-pronged approach that I had laid out when I took charge of ICCC as its President.

- Governance & Transparency: Making chamber's operations accountable to stakeholders



Sanjay Makkar

- Robust financials: Raising revenue from diverse sources, and rationalizing expenses
- Broad based, inclusive growth: Membership growth to focus on small entrepreneurs across Canada

Change management is a combination of pushing the boundaries and staying within them. In the past 12 months, we – my team and I – have dextrously pushed and stayed within boundaries. This has helped in many ways – and chiefly in our strategy to focus on the essentials without spreading our resources thin. We have achieved our objectives of staying focussed on ICCC's core mandate without digressing on to non-essential components that have traditionally

drained and depleted our resources without adding in any substantial manner to our relevance.

Growth

During the year, we focused on becoming more relevant to the growing Indo-Canadian community by customizing our programming and outreach to meet the needs of the small entrepreneurs and professionals. We continued with our traditional activities such as India Mission, but boldly launched new programs that were aimed at expanding our reach.





One of the most ambitious programs that we envisaged was to create a platform for international students from India who come to Canada for higher education. We will be working together with the Consulate General of India in Toronto to form an association that will assist Indian students acclimatize with their new environment in Canada, and eventually even get internships with Indo-Canadian entrepreneurs operating in Canada.

Growth is also palpably visible in the systematic manner in which we have focused on augmenting our membership. In ICCC's recent history, such an endeavour has not been attempted. During the 60-day membership augmentation drive, we reached out to new segments of members especially among women and young entrepreneurs and professionals.

Governance

Last year, my team had pledged that, "The 2015 will be a year when the chamber's leadership will work together with stakeholders and members to bring about better governance, make the operation completely transparent, work towards making the financials more robust and make the chamber's composition more inclusive and broad based."

Governance, transparency and accountability are imperative in an institution that has a growing relationship with thousands of members. It needs to be emphasized that the insistence on these

principles does not mean casting of aspersions on anyone, and especially not on ICCC's past leadership. By ensuring that the institution adheres to the principles of governance, transparency and accountability, my team is only making sure that the public resources that are deployed in the achieving of the ICCC's objectives are utilized in the manner in which they ought to be.

An institution that is continually expanding requires a leadership that is committed to its growth and sustenance. I have had the privilege of working with such a team. My colleagues on the board have constantly supported me in my efforts to change the ICCC and make it a better institution. I thank them all for their unstinted support.

Equally, I want to thank our valued partners in success sponsors, without whom it would not be possible for the ICCC to meet its mandate. Our stakeholders, too, play an important role in helping us fulfil our mandate.

I hope 2015-2016 is remembered as the period of ICCC's re-emergence to relevance.

Thank you.

Sanjay Makkar





THE GOVERNOR GENERAL · LE GOUVERNEUR GÉNÉRAL

It is a pleasure to send greetings to all those who are being honoured at the Indo Canada Chamber of Commerce's Annual Gala and Awards Night.

I have seen first-hand how Canadians show compassion for people and passion for causes. Taken together, this generosity of spirit has an impact on our whole society. Whether it is through a gift of time, talent or funds, your collective giving moments are examples for all of us to follow.

Thank you for your kindness and for building a smarter, more caring nation through your contributions. I wish all of you a wonderful celebration.

David Johnston

June 2016

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PRIME MINISTER • PREMIER MINISTRE



June 11, 2016

Dear Friends:

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

Tonight, you have gathered to highlight the strong entrepreneurial traditions of Canada's Indo-Canadian community while paying tribute to a number of individuals who have excelled in business. I am delighted to offer my congratulations to all those receiving awards this evening for their outstanding achievements.

Canada's ethnic, religious and racial diversity allows all members of society to live, work and thrive together in harmony. I commend ICCC for celebrating the ingenuity and perseverance of Indo-Canadian business people and for nurturing the ties of trade and friendship between Canada and India. These bonds are strengthened by the over 1.2 million Canadians who can trace their roots to India.

On behalf of the Government of Canada, please accept my best wishes for an enjoyable evening and for continued success.

Sincerely,

The Rt. Hon. Justin P.J. Trudeau, P.C., M.P.
Prime Minister of Canada





High Commission of Canada



Haut-commissariat du Canada

On the occasion of the Indo-Canada Chamber of Commerce (ICCC) annual awards gala, I would like to congratulate ICCC for its meaningful contribution to promoting and strengthening the Canada—India relationship.

The achievements highlighted in this magazine are a reflection of the many ways in which ICCC has helped Canada—India relations flourish over the past year. Events such as the annual ICCC business mission to India contribute greatly towards building commercial and people-to-people linkages while at the same time strengthening the bond between our two countries. I'm pleased to note that 2015 was a record year for two-way trade between Canada and India, a record year for two-way investment, and a record year for Canadian exports to India, and the potential to see this growth continue remains strong.

Canada's diplomatic footprint in India is our largest in the world, with eight offices across India – in addition to our High Commission in New Delhi, we have Consulates General in Bangalore, Chandigarh and Mumbai, and trade offices in four other cities. Our work as diplomats and trade commissioners is amplified greatly by the work of organizations such as ICCC and we look forward to ongoing collaboration.

Canada's focus on talent, quality and innovation makes it an ideal partner to support India's flagship programs including *Clean India*, *Digital India*, *Smart Cities*, *Skilling India* and *Make in India*. Bilateral cooperation is particularly promising in areas such as infrastructure, investment, civil nuclear cooperation, hydro power development, clean technologies, education and skills development, science and technology, agri-food, and innovation. ICCC will no doubt continue to play a role in advancing business success in these and other areas.

The Canada—India 'strategic partnership' is longstanding, deep rooted and diverse. It is driven by our shared values, our respect for each other, and our mutual desire to advance our economic and social prosperity. I am confident that Canada and India can continue to accomplish more together as partners rather than individually.

In the spirit of this year's theme, "Transform & Transcend – Leading the Way Forward," I look forward to ongoing collaboration as we lead the way forward towards taking the Canada—India partnership to even greater heights.

Nadir Patel
High Commissioner for Canada to India





High Commissioner

HIGH COMMISSION OF INDIA
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10 May 2016



Message of Felicitations

I am glad to learn that the Indo-Canada Chamber of Commerce (ICCC) is holding its Annual Awards and Gala event at Toronto on 11 June, 2016.

2. *ICCC with its 1500 member-companies across Canada, has been playing an active role in deepening economic and cultural synergies between India and Canada, for the past four decades. Notwithstanding global economic slowdown, India-Canada trade grew over 29% in 2015. Both countries are forging closer partnerships in a number of areas including energy, clean technology, IT, pharmaceuticals, infrastructure, urban planning, financial services, agriculture, as well as, commodities and natural resources. As such, the role of ICCC will gain even greater salience in the times to come.*

3. *I would like to wish ICCC all success in its endeavours.*

(Vishnu Prakash)

Mr. Sanjay Makkar
President
Indo-Canada Chamber of Commerce (ICCC)
Toronto.

Canada





Minister of
Innovation, Science and
Economic Development



Ministre de
l'Innovation, des Sciences et du
Développement économique

Ottawa, Canada K1A 0H5

I am pleased to extend my warmest greetings to everyone attending the Indo-Canada Chamber of Commerce (ICCC) Annual Awards & Gala Night 2016.

For nearly four decades, the Indo Canada Chamber of Commerce has been forging and reinforcing critical people-to-people ties between Canada and India. These are the human links that bind countries together and strengthen bilateral relations. ICCC's programs and policies foster individual initiative, and the ability of members to make a significant contribution to the economic, cultural and social fabric of Canada. As the Chamber prepares for its fortieth anniversary in 2017, I am most grateful for its persistence in moving the Canada-India partnership forward.

With leading entrepreneurs, professionals, industry leaders and academics in attendance, ICCC's Annual Gala is a premier social and business event for all Indo-Canadians. The event promotes trade and commerce between India and Canada, and recognizes the achievements of Indo-Canadians from all across Canada. Let us further take this opportunity to reflect on the important contributions that Indo-Canadians have made, and continue to make, to Canada's multicultural landscape.

Thank you to the organizers for this amazing event and to all those in attendance.

Hon. Navdeep Bains, PC
MP for Mississauga-Malton
Minister of Innovation, Science and Economic Development

Canada





Premier of Ontario - Première ministre de l'Ontario



June 11, 2016

A PERSONAL MESSAGE FROM THE PREMIER

On behalf of the Government of Ontario, I am pleased to extend warm greetings to everyone attending the Indo-Canada Chamber of Commerce's Annual Awards and Gala Night 2016.

As Premier, I am grateful for our province's tremendous diversity — it makes us stronger and is a rich source of ideas and perspectives. Most of all, it connects us to all corners of the world and allows us to seize valuable global opportunities. The Indo-Canadian community has contributed immensely to our multicultural success story, and has done much to strengthen our cultural fabric and our economy.

I offer my hearty congratulations to all the award recipients being honoured for their leadership, innovations, community spirit and professional achievements. I want to commend the Indo-Canada Chamber of Commerce for recognizing these individuals and for its commitment to promoting the success of Indo-Canadian entrepreneurs, innovators and community builders.

I wish to take this opportunity to express my gratitude for your business community's valued contributions. Through your enterprise and skills, you have helped create jobs, strengthen our workforce and invigorate our economy.

Please accept my best wishes for an enjoyable event and much continued success.

Kathleen Wynne
Premier





Premier of Saskatchewan
Legislative Building
Regina Canada S4S 0B3

A Message from the Premier of Saskatchewan

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

For nearly four decades, the ICCC has worked hard to foster bilateral trade and investment opportunities for Indo-Canadian entrepreneurs and business professionals. Tonight's gala honours the significant achievements of a select group of Indo-Canadians, including some of the nation's most successful business leaders and innovators, who are making a difference in the communities where they live and work.

As Canada's top exporter to India, Saskatchewan greatly benefits from our long-standing relationship with India. We gratefully acknowledge the hard work of ICCC members to transcend borders, build connections, and bolster economic and cultural exchanges between Canada and India.

Thank you to the ICCC, as well as all partners and sponsors, for making tonight's event possible. Best wishes for a wonderful evening.

Brad Wall
Premier

pcu-regina





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



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I take this opportunity to extend my warm wishes to the Indo-Canada Chamber of Commerce (ICCC) on the occasion of its Annual Awards and Gala Programme to be held in June 2016. I am happy to note that ICCC, on this occasion, is bringing out its Annual Magazine on the theme "Transform & Transcend – Leading the way forward".

2. India and Canada are two unique democracies nurturing not only democratic values but also pluralism, multi-cultural and multi-religious societies. The close, friendly and multifaceted relations between the two countries is, therefore, a natural phenomenon. Expanding people-to-people contacts have further strengthened the bilateral ties.

3. The bilateral trade between India and Canada which remained almost stagnant for some years, is now seeing an upward trend. The total bilateral trade has jumped over C\$ 8 billion in the year 2015. Yet, it is considered to be still below potential. Similarly, the investment across borders, although improving, is also far below its true potential.

4 I am glad to take note that several flagship Indian corporates have established their operations in Canada in diverse fields of mining, manufacturing, ICT and banking. These corporates are contributing to the economic growth of Canada and also generating employment, both of which are of utmost concern to the leadership of any country around the world.


5. A highly successful visit to Canada of Prime Minister H.E. Mr. Narendra Modi in April 2015 has acted as a strong catalyst in promoting traditional bonds of friendship and boosted economic linkages between the two countries. We have subsequently witnessed visit to India by Ontario Premier H.E. Ms. Kathleen Wynne, Who also led a high-level business delegation, in January 2016.

6. I understand that ICCC has been contributing constructively to the deepening of India-Canada trade and economic relations, including by forging business-to-business linkages. I take this opportunity to commend the support that has been extended by ICCC to various visiting Indian delegations to Canada and, at the same time, in leading visits of Canadian business delegations to India. I am looking forward to working closely with the Indo-Canada Chamber of Commerce to leverage whatever is in our reach to further accelerate the growing trend of economic relations between our two countries.

7. I would like to take this opportunity to convey my best wishes for continued success, prosperity and well-being of members of Indo-Canada Chamber of Commerce and their respective families.


(Dinesh Bhatia)



A woman with dark hair, wearing a black top and a green polka-dot scarf, is holding a small, white, oval-shaped medical device with wires attached. The device has the Medtronic logo and the text "Viva XT CRT-D" on it. She is looking towards the camera with a slight smile. The background is a bright, out-of-focus indoor setting with large windows.

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CHIEF GUEST



The Honourable Navdeep Singh Bains

Federal Minister of Innovation, Science &
Economic Development

The Honourable Navdeep Bains is the Member of Parliament for Mississauga–Malton and was appointed Minister of Innovation, Science and Economic Development on November 4, 2015. He has extensive parliamentary experience, having represented Mississauga–Malton from 2004 to 2011. He served as Privy Councillor and Parliamentary Secretary to Prime Minister Paul Martin and then as Critic for Public Works and Government Services, the Treasury Board, International Trade, Natural Resources, and Small Business and Tourism.

Minister Bains was an adjunct lecturer at the Master of Public Service program at the University of Waterloo and a distinguished visiting professor at the Ted Rogers School of Management at Ryerson University. His private sector experience includes several years at the Ford Motor Company of Canada.

In addition to ties within the academic and business communities, he has held Director positions with social and cultural organizations within the non-profit sector. He is the recipient of a number of awards recognizing his work in promoting diversity in communities.

Minister Bains has a Bachelor of Administrative Studies from York University and a Master of Business Administration from the University of Windsor. He also holds a Certified Management Accountant designation.

He is a long-time resident of Mississauga, where he lives now with his wife and two children.





KEYNOTE SPEAKER



Paul Hermelin
Chairman and CEO
Capgemini Group

Paul Hermelin spent the first fifteen years of his professional life in the French government, primarily in the Ministry of Finance. He held a number of posts in the Budget Office and on various ministry staffs, including that of Finance Minister Jacques Delors. He was chief of staff to Dominique Strauss-Kahn, Minister of Industry and Trade, from 1991 to 1993.

Hermelin joined the Capgemini Group in May 1993, where he was first placed in charge of coordinating central functions. Taking a seat on Cap Gemini's Directoire in May 1996, he was named CEO of Cap Gemini France and, in May 2000, following the merger between Cap Gemini and Ernst & Young Consulting (which he initiated), he became deputy CEO of the Group and member of the Board.

In December 2001, the Board of Directors accepted Serge Kampf's proposal to appoint him CEO of the Capgemini Group as of January 1, 2002. In May 2012, Paul Hermelin became Chairman and CEO of the Capgemini Group.

As part of the emphasis on economic diplomacy, Laurent Fabius, French Minister of Foreign Affairs, appointed Paul Hermelin as Special Representative for the economic relationship with India in January 2013.

Paul Hermelin graduated from the Ecole Polytechnique in 1972 and the Ecole Nationale d'Administration (ENA) in 1978.

About Capgemini

With 180,000 people in over 40 countries, Capgemini is one of the world's foremost providers of consulting, technology and out-sourcing services. The Group reported 2014 global revenues of EUR 10.573 billion. Together with its clients, Capgemini creates and delivers business, technology and digital solutions that fit their needs, enabling them to achieve innovation and competitiveness. A deeply multicultural organization, Capgemini has developed its own way of working, the Collaborative Business Experience™, and draws on Rightshore®, its worldwide delivery model.

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AWARD WINNERS 2016



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 Achiever
- ▶ Technology Achievement
- ▶ Corporate Executive
- ▶ Humanitarian
- ▶ Lifetime/Outstanding Achievement
- ▶ Member of the Year
- ▶ President's Award





FEMALE ENTREPRENEUR



Geeta Sankappanavar

*President & COO
Grafton Asset Management*

Geeta Sankappanavar is successful entrepreneur and professional business leader. She is co-founder, President and Chief Operating Officer of Grafton Asset Management Inc. She has been instrumental in building Grafton into Canada's 3rd largest energy investment firm.

She began her business career as a consultant with McKinsey & Company out of the NY office and is a graduate of the Massachusetts Institute of Technology ("MIT").

Ms. Sankappanavar has been recognized as one of Canada's Top 100 Most Powerful Women, Alberta's 50 Most Influential People, Calgary's Top 40 under 40, and one of Dataquest's top women in IT. She has published articles in Bank Technology News "Financial Services Outsourcing. She is committed to the cause of women in leadership, business, maternal and child healthcare globally. She is donating her time and financial support to Empowering Minds, WXN, UNICEF, The Canadian Women's Foundation, Student Energy and more.

Ms Sankappanavar serves as a board member of the Norlien Foundation, is a board member UNICEF Canada, Patron's Council Member for the UNICEF Water for Life Gala and is a proud member of the UNICEF 25th team- a group of 60 powerful women who have come together across Canada alongside the 24 Women's World Cup teams to promote positive impact in maternal and child healthcare.

MALE ENTREPRENEUR



Karnail Singh Sidhu

*Founder & Managing Director
Kalala Organic Estate Winery*

Brimming with over 20 years of knowledge and experience in organic agriculture. He founded Kalala Organic Estate Winery in 2006 and continues to own & operate the business with his family members. He named the winery "Kalala" after the village where he grew up, located in the state of Punjab in India.

Karnail came to Canada in 1993 with an Electrical Engineering Diploma. Karnail's passion for organic growing and winemaking has put him on a path towards constant education and he obtained his Organic Inspector designation in 2003.

He participates in many scientific research projects with the University of British Columbia, Okanagan and Summerland Research & Development Center. Karnail is actively involved in R&D at Kalala Organic Estate Winery to continually improve organic practices and winemaking techniques. He is a sought-after viticulture consultant and the proud winner of myriad wine awards from all across the globe.

His most recent success was for his 2013 Chardonnay Icewine, which was named the best Chardonnay in the world at the prestigious 2016 Chardonnay du Monde competition in France. He also actively gives back to his community through working with interns from different colleges & universities, conducting educational tours of his vineyards, contributing to various charities, and saving funds to build an educational institute in his home village of Kalala.



RBC Royal Bank





FEMALE PROFESSIONAL



Ritu Bhasin

*Founder & Principle
Bhasin Consulting Inc.*

Ritu Bhasin, LL.B. MBA, is the Founder and Principal of Bhasin Consulting Inc. She has extensive experience in delivering programming, consulting and coaching across a range of people management areas with a focus on leadership development, diversity, inclusion and advancement of women. Ritu works primarily with senior leadership teams, boards of directors, middle management and emerging leader groups.

Ritu is known for her diversity and inclusion expertise in Cultural Competence and unconscious bias, and is certified to administer Cultural Competence assessment tools including the Intercultural Development Inventory (IDI) and the Intercultural Conflict Style Inventory (ICS). Ritu is also certified in neuroscience coaching strategies for leadership growth.

Ritu spent ten years in practicing civil litigation, and then spent seven years on the senior management team of a preeminent Canadian law firm as director of legal talent.

Ritu has won several awards and distinctions reflecting her passion and commitment to her work, including the City of Toronto's 2014 William P. Hubbard Award for Race Relations. Ritu is also the Co-Founder of Insayva, a platform for self-empowerment for those seeking personal and professional growth. She is a trained instructor in several yoga disciplines and, when she is not working, you will find her in a downward dog. Ritu's book *The Authenticity Principle*, will be released in early 2017.

MALE PROFESSIONAL



Dr. Samir Sinha MD, DPhil, FRCPC

*Director
Sinai Health System*

Dr. Samir Sinha is a passionate and respected advocate for the needs of older adults. A Rhodes Scholar, Dr. Sinha currently serves as Director of Geriatrics at Sinai Health System. He is the Peter & Shelagh Godsoe Chair in Geriatrics at Mount Sinai Hospital, Assistant Professor in the Departments of Medicine, University of Toronto and Johns Hopkins University School of Medicine.

Dr. Sinha's international training and expertise in health policy, delivery of services related to the care of the elderly have made him a highly regarded expert in the care of older adults.

In 2012 he was appointed by the Government of Ontario to serve as the expert lead of Ontario's Seniors Strategy.

Dr Sinha has further consulted and advised hospitals in Britain, China, Iceland, Singapore and the United States on the implementation, integrated and innovative models of geriatric care that reduce disease burden, improve access and capacity and ultimately promote health.

In 2014, Canada's Maclean's Magazine proclaimed him to be one of Canada's 50 most influential people. In 2015, Dr. Sinha was again recognized by the Indo-Canadian communities' Council of Agencies Serving South Asians (CASSA) Excellence in Equity Award. Dr. Sinha is very proud of his Indo-Canadian heritage and has done much to advance diversity, health equity issues across the Greater Toronto Area.

AIR CANADA 

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YOUNG ACHIEVER



Aditya Mohan

*Student
McGill University*

Aditya Mohan is a youth leader in STEM from Ottawa, Ontario who has always keenly interested in science and the potential it holds to make a difference in the world. Over the years, Aditya has completed and has been awarded in numerous scientific competitions with his work on biofuels, HIV, and cancer research.

In 2012, to help mitigate the issue of costs, Aditya designed a novel Algal Biofuel extraction process that produced industry-grade biofuel at the fraction of its current cost.

Soon after, Aditya began working at a research lab and has been studying the cellular interactions found in chronic diseases such as HIV. He began to research molecular immunology and developed a novel HIV treatment to stimulate the production of anti-viral CD8+ T Cells. This project won many national and regional award including the prestigious Canadian Manning Innovation Award.

Aditya's latest project involves bioengineering the common cold virus for applications in cancer treatment. His virus has worked very well in on multiple cancers and hold a lot of potential moving forward.

His project has earned him many international and national accolades including the 1st place award at the International Science and Engineering Fair and being named as the National BioGENEius of Canada.

CORPORATE EXECUTIVE



Pavi Binning

*President & CEO
George Weston Limited*

Pavi Binning is President & CEO of George Weston Limited. George Weston Limited is one of Canada's largest public companies and the parent company of businesses including Loblaw Companies Limited, Shoppers Drug Mart, Choice Properties REIT, Weston Foods, President's Choice Financial and Joe Fresh.

Pavi's first role in business was with Electrolux, the global domestic appliance manufacturer. Following this he joined Diageo plc which is one of the world's leading consumer goods companies. Pavi was appointed CFO and a Board Member of Marconi, a global supplier of telecommunications equipment. This was the first time a visible minority had ever been appointed to a senior executive position in British public company. Pavi become CFO of Hanson, building materials and construction companies in the world.

In 2007, Pavi relocated to Toronto as CFO and Chief Restructuring Officer at Nortel. Pavi led the company through its complex and challenging restructuring. In 2010, Pavi joined George Weston Limited and was instrumental in the creation of Choice Properties REIT and the acquisition of Shoppers Drug Mart.

Pavi has also been very involved in community work. His roles include Business in the Community, inter-faith race relations and an Advisor to Local Authorities and the Police. His work has focused on the Prince of Wales Responsible Business Network, helping to raise funds for hospitals and other community groups and being a mentor to young people.





LIFETIME/OUTSTANDING ACHIEVEMENT



Dr. Virendra Jha

*President
VR Space Consultants Inc.*

Dr. Virendra Jha has over 42 years of experience in the Canadian Space Program. Dr. Jha began his space career in 1972 with Aerospace group of RCA Limited Montreal. In 1988, he became the Director of Engineering at Spar Aerospace Limited. In 1991 Dr. Jha joined the Canadian Space Agency (CSA) as Director of the Space Mechanics Group.

In 1996 he was promoted Director General, Space Technologies Branch of the CSA. From 2003 – 2008 he was the Vice-President responsible for Science, Technology and Programs. Dr. Jha served as Acting President of the Canadian Space Agency. He was Chief Engineering Adviser at the Canadian Space Agency until his retirement in 2014.

Dr. Jha received his B. Tech. in Mechanical Engineering from the IIT Delhi and his Master's from McMaster University, Hamilton, Canada, and his Ph.D. degree in Mechanical Engineering from Concordia University, Montreal, Canada and the C. Dir. (Chartered Director) Degree from McMaster University, Hamilton, Canada.

Dr. Jha's got Queen's Jubilee Medal in 2002, recipient of the Canadian Aeronautics and Space Institute (CASI)'s "Alouette Award" for 1999, appointed full member of the International Academy of Astronautics (IAA) in 2004, and the recipient of the Professional Man of the Year award in 2004 from the ICC. Chosen "Great Concordian" by Concordia University in 2015. Recipient of the Allan D. Emil Memorial Award of the International Astronautical Federation in 2015.

MEMBER OF THE YEAR



Nareshkumar Chavda

*President
Globayan Immigration Corporation*

Nareshkumar Chavda practicing Immigration Law as an Immigration consultant in Toronto. He represent thousand+ clients part of his professional work and deal with many diplomatic mission abroad (High Commission, Consulate Offices) of various countries too.

He studied Immigration Consultant with Honor from Humber College, Canada. He did LLB, LLM with Two Gold Medals, MBA, PGDHRM and Bachelor of Engineering from India.

He is Director and Secretary General of National Alliance of Indo Canadians. He was part of PBD Panel discussion as immigration law expert in March 2016 to improve Indian Consulate services worldwide. He also served as National Executive Committee (NEC) member of RANA for year 2016.

As a Life member and Chair of Membership Committee of Indo Canada Chamber Of Commerce (ICCC) for year 2015–2016, ICCC able to set a record of achieving the highest growth rate in membership within a shortest timeframe in the last decade of Chamber's history. ICCC always give very good platform of professional networking, leadership, ethical values and esteemed professionalism among members and various organizations. ICCC provide opportunity to interact and sharing ideas with various business communality leaders, government and semi government organization of India and Canada. ICCC pack calendar of variety of events always give chance to each and every members to get benefit of it.



**Chambre de Commerce
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PRESIDENT'S AWARD



Bharat Masrani

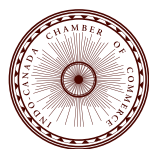
*Group President & CEO
TD Bank Group*

Bharat Masrani was appointed Group President and Chief Executive Officer of TD Bank Group on November 1, 2014. Bharat has more than 27 years of banking experience and is a member of the TD Bank Group Board of Directors. He most recently served as Chief Operating Officer for TD Bank Group from July 2013.

Bharat has held many senior executive roles across the bank. In 2006, he became the President of TD Bank north, and in 2007, President and CEO. In 2008, he was named Group Head U.S. Personal and Commercial Banking and President and CEO of TD Bank, America's Most Convenient Bank®.

Previous to his role at TD Bank, he served as Vice Chair and Chief Risk Officer of TD Bank Group, a position he held from May 2003. Bharat also served as Senior Vice President and Chief Executive Officer of TD Waterhouse Investor Services in Europe; Senior Vice President, Corporate Finance and Co-Head in Europe; Vice President and Country Head for India; and Vice President and Head, Corporate Banking Canada. He began his banking career with TD Bank Group in 1987 as a Commercial Lending Trainee.

Bharat received a Bachelor of Administrative Studies degree with Honours from York University in 1978 and obtained his Master of Business Administration from the Schulich School of Business, York University in 1979. He and his wife, Shabnam, currently make their home in Toronto and have two grown children.



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Friendship cements the bond

Collins Barrow is a proud supporter of the Indo-Canada Chamber of Commerce.

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SBI Canada Bank

INSIGHTS



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most out your investment
Business Development Bank of Canada (BDC)

Innovate 2 Disrupt
Sanjay Tugnait





The art and science of transformation

Schroeder & Schroeder Inc.'s Art and Science of Transformation® framework was developed in recognition that major organizational change initiatives require the application of "art" as well as "science" to be successful.

The art and science framework

In this framework, we define the "science" of transformation as the use of management tools, methods and techniques, such as those set out in the Project Management Body of Knowledge (PMBOK) and including for example planning, resource estimation and risk analysis.

We define the "art" of transformation, in contrast, as the softer, people-related skills and attributes that are often personal in nature or develop from experiential learning. These include communications and inter-personal skills, leadership and the types of attributes sometimes referred to in terms of "acumen" or "emotional intelligence."

Not all transformations require the same input or combinations of art and science: the required skills and the balance of art and science will vary depending on factors such as project complexity, numbers and characteristics of stakeholders and perceived business risks. In any organizational transformation, it is crucial to achieve the right balance of art and science.

This often has much to do with mindsets as with specific skills or expertise: the Art and Science of Transformation requires the application of both "right brain" and "left brain" thinking. From the perspective, the art of change represents the more holistic, quantitative approach, while the science represents the more analytical and logical approach.

Paying attention to the "science" of transformation will ensure that:

- ▶ All relevant stakeholders are identified and involved as necessary in the project
- ▶ Detailed, accurate, comprehensive and achievable project plans are developed which mitigate the potential for later



Harold Schroeder

conflict or misunderstandings

- ▶ A clear governance structure exists and project-related roles and responsibilities are all clearly defined
- ▶ Appropriate use is made of communication tools and technology
- ▶ Project risks are identified and managed
- ▶ Adequate measures are developed and implemented to demonstrate project ROI
- ▶ All aspects of project execution are fully and accurately documented, in all relevant stakeholder environments, to enable effective monitoring, evaluation, scope and change control

Paying attention to the "art" of transformation will ensure that:

- ▶ There is strong leadership which champions project interests and needs versus individual stakeholder interests
- ▶ Different views on or interpretations of project objectives and goals are identified and reconciled
- ▶ Project communication styles and methods are well-matched to the needs and characteristics of stakeholders and project team members
- ▶ Agreement can be reached on how quality and risk are defined, taking into account of different perspectives
- ▶ Motivation and commitment to the project are increased
- ▶ The probability of positive and sustainable outcomes is increased

Successful transformation requires more than the application of particular types of skills and mindsets, however. The evidence from research (e.g. McKinsey and Company, 2015) and practical experience indicates that successful transformation requires a systematic and holistic approach in which multiple critical success factors are simultaneously addressed. We contend that successful organizational transformations also require a proper understanding of why it is so important to transform, and how to effectively define and pursue the Transformation Objectives and Goals..

Based on the research evidence as well as our extensive hands-





on experience of helping diverse organizations through the transformation process, we developed a recommended Art and Science of Transformation® approach. This is designed to address and overcome the main reasons why organizational change projects typically fail and has the following key characteristics:

- ▶ An emphasis on achieving the right balance between “art” and “science” in the transformation process
- ▶ A holistic approach, which recognizes and addresses the inter-relationships between the organization’s people, culture, systems and processes
- ▶ A systematic approach, which is fully integrated with the organization’s strategic planning process
- ▶ An understanding of what needs to change and what must stay the same when transforming an organization

Types of projects and the art and science balance

In simple, functional projects with little stakeholder environment and low risks, the need for both art and science will generally be quite low. Transformation initiatives rarely fall into this category, however. At the other extreme, a mission-critical program with multiple stakeholders will call for high inputs of both art and science. Major transformation projects such as post-merger integrations or an enterprise-wide product or service launch generally fall into this category, with all departmental heads or senior executives needing to be intimately involved in the

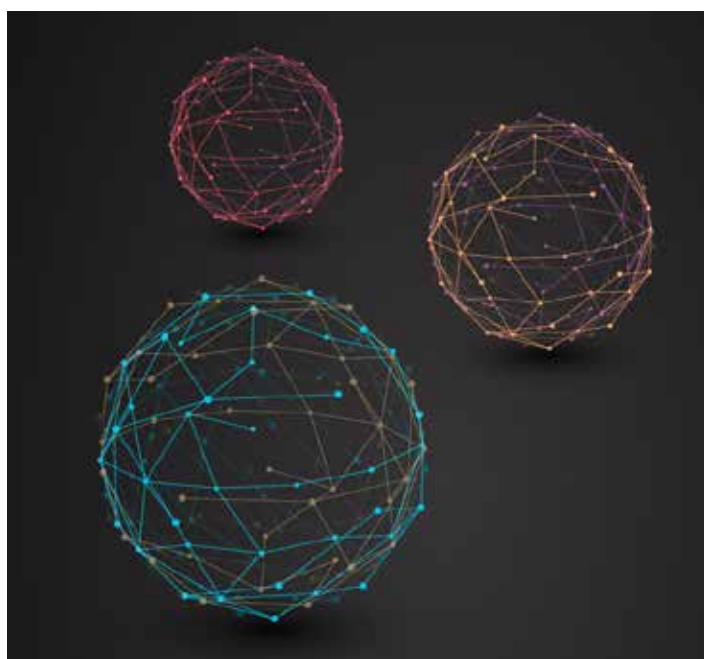
initiative.

In between these extremes, there are a wide variety of organizational change projects, and a need to judge in each case, the relative importance of art and science and the specific skills and expertise needed for their effective management. The specific mix of art and science required in a transformation initiative will reflect, for example, the size and geographic distribution of the organization, the scale of the changes needed and the expected level of resistance to the changes.

The strategic transformation framework

Successful transformation requires an understanding of what needs to change and what must stay the same when transforming an organization. Fundamental Purpose and Core Values are static factors that should form the guiding principles that determine the desired ultimate destination and how to reach it, in broad terms. Transformational Value Drivers, Transformation Capabilities and Transformation Objectives, in contrast, are dynamic factors that reflect the current and expected future state of the external environment, and should be modified to ensure that the organization is able to maintain its competitive position.

Harold Schroeder FCMC, PMP, CHRP, CHE is a renowned strategic program adviser, management consultant and project manager. He is President of Schroeder & Schroeder Inc. in Toronto.





The context of India's rise and implications for Canada

I. The Broad Context

This week marks the third consecutive week in which I have the pleasure of interacting with some aspect of the Canada-India file. In some ways it speaks to the rising salience of what India can and could mean for Canada. Two weeks ago I was in Mumbai where Professor Meric Gertler, President of the University of Toronto and a leading global urban theorist, was a featured participant at the BRICS (Brazil, Russia, India, China and South Africa) conference on sustainable urban development.

Interestingly, Professor Gertler was one of the select non-BRICS speakers at the gathering. As you may know, India has plans to build one hundred 'smart cities' and it is a positive development that leading Canadian figures are sought for their knowledge and expertise.

Just last week I was involved with the Canada-India Foundation (CIF) annual gala dinner at which the CIF honoured a leading Indian corporate figure and philanthropist, Dr. Subhash Chandra. Dr. Chandra revolutionized the Indian television industry when he introduced satellite broadcasting twenty five years ago. To a country that until then relied solely on the official broadcaster, this was a cosmic move. Today India has in excess of 500 private satellite television stations and the number is even higher when you include regional and linguistic channels. But the honour bestowed on Dr. Chandra was for his philanthropic contributions as well, namely his leadership in providing basic education in 52,000 villages across India. The sizeable CIF cash prize is directed to a charity of the recipient's choice. The Indo-Canadian community is playing an important role as a bridge-builder connecting important figures in both countries.

Modern India's ascent began with its domestic liberalization in the early 1980s and then with a broader set of reforms in the early 1990s when the country was facing a balance of payments crisis. As the world grappled with problems such as Y2K, corporate leaders such as Jack Welch turned to India for solutions. Today in Bengaluru (formerly Bangalore), the John F.



Kasi Rao

Welch Technology Centre is one of GE's key global research and development hubs. In many ways this Centre symbolizes India's own ongoing transition from outsourcing to higher end value chains.

In the last fifteen years India has gathered conspicuous profile: the Dreaming with the BRICs report (2003) by Goldman Sachs and New York Times columnist Thomas Friedman's best seller *The World is Flat* (2005) popularized India's ascent to wider audiences. In 2006, *The Economist* in a cover story (June 3-9) noted "The question is no longer whether India can fly, but how high." Even during the global financial crisis of 2008-2009, India dodged the worst of it, as did Canada.

India's rise is of course part of a wider tectonic economic shift from the Atlantic to the Indo-Pacific, a shift that continues to be led by China. In the summer of 2005, *Businessweek* (August 22-29) stated, "Never has the world seen the simultaneous, sustained takeoffs of two nations that together account for one-third of the planet's population." This pace has only intensified in the rest of Asia and by 2030 the majority of the global middle class and GDP will emanate from that part of the world.

In the case of India, a number of characteristics are often cited on why deeper and broader relations are warranted, including democracy, the rule of law, widespread use of English, geopolitical location and the economic opportunities that go with a population of a billion plus.

All of these reasons, while profoundly valid, in of themselves provide an incomplete perspective. The fascination with India is not new. Permit me to cite two quotations – one from Mark Twain (1897) when he was in India and another one by Raja Mohan (2006) one of India's noted foreign policy observers.

"India is the cradle of the human race, the birthplace of human speech, the mother of history, the grandmother of legend and the great grandmother of tradition." (Mark Twain)

"India is arriving on the world stage as the first large, economically powerful, culturally vibrant, multiethnic, multireligious democracy





outside of the geographic west.” (Raja Mohan)

II. The India–China Relationship

While the world pays attention to China and to India separately, one of the key aspects to watch is the evolution of the India–China relationship. The United States National Intelligence Council’s Mapping the Global Future (2004) stated the two countries are competitors and collaborators at one and the same time. The relationship is complex, textured and nuanced, and it is historical. China and India are, as The Guardian noted “non-identical conjoined twins, joined at the Himalayas” (September 30, 2005). Yet, they have different political systems.

Consider the contrast in the coverage of the deaths of two important political figures – India’s Narasimha Rao and China’s Zhao Ziyang – which The Economist noted at the time of their passing in December 2004. In the case of former Prime Minister Rao, there was a rich debate on his legacy and whether he deserved a state funeral. Zhao Ziyang, a leading figure in the Chinese Communist Party, who had backed the students during the Tiananmen protests in 1989, passed away in obscurity.

In an essay in the New Statesman in January 2006, Ed Luce, who now writes for The Financial Times observed “India is like a lorry with twelve wheels. If one tire punctures, the lorry does not go off the road. China, meanwhile, has fewer wheels and so it can go faster, but people rightly fear what might happen if one of the wheels flew off.”

However, their differing political systems mask the rich interplay

between these two ancient civilizations. In Dr. Amartya Sen’s highly readable The Argumentative Indian the Nobel Laureate reminds us that Yi Jing, a noted Chinese scholar and scientist in the seventh century, spent a decade at India’s, and perhaps Asia’s, oldest seat of higher learning, Nalanda University, studying the ‘science of life.’ When he left India he remarked, “Is there anyone in any part of India who does not admire China?”

Similarly, Sen observes that in the eighth century, the president of the Official Board of Astronomy in China was an Indian scientist Gautama Siddhartha (Qutan Xida was his Chinese name). Then there is the fact that India exported Buddhism to China.

While this relationship stretches over centuries, October 1962 became a defining moment of the modern era. In our part of the world we remember it for the Cuban missile crisis. That same month China and India were at war. The conflict ended swiftly and decisively in China’s favour and left an indelible imprint on Indian strategic thinking. Similarly, China’s current infrastructure plans in the region (building of the port facilities in Gwadar, Pakistan and Hambantota in Sri Lanka) along with a stronger naval presence elicit circumspection in India. On the other hand, trade relations between the two countries are rapidly growing, from US\$3 billion in 2000 to over US\$70 billion in 2014. Prime Minister Modi made a point to visit China in May 2015, one year after assuming power.

III. Canada–India Relations

Almost seventy years ago, Canada and India were at the dawn of a special relationship. Canada was an emerging power coming





out of World War II and India had shed its colonial yoke in 1947. Canada exercised its global influence with dexterity, within and through NATO on one hand and in its close relationship with the developing world on the other. Leaders like Louis St. Laurent, Lester Pearson and Escott Reid (Canada's High Commissioner to India, 1952-57) enjoyed a warm relationship with their Indian counterparts. Reid stated, that Indian Prime Minister Nehru "helped Canada break out of the confines of Canadian isolationism, North American isolationism, North Atlantic isolationism."

The relationship has had its ebbs and flows over the last 50 years. India's nuclear testing with Canadian technology in 1974 and 1998 and the terrorist bombing of Air India flight in 1985 cast a dark shadow. The turnaround began during John Manley's time as Foreign Affairs Minister when he observed President Clinton rekindling the U.S.-India bilateral relationship. Canada began to do as well.

It progressed during the brief leadership of Prime Minister Paul Martin and then intensified under Prime Minister Stephen Harper's decade in power. Prime Minister Harper led two missions to India, including the signing of the civilian nuclear co-operation agreement and the start of economic partnership negotiations. Prime Minister Modi's visit to Canada in the spring of 2015 was the first bilateral one in over four decades. As well, in the last decade several sub-national level visits have taken place, including the most recent one by Ontario Premier Wynne in February of this year.

Prime Minister Justin Trudeau has prioritized China and India and with his expected visits to both countries in the coming year, this augurs well. Nevertheless, our two way trade relationship, while

growing, is at a modest \$8 billion. The current Canada-India economic relationship speaks to the potential that beckons, not the reality that exists. More recently, the significant presence of Canada's institutional investor community in India is an important affirmative signal of long-term business confidence.

IV. What Do We Need to Do?

I know we have considerable time for discussion. Permit me to make ten observations.

1. Attitudinal shift – There is a secular shift in economic power from the Atlantic to the Indo-Pacific and we must come to recognize this with alacrity. The U.S. market quite rightly is of paramount importance but trade diversification has never been more critical, especially as our share of the U.S. market continues to decline. Furthermore, there are profound economic changes taking place within Asia. In its recently released Building Blocks for a Canada-Asia Strategy, the Asia Pacific Foundation of Canada notes that "M-Commerce, or e-commerce conducted on mobile phones, is also becoming increasingly popular ... India will be one of the fastest growers ... and, by 2021, its market will amount to US\$90 billion."

In a similar vein, BCG over a decade ago issued its report entitled The New Global Challengers. In its inaugural report, which assessed the leading 100 companies from rapidly developing economies that were transforming markets around the world, 44 companies came from China and 21 from India. The Indian companies represented primarily the tech, outsourcing and automotive sectors. In its 2014 listing, Redefining Global Competitive Dynamics, less than half were from China and India





with more companies from other parts of Asia making their presence on the global scene. Of the 17 Indian companies listed in 2014, a broader range of sectors were represented.

2. Majority Government in India – For the first time in over a quarter century, a majority government leads India with a focus on economic reform. Notably for Canada, Prime Minister Modi put Canada high on his agenda, coming here in the first year of his five-year mandate. As well, he has had significant contact with Canadian leaders at the national and provincial level even before he set foot on Canadian soil. Most recently he met with Prime Minister Trudeau in March 2016, setting the stage for a path-breaking relationship.

3. The Federal Dimension – India, like Canada is a federal country and increasingly there is much activity on trade and investment at the sub-national level. The creation of The National Institution for Transforming India (NITI) marks an explicit recognition of devolution of power from the centre to the states in India. It will unleash the twin forces of co-operative and competitive federalism in India. Canadian companies and provinces will be able to make material progress at the sub-national level.

4. Paradigm shifts – Just as India leap-frogged the telephone revolution and moved from being the most expensive place in the world to make cell phone calls to the least expensive in a decade, the rise of e-commerce and m-commerce will become deeply important in accessing that market, especially for our SMEs. India's identification card project, Unique Identification Authority of India (UIDAI), currently has an enrolment of 750 million people and is on pace to have the entire citizenry enrolled by the end of this decade. Such initiatives combined with the opening of 200 million bank accounts at the 'bottom of the pyramid' are having a tangible impact on reducing corruption. Transfers (such as subsidies) are going directly to individuals. Frugal innovation (minimizing cost, maximizing value, aptness of the product for the consumer) will increasingly reshape global business models.

5. Creation of brain-knowledge chains – Canadian universities are in the midst of carving important successes on major issues relevant to India in areas such as crop research, sustainable urban development, public health and clean technologies. These relationships, such as the ones that exist right here at McMaster University, should be intensified to create 'brain chains' and mobility of talent.

6. Skills Agenda – For India to increase its share of manufacturing as a share of its economy (currently at one-sixth) it must develop a pathway for employment, an important component of Prime

Minister Modi's economic development program under the 'Make in India' banner. About 540 million people – roughly half of the country's population – is under the age of 25. And the majority of this demographic dividend is occurring in the poorest parts of India. Almost 100 million jobs need to be created over the next decade. Canadian colleges (such as Mohawk College) are playing an important role in India's skilling agenda.

7. Active civil society – There are almost 3 million NGOs in India, and many that have global links. Some notable Canadian organizations with active partnerships in the country include the National Youth Orchestra of Canada (which has run music exchanges); World Wildlife Fund Canada (which worked on saving the Bengal tiger); Hospital for Sick Children (which has administered mid-career fellowships for pediatricians). These collaborations will help transform individual relationships into institutional ones.

8. Focused diaspora strategies – For too long the Indian diaspora's strength has been measured in numeric terms. The number is impressive with the largest per-capita diaspora in the G-7. Over 1 million people in Canada trace their roots to India. However, the next frontier should be centered on knowledge. When the Indian Institutes of Technology Alumni Association (IITAC) held their alumni meeting in Toronto in June 2014 it was a conspicuous gathering of patent-related wealth on Canadian soil. Not surprisingly several Canadian university presidents (including Patrick Deane of McMaster University), leading Canadian CEOs and the Governor General of Canada participated in this week end event.

9. Investing disproportionately – Many countries are vying for India's attention. To jump the queue we should front-end our efforts. In the context of Asia's ongoing rise, it behooves us to understand the region better – its culture and history, geopolitical issues, business practices and languages. We need to build our 'Asia competence,' in this case our India competence.

10. Patience is a virtue – You may have heard this line from the 2011 film *The Best Exotic Marigold Hotel*: "Everything will be alright in the end. If it's not all right, it is not yet the end." Thank you again and I look forward to the discussion.

Thank you again and I look forward to the discussion.

Remarks delivered by Kasi Rao, Vice President & Director (Toronto Office), Asia Pacific Foundation of Canada on April 29, 2016 at Hamilton Third Age Learning, Hamilton, Ontario, Canada





Resourcefulness– key to finance deal between Indian & Canadian companies

How a “let’s make it work” culture helps build a strong financial outcome

Knowing how to access cash to fund operations quickly is a key business skill, and even more important in today’s global business environment. Many businesses are finding that financial practices that work in one part of the world do not necessarily work in another.

One example of this is the raising cash through factoring – the use of invoices or accounts receivable as collateral for a loan. While this way to access cash avoids the ownership dilution that comes from equity financing, and the balance sheet impacts of finance through debt, it has its own challenges. That’s particularly the case when a company in India seeks to raise cash in Canadian markets.

Canada has long been an attractive source of financing for global investors. This is partly because of the country’s advanced and well-operated financial services sector, and also because of its strong reputation for transparency and financial regulation. To understand how international companies can access Canadian finance through factoring, it helps to know how a factoring deal is structured -- which depends on the countries involved in the transaction. There are several key players that make international factoring happen. These include the Funder, who factors the transaction; the Customer, whose accounts receivable are being factored; the Advisor, who interfaces between the Funder and the Customer; and the Trustee, who administers or oversees the transaction from the disbursement through to its repayment.

Points to consider while factoring international accounts receivable:

- **Validation of customers:** Funders seek assurance that the customers represented by the invoices are genuine and of repute. Some countries have rating agencies similar to Dunn & Bradstreet, and these can be a great help. However, some countries do not yet have mature and reliable ratings agencies. In such cases, the advisor’s international presence helps fill the gap, often through local inquiry.
- **Validation of Invoices:** Validating that the invoices are



Charan Kumar



Bryan A. Tannenbaum

genuine and collectable is the second important point that the Funders consider.

- **Collections:** Funders also take into consideration the quality of the collections process, should there be a default. They consider the availability of judicial and other options for recovery of the monies, and the cost of such recovery.

- **Trustee operations:**

Availability of a law firm goes a long way in ensuring that the processes of funds disbursement and its collections are streamlined and enforced. This is especially true if they have an office in the country of origin of funds and the country where the customer entity operates.

- **Foreign Exchange Risks:** The currency of funding plays an important role in determining the factoring or discounting rates, and any other incidental costs involved. Using the right currency, and the hedging strategies used by the customer to manage forex risks, influence the funder.

Flexibility is key in international factoring:

One of the major success factors in international factoring is working with business partners who are flexible and willing to try new ideas. There must be a culture that rather than saying “no” to an unfamiliar proposal, will be willing to say “Let’s find a way to make this happen.” This includes being willing to do business long-distance, and work with local partners to help assess the risk factor that comes with each invoice. As Harry Blum, Managing Partner for Collins Barrow Toronto says, “Engaging the right advisor can make all the difference.”

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Even heroes need heroes

True Patriot Love offers has committed \$14.9 million in six years

Founded in 2009, True Patriot Love Foundation (TPL) is a national organization dedicated to supporting and honouring members of the Canadian Armed Forces, veterans and their families. Over the past 6 years, True Patriot Love has committed over \$14.9 million to programs, charities and academic research that support military families across Canada when and where it is needed most.



Namita Joshi

True Patriot Love honours the sacrifices of members of the Canadian Armed Forces, veterans and their families in both times of peace and conflict by funding programs in mental health, physical rehabilitation, family supports and research and innovation that address the unique challenges related to the impact of service. Veteran transition from military to civilian life continues to present unique challenges, despite the strong leadership and organizational capabilities of veterans. By pairing injured soldiers with Canadian business leaders on ambitious expeditions to profile our soldiers' perseverance and continued commitment to service, as well the transferability of their military skills to a civilian career, True Patriot Love has a real impact on the lives of those who have served the country.

True Patriot Love is able to assist in finding solutions to systemic challenges that active duty members, veterans and their families face by facilitating national discussions and international symposia with representatives from across all relevant sectors.

True Patriot Love partners with individual and corporate donors to provide funding for those within the military community. Through its \$1 million fund with Bell Canada, TPL has funded a Youth Outreach Coordinator at the National Capital Region Military Family Resource Centre to support the increased demand for services for youth and children with mental illnesses. TPL has also funded the Phoenix Centre walk in clinic for military children, youth and families in Petawawa, Ontario which has allowed for a reduction in wait time which can now serve as a model at other centres.

TPL values its partnership with Scotiabank to fund veteran transition programs. Through this partnership, funding has been provided for essential initiatives like the Outward Bound Veterans program to support veterans who are struggling with operational stress injuries and addictions. Funding has also been provided to the Canadian Association for Disabled Skiing (CADS) to allow injured soldiers to participate in adaptive skiing.

In 2014, a significant investment in research of \$5 million to the Canadian Institute for Military and Veteran Health Research at Queen's University, was matched by the federal government. This funding has already seen ground-breaking rehabilitation and prosthetic limb research at the University of Alberta.

The Department of Health Services at Canada's Department of National Defence identified to True Patriot Love a leading Virtual Reality Treatment for PTSD developed at the University of Southern California. TPL raised \$500,000 in private funds for the University to Canadianize the software. In less than one year, TPL was able to get the software into the hands of 54 clinicians in 7 government-funded Operational Stress Injury clinics across Canada.

Canada's military service men and women, veterans and their families sacrifice for the nation on our behalf. It is the duty of Canadian citizens to support and care for these soldiers and their families. True Patriot Love offers an opportunity for engagement within every community and humbly request your support because even heroes need heroes. .

Namita Joshi is the Manager of Disbursements and Innovation, True Patriot Love





Preparing for the new macroeconomic reality

Since the financial crisis, the state of the global economy and markets has been at the forefront of the minds of politicians, business leaders and bankers. That's not surprising given the extraordinary circumstances with which we are presented today.

Global growth remains patchy with the outlook uncertain at best. Interest rates in developed markets remain extremely low, and in some cases negative, due to weak internal demand in several economies and also due to central banks stimulating the economies in unconventional ways. Indeed, the introduction of central banks as buyers of risky financial assets has driven risk premiums to decline far beyond what many would regard as 'fair'.

In our view, the above circumstances are symptoms of several shocks that have permeated the global economy over the past several years. First, the global demand shock, which has been catalyzed by the ongoing environment in China. Concern about the state of the Chinese economy, and the corresponding slowdown in import/export activity, has had a meaningful impact on business investment and trade globally.

Second, tighter monetary policy in the United States has led to concerns about increased market volatility and its effects on emerging markets considering the amount of USD denominated debt that is held in developing economies. Third, excess savings and lack of business and consumer spending in the Eurozone and Japan have led both economies to deal with disinflationary pressures.

Finally, lower commodity prices have hurt the fiscal position of exporters while the pass through in benefits to importers has been delayed by several factors.

Taken with idiosyncratic issues within each country, the above themes are expected to persist into the medium-term. This is not welcome news for business leaders that would prefer some measure of predictability when assessing bottom-line performance for the upcoming year or several years into the future. On the positive side, we can still confidently state that the



Bipan Rai

worst is behind us on several fronts.

Certainly, momentary bouts of volatility are to be expected in China as the economy rebalances away from investment and towards consumption. The Middle Kingdom is in the process of opening its capital account to allow greater access to foreign investment and this is not guaranteed to be a smooth process. But we see signs that growth is stabilizing, rather than collapsing, which buttresses our view that market bearishness on China has peaked.

For several years in the United States, it seems that we have all been preoccupied with the threat of tighter monetary policy and what it means for markets. However, the Federal Reserve has been clear on several occasions that the path to higher rates will be gradual to reflect a tepid domestic recovery. Markets appear to be getting the message, which should limit the volatility spillover into the developing world.

In the Eurozone and Japan, we expect the accommodative monetary conditions implemented by both the European Central Bank and the Bank of Japan to have a positive impact on the real economy, though this will be more apparent in the quarters to come. Monetary policy usually operates with a lag and the excessive measures taken in both jurisdictions provide fertile ground for global demand to pick up.

Indeed, the more supportive environment for global demand should help to ease the burden of the global supply overhang that has kept commodity prices low over the past few years. While the commodity super cycle may be over, a recovery from oversold levels is to be expected for both energy prices and metals. Of course, this will help to mitigate the pain that exporters have felt from the decline, including Canada.

And when it comes to commodities, Canada and India stand on opposite sides of the fence. For Canada, the collapse in oil prices pointed to a lack of diversity within our economy that we are still smarting from.

The contribution from fiscal stimulus will help shoulder the





burden to drive growth which should keep the Bank of Canada from easing interest rates further this cycle. Still, the transition from consumption-led growth to business investment and export-led growth will take time as the legacy of the oil shock continues to filter through.

In India, the recovery in oil prices will remain below past cyclical highs, which should continue to benefit consumers on the subcontinent. This is good news for an economy that now can boast about a growth rate that has surpassed China's over the past few years. Indeed, the Indian economy is well-positioned given its favourable demographics and growing middle class, with a still very low penetration of goods and services relative to other large markets.

Still, if India is to make the leap forward it will need to address

glaring issues that have been a problem since the days of the much maligned 'License Raj'. The Modi government has made it clear that it plans to become a leading exporter of high value-add goods, but this will be stunted by underinvestment in infrastructure.

The 'Setu Bharatam' project is a step in the right direction, but if India will need additional spending plans that are aligned with increased investment in roads, rails and electricity going forward. Globally, there are nascent signs of optimism. One of the many virtues of a good business leader or politician is to prepare for both unforeseen risks and upcoming opportunities. That requires staying flexible and also in tune with what how the global environment is developing.

Bipan Rai is the Executive Director, Macro Strategy, CIBC Capital Markets





India-Canada relations: consolidation & expansion

India-Canada bilateral relations have seen a transformation in recent years underpinned by shared values of democracy, pluralism, expanding economic engagement, regular high level interactions and long-standing people-to-people ties.

Canada is home to over 1.2 million Persons of Indian Origin (PIO). The first Indian migration to Canada was in 1897 on the West coast of Canada with the arrival of lumber workers and laborers from Punjab for railway construction. Today almost 90% of the community lives in metropolitan areas in Toronto, Vancouver, Montreal and other major cities like Ottawa, Calgary, Winnipeg, Edmonton, Waterloo and Halifax. Greater Toronto Area (GTA) has the largest Indian community estimated at around 650,000 followed by Vancouver at around 300,000. It is estimated that two-thirds of Indo-Canadians are Punjabi speaking, followed by those who speak Gujarati.

Many Indo-Canadians hold key positions in business enterprises, public service and other professions. The Diaspora is also well represented in federal Parliament and provincial legislatures. In the present House of Commons (elections held on 19 October 2015), there are 19 MPs of Indian origin (up from 9). Four PIOs now hold Cabinet berths (up from two of Ministers of State in the last Cabinet)

Prime Minister of India, Hon'ble Narendra Modi paid a standalone bilateral visit to Canada from 14-16 April 2015, after a gap of 42 years, covering Ottawa, Toronto and Vancouver. He held extensive discussions with Canada's political, business and academic leaders and also addressed some 10,000 PIOs & friends of India, at Toronto on 15th April. He inter alia called on Governor General Johnston, held talks with Prime Minister Harper and had a good exchange of views with (then) leader of Liberal Party Justin Trudeau. During the visit, the two sides agreed to elevate the bilateral relations to a strategic partnership.

Premier of Ontario Kathleen Wynne led an 8-day trade mission to India from January 27th to February 6th 2016 covering Delhi, Amritsar, Chandigarh, Hyderabad, Mumbai and Agra. Delegation



R. K. Perindia

members included Cabinet Ministers, Members of Provincial Parliament, government officials and over 50 businessmen. Premier of Prince Edward Island Wade MacLauchlan also joined the trade mission. On 3rd February both Premiers called on Prime Minister Modi. They also had fruitful meetings with the Ministers for Commerce and Urban Development, Chief Ministers of Haryana and Maharashtra, Deputy CM of Delhi and Punjab, as well as Tata's CEO Mr. Cyrus Mistry and Mr. Anand Mahindra of Mahindra Group, among others. A total of 65 Agreements were signed in the areas of infrastructure, education, ICT, skill development, agriculture, sustainable development, and clean energy, worth C\$240 million and 5 MOU's were signed with the states of Punjab, Haryana, Maharashtra, Andhra Pradesh and Telengana.

Trade and Economy

The two-way trade has increased from C\$ 5.15 billion in 2011 to C\$ 8.26 billion in 2015, but does not reflect the true potential. India accounts for only 0.8% of Canada's global trade. Major items of India exports to Canada include edible vegetables; pearls, precious stones and jewellery; fertilizers; ores, slag and ash; paper and paperboard articles. Major items which India imports from Canada include boilers, machinery and mechanical appliances; mineral fuels, mineral oils; pearls, precious stones and jewellery; organic chemicals and woven clothing and articles of apparel.

The cumulative Indian FDI, as per Statistics Canada in 2015 was C\$3,100 million as against Canadian FDI of C\$ 934 million in India. Indian companies have invested especially in the IT, software, steel and natural resources sectors. Substantial operations in Canada include Aditya Birla Group, Essar Steel, Tata Consultancy Services, Tata Steel Minerals Canada, Tech Mahindra, WIPRO, Infosys Technology, Jubilant Life Sciences, Abellon Energy Inc, IFFCO and Gujarat State Fertilizers and Chemicals Limited (GSFC). Two Banks, State Bank of India and ICICI, have seven and nine branches respectively in Canada.

R.K. Perindia is the Consul (Commerce), Consulate General of India in Toronto





Small business software: How to get the most out your investment

Selecting the right small business software can boost productivity and position your company for long-term growth. But choosing systems that are ill-suited to your needs will lead to wasted money, time and effort.



El-Ramahi notes that if employees aren't involved in the selection process and given adequate input into the process, many will resist using the new system—no matter how beneficial—relying instead on existing methods.

Not sure where to start? You're not alone, says Thammer El-Ramahi, BDC's Director of Technology Integration Services. To help you, here is his advice on how to select the right software for your business.

Think ahead

To maximize the return your software investment, El-Ramahi says you should use your strategic plan to forecast your software needs over the next three to five years. Software solutions that can meet company needs for many years provide the highest return on investment.

Map out your current business processes

To determine what your business' software needs might be, map your business processes. From client quotes, to receiving payment, business process mapping can provide insight into the functions that consume the most effort or take the longest time to complete.

Technology should be viewed as a business accelerator, El-Ramahi says. As a result, understanding exactly what functions within your business you wish to accelerate will provide you with insight into the software solutions that provide the most value to your business.

Involve your employees

Entrepreneurs will sometimes buy and introduce new software without input or buy-in from their employees.

Shop for packaged software

Custom-built IT systems appeal to entrepreneurs who feel their business needs are unique. But chances are there's already a software solution on the market designed to help businesses like your own.

Out of the box solutions are almost always cheaper in the long run, more scalable and better supported than custom-built software.

Consider getting outside help

To find the right software, it's wise to understand your limitations.

"Many entrepreneurs get into the process of buying software and realize that the solution does not deliver the benefits they expected," El-Ramahi cautions. "In other cases, entrepreneurs realize they just don't have the time to properly analyze their business needs and find the right software solution."

Like any investment, a software purchase can be a boon to your business or a drag on your growth. Choosing the right software is often best managed with the help of third-party consultants.

Seven tech suggestions

Here are seven suggestions for how to use technology to make your business more productive and growth oriented.

1. Create an online strategy

Start with a little planning. What are your website's goals? Is it to inform customers? Sell your products online? How does your





online presence tie in to your overall business plan? A well-defined online strategy will help ensure your investments in this area pay off with higher sales and better customer service.

2. Optimize your website

A website is your company's virtual storefront. Yet, many sites are poorly designed or don't fit well with overall business strategy. Make sure your site isn't text heavy and doesn't require endless scrolling or clicking to find information. Prominently feature your contact details and a call to action. Also, get some help to ensure the site is optimized to rank highly on Internet searches of importance to your business.

3. Get busy on social media

Create a social media strategy, starting with monitoring what's being said about your business. Then, if you haven't already done so, create your own presence on the main social media sites to mark your territory, manage your brand and engage with customers.

4. Consider a Customer Relationship Management (CRM) system

Think about a CRM system to help ensure you understand your customers better and capitalize on sales opportunities. It will help you centralize all customer information, give customers

more personalized service and follow up properly with prospects.

5. Explore productivity tools

Consider implementing productivity-enhancing tools. Examples include clock-in software, inventory management systems or full-fledged supply chain management systems.

6. Consider an Enterprise Resource Planning (ERP) system

Saddled with an inefficient patchwork of computer systems in different parts of your business? Consider an ERP system. It's all-purpose software with modules for everything from accounting to inventory, human resources, finances and operations.

7. Keep on top of tech security

Be sure you have an ICT security policy covering such areas as acceptable use, password guidelines, security practices and rules for downloading software. Then make sure it's followed throughout your company. Also be sure to back up data regularly.

This article was provided by the Business Development Bank of Canada (BDC). For more information, visit our articles and tools section at bdc.ca.





Innovate 2 Disrupt

"Innovation" and "Disruption" are increasingly becoming synonymous to each other. There is a new story everyday about how an established business model is disrupted in a fairly short order by a new competitor. Enter Netflix. Exit Blockbuster. Enter Amazon. Exit Circuit City, Borders.

Traditional incumbents, however, are still struggling to respond to these increasing levels of digital innovation. Capgemini's latest research found that nearly 74% of companies responded to digital disruption only in the 2nd year of its emergence. The vast majority of companies that went bankrupt responded only when the digital disruption had already firmly taken root. As companies like AirBnB, Uber disrupt entire industries, businesses cannot afford to be slow to react. Everyone has to raise their game to survive, but how can incumbents respond when digital disruption strikes?

understands and cares what the consumer is looking for will help them gain competitive advantage.

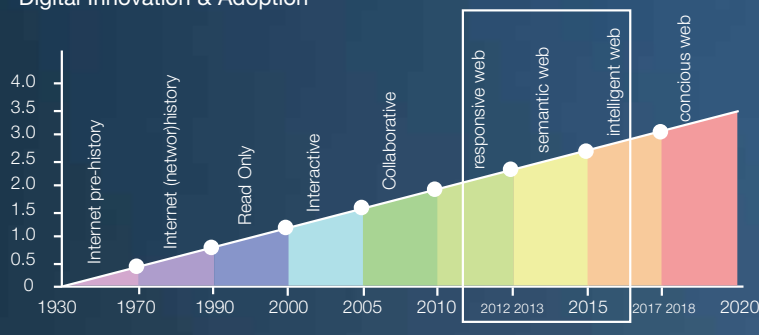
Be Insight Driven

Lastly, they have to tap the insights from the exponentially increasing amounts of information available today. Through IoT, cloud enablement devices, and big data analytics, truly understand and anticipate customer behaviour.

The Innovator's recipe for success is a combination of all these. Innovation is a broad and loosely used term today. For business innovation to show results, in addition to continuous improvement cycles of products and services, globalisation and industrialisation levers, there is a need to think with a predictable outcome in mind. I call this Innovate 2 Disrupt.

Closer home, Canada is shifting from being a resource economy to becoming an 'Innovation' economy for the Digital Age. It's encouraging to see how businesses in Canada are embracing the concept of market disruption through a series of initiatives well supported by 'Innovation hubs' like MaRS Discovery District and Communitech. We recently launched the Capgemini Digital Innovation Center in Toronto, to help companies with their innovation strategy. Innovate 2 Disrupt: Think Digital, Be Digital.

Digital Innovation & Adoption



Of all the Fortune 500 firms in 1955 - only 12% remain in the list today. The rapid pace and scale of disruption is unique to the "Fourth Industrial Revolution": The Digital Revolution. We have experienced exponential growth in the past 50 months, which far surpasses collective innovation, and growth for the past 50 years put together.

What is different this time around? The answer lies in real time adoption of a "shared consumerism". The innovators are finding new ways to deliver on changing customer needs, and every so often, creating new business models to increase productivity from existing shared assets.

Lead the change

Management has to lead the way by having shorter decision cycles, converting the threat of cannibalizing existing business into an opportunity for the new.

Think Digital

Companies have to stay ahead of the curve in the application of advancements in technology.

Put Customers First

They have to embrace the "Always On" consumer exceeding their expectations and addressing their changes in lifestyle. Consistent, seamless, responsive offers that show that the company remembers,



Sanjay Tugnait
CEO, Capgemini Canada

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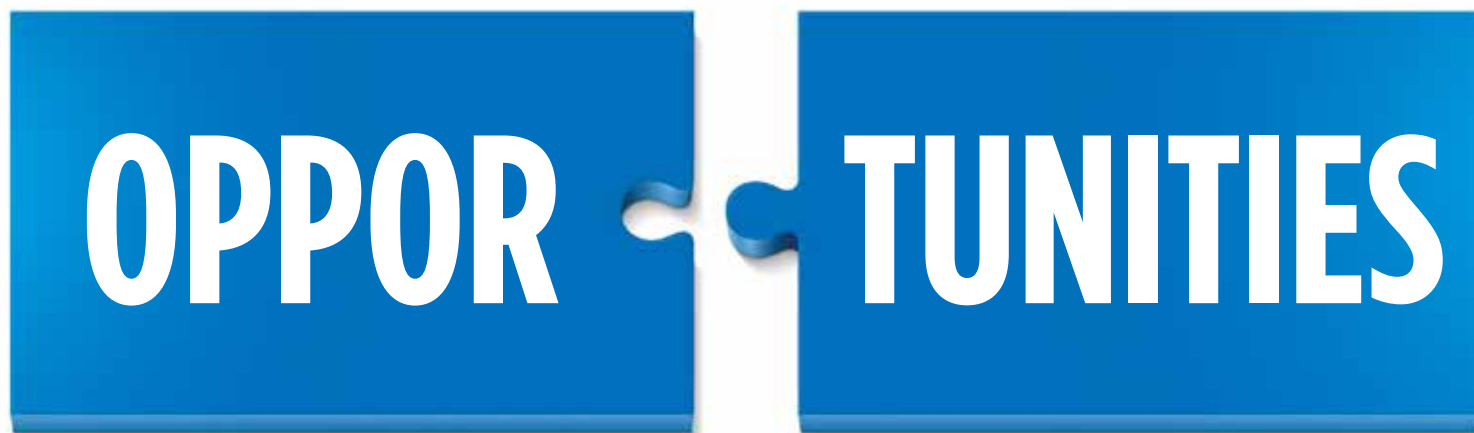
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Sanjay Makkar B.A. Maths (Hons), RIB (Ont), CAIB is a serial entrepreneur in Insurance and Risk Management space of Property and Casualty Industry. He is the founder and President of InSureU! Insurance & Investments Solutions Inc. and InsureU! Brokers Inc., a complete premier professional services firm, providing consultations and solutions in Risk Strategies, Personal/Group Health Insurance, Estate and Succession planning, and Property & Casualty industry, and much more, for over 15 years.



Pathik Baxi
Corporate Secretary and Vice President – Legal Affairs

Pathik Baxi, partner of Simmons, da Silva LLP is a skilled and experienced litigator, with his practice focused on a broad range of commercial litigation matters, as well as advising clients faced with Receiverships, Construction Lien Matters and Mortgage Enforcement Remedies. Moreover, Pathik also has a broad experience in representing a variety of non-for-profit, religious and community based organizations.



Jagdish Bajaj
Vice President – Events & Programs

Jagdish Bajaj is an entrepreneur in the busy field of construction and renovation. He is currently running his 3rd venture in the industry with Basement Reno Plus, a specialist contracting firm focussed on finishing and furnishing basements. Jagdish also dabbles in technology projects and recently launched www.eventii.net – a source of ideas, inspiration and education for event organizers and managers.



Ginni Sethi
Vice President – Membership & WEP

Ginni Sethi is an innovative, tenacious and entrepreneurial businesswoman started her career in Canada in furniture business and converted into a global multi-million dollar company. She also jointly owns businesses in real estate; software development; construction; hospitality as well as events & entertainment. She is the recipient of Queen's Diamond Jubilee Medal from the Lieutenant Governor General of Canada and named "RBC Top 25 immigrants" in 2013.





Arun Srivastava

Vice President – Finance & Sponsorship

Arun Srivastava CPA-CMA, MBA is the CEO & President of Paystation Inc. a Canada- wide Payment Technology Company based in Mississauga. Paystation is a provider of Payment solutions to Canadian Banks and Businesses. They also provide high security solutions for destruction of sensitive data primarily to the Government of Canada. Arun is the founder of Inescalate Inc. a cloud based technology company that provides premier, full service IT scalable solutions to businesses around the globe. Arun is an ardent supporter of Trillium Health Partners and has made philanthropic contributions to several organizations.



Pappur Shankar

Director – Mining & Energy

Pappur Shankar, a professional engineer in Ontario working as a Business Development Consultant in the engineering and manufacturing sector. He has over 25 plus years of experience in project management and Business development in Canada, UK, USA and Asia in the oil and gas/power/utility Capital engineering projects. Pappur has been bestowed by engineers of Canada as a Fellow and Professional engineers of Ontario as Order of Honor. He is active in the engineering and Kannada Sangha community.



Kanwar Dhanjal

Director – SME & Trade

Kanwar Dhanjal is a technocrat by profession having more than 25 years' experience in industry from engineer to director in India. He is founder of Just Instruments Inc. which provides instrumentation and automation services in the field of process control industry from the last 6 years. He has been Chair for energy committee for 2 years and Chair- Gala committee in 2015 with ICCC. He is a Rotarian with Rotary Club of Brampton and participated in lots of volunteer activities with club from time to time. He is Chair – International Trade Committee of Brampton Board of Trade.



Abu Becker Noohujohn

Director – Business Development & Membership

Abu Becker is the CEO of the Nrich Group, President of Airbond Travel and Canadian representative of the SFO Technologies and NEST Group of India. Being, a true ambassador of the bilateral relationship between India and Canada, Abu has led the ICCC Trade Mission alongside various Mayors, bureaucrats and entrepreneurs. He contributed and raised over million dollars for the Muslim Friends of Osler. Furthermore, he is the President of the South Asian Canadian Health Services whose mission is to promote health education and Founder member of BARIC in Brampton .He is currently chosen as the Multicultural Ambassador for World Vision Canada.





Ajay Tandon

Director – Tourism & Hospitality & Affinity Programs

Ajay Tandon CEO – Canadian Travel Services – CTS a fast growing complete travel solution and Aviation Company specializing in projects across the globe. A proven global leader in travel industry from South Asia, Middle East, Europe, Africa, Central Asia and Canada. Joined travel industry in Islands of Maldives with KLM Royal Dutch Airlines & during two decades in Airline management and Corporate Travel, took challenging posts in UAE Dubai & Abu Dhabi, Netherlands, Kazakhstan, Kyrgyzstan and Yemen achieved numerous awards. KLM & Alliances awarded the highest honor in sales for Middle East and South Asia.



Yatendra Shah

Director

Yatendra Shah is CEO & President of Rednet International, Toronto and Founder President of Jai Plastics, a manufacturing, leasing & financing co in Jaipur, India. He has 40+ years of business experience as CEO. He served on the Boards of Skills for Change, Panorama India, RANA-Canada, Plastic Manufacturers' Association, Vishwakarma Industrialists Association and as elected Director on the Board of ICCI in the past. Yatendra currently specializes in formulating individually customized and industry specific daily Flash Reports and periodical KPI reports to facilitate remote management of business units, by CEOs globally.



Devika Penekelapati

Director

Devika Penekelapati is a founder and Managing Partner of Borders Law Firm, a boutique immigration law firm in Toronto. She has extensive experience of Canadian immigration law and specializes in assisting multinational corporations with all of their cross-border matters. Her clients include leading companies in the technology, finance, mining, and pharmaceutical industries. She is certified by the Law Society of Upper Canada as a Specialist in Citizenship & Immigration Law.



Dharma P. Jain

Immediate Past President

Dharma P. Jain is a practicing CPA, CGA serving to medium and small businesses. He has over 25 years of international experience. He specializes in mergers and acquisitions, business financing, business consulting and advisory, compliance & assurance, risk management and taxation. He helps his clients to grow and adds value to their businesses. His passion is helping and mentoring new immigrants. He is very active socially and sits on board of various Charities and not for profit organizations including Canadian Helen Keller Centre and Compliance Audit Committee of City of Brampton.





ADVISORY BOARD 2015–2016



Bob Dhillon

Bob Dhillon is the president and CEO of Mainstreet Equity Corp., its founder and largest shareholder. Mr. Dhillon is a proponent of the intellectual capital and technological capabilities. Mainstreet has invested in the outsourcing to India of its corporate digital assets. Mr. Dhillon received his M.B.A. from the Richard Ivey School of Business at the University of Western Ontario in 1998. He currently sits on the school's Entrepreneur Advisory Council. Mr. Dhillon is also the owner of National Payments, a mercantile protection business, and is the honorary consul general of Belize in Canada.



Deepak Ruparell

Deepak is founder and president of the Silver Hotel Group – one of the largest privately owned hotel investment, development, and management companies in Canada. Under his leadership, the company focuses on all areas involving hotel investments. Silver's current portfolio includes 16 hotels located in Canada and the U.S., and ranges from full service and limited hotels to independent boutique hotels.



Goldy Hyder

Goldy Hyder is President of Hill+Knowlton Strategies Canada's leading strategic communications firm. He is a seasoned public affairs practitioner with public, private and non-profit clients in variety of sectors. Currently, Goldy is a Board and Executive member of United Way Ottawa and Co-Chair of the 2013–2014 community campaign, Board member of the Ottawa Senators Foundation and Chair of its Communications and Community Investment Committee. Goldy is a regular commentator on business and politics in the national media and appears weekly on CBC's hit show The Lang O'Leary Exchange's Big Picture Panel. Goldy received the Queen's Diamond Jubilee Medal in 2013 for his distinguished service to Canada.



Jeff Zabudsky

Dr. Jeff Zabudsky is Sheridan's sixth President, a position he assumed on February 1, 2010. Prior to joining Sheridan, Dr. Zabudsky worked at post-secondary institutions in Nova Scotia, Ontario and Alberta, including six years as President and CEO of Red River College in Winnipeg, Manitoba. He chaired the 2011 United Way of Oakville campaign, and served on the campaign cabinet of the United Way of Peel. He is a member of Mississauga's Healthy City Stewardship Centre, is on the Board of Directors for the Mississauga Board of Trade, and is a member of Mississauga's Economic Development Advisory Board. Dr. Zabudsky received Athabasca University's Distinguished Alumni Award in 2011 and Ryerson University's Alumni Award of Distinction in 2013.



Pradeep Merchant

Dr. Pradeep Merchant was appointed as Chief of Division of Neonatology at the Ottawa Civic Hospital and the Medical Director of the Rich Little's Special Care Nursery. Currently, he is the Site Chief of the Division of Neonatology at the Civic Campus. He has been instrumental in developing and is a current Chair of the "Canada-India Center for Excellence in Science, Technology, Trade and Policy" in Ottawa at the Carleton University. He has been appointed on the Board of Governors for Carleton University. Dr. Merchant has been recently conferred Queen Elizabeth II Diamond Jubilee Medal.





Ramesh Chotai

Ramesh Chotai was born in Northern Uganda and pursued his education in Britain completed his training as pharmacist in U.K. and Switzerland. He returned to Uganda and joined ICI Pharmaceuticals (U.K.) as CEO. Ramesh came to Canada in 1972 and started as a pharmacist/manager at an Oshawa pharmacy. He started Bromed Pharmaceuticals in 1976, Bromed is committed to providing high quality, innovative & cost-effective healthcare products. He served as President – Hindu Temple and Cultural Centre, Mississauga, Vice President – Canadian Museum of Hindu Civilization, Chairperson Canada India Foundation and Co-Chair Trillium Hospital Foundation where he raised \$600,000.00. Mr. Chotai is recipient of Ontario Govt's voluntary service award and ICC's President's Award in 2004 and Queen Elizabeth Diamond Jubilee Award.



Sriram H. Iyer

Sriram H. Iyer is President & Chief Executive Officer of ICICI Bank Canada and Regional Head of ICICI Bank's North American operations, a wholly-owned subsidiary of ICICI Bank Limited. Mr. Iyer joined ICICI Bank Canada from its parent company as a core member of the executive team that established the bank's presence in Canada. Under his leadership the bank has become one of the fastest growing banks in the country. Mr. Iyer was awarded the Queen Elizabeth II Diamond Jubilee Medal and the Indo-Canada Chamber of Commerce Corporate Executive of the Year in 2012. He was named on Canada's Top 40 Under 40TM list in 2008.



Usha George

Usha George is Professor and Dean at the Faculty of Community Services, Ryerson University. Dr George came to Ryerson in 2006 from the Faculty of Social Work at the University of Toronto, where she had served as the associate dean and interim dean. She held the Royal Bank Chair in Applied Social Work Research at the University of Toronto. She also served as the Director of the national Joint Centre of Excellence for Research on Immigration and Settlement. Dr. George is a distinguished scholar and researcher in the areas of newcomer settlement and integration, and diversity and organizational change.



Venki Raman

A banker by profession, Venki Raman is a motivational speaker who mentors newcomers to Canada. Over the past 17 years Venki has led several large teams successfully delivering high customer satisfaction, coupled with strong business results. Venki's motivational leadership style of his current team of over 250 people, is reflected in the enthusiasm and passion with which his team members help clients achieve "what matters" to them. Venki's leadership style travels beyond his team, to newcomers whom he motivates and guides in career planning. Most recently, Venki participated in mentoring sessions through the United Way guiding newcomers to look beyond their obstacles and focus on their strengths, to make themselves highly marketable.



Vim Kochhar

Vim Kochhar a former Senator, the first person of Indo-Canadian heritage appointed to the Senate of Canada on January 29, 2010 and retired from the Senate on September 21, 2011. Rotary Cheshire Homes (RCH) was founded in the early 1980s by Joyce Thompson and Vim Kochhar. RCH offers housing to persons who are deaf-blind. Vim Kochhar set the wheels in motion to develop housing for physically disabled persons. As a member of the Toronto-Don Valley Rotary Club, Kochhar enlisted the help of his fellow Rotarians in organizing the first Great Valentine Gala in February 1984.





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COUNCILS- ALBERTA & WINNIPEG

FOCUSSED EXPANSION AND CONSOLIDATION

Report on ICCC President Sanjay Makkar's recent visit to Alberta and Winnipeg councils

Expansion of council operations is integral to the continued relevance of the Indo-Canada Chamber of Commerce (ICCC). However, given the heavy concentration of programming in the Greater Toronto Area – which incidentally is the fourth largest urban conglomeration in North America – it is often not adequately recognized that the ICCC has a coast-to-coast presence, with councils in six Canadian provinces (Ontario, Quebec, Nova Scotia, Manitoba, Alberta and BC).

Annually, the national president of the ICCC attempts to visit as many councils as possible to reenergize the councils' operations, and to better integrate it with the general direction that the national headquarters in Toronto has adopted to achieve the overall objectives and mandate of the Chamber.

Winnipeg council

During a recent visit to Manitoba and Alberta, Sanjay Makkar, President, ICCC, helped in organizing a couple of events that focused on the Chamber's developing priorities such as the promotion of the education sector, the promotion of sectors based on natural resources such as mining, and the promotion of services-based industries which are the backbone of the Canadian economy.

In Winnipeg, Manitoba, Sanjay Makkar had a focused meeting with the council chair Rommel Dhalla and co-chair Priti Mehta-Shah. During the meeting, the ICCC President and the Manitoba council office bearers took stock of the council's affairs and planned multiple initiatives for 2016–2017. These included new programming, membership augmentation drive, and council outreach in the provincial government.

As part of this effort, Pappur Shankar, ICCC's director for mining and energy, has been working jointly with the Manitoba council on a number of initiatives pertaining to the mining sector. Among these initiatives include organizing a business reception for the Indian delegation attending the Centralia seminar; preparing an agenda for mining and other areas for a delegation to India; exchanging information about the Indian delegation attending



the annual PDAC convention in Toronto and information about future mining activities. Pappur Shankar also met with Dr. Digvir Jayas, the former head of ICCC's Manitoba Council, and Sandy Chahal and Dr. Shivakumar.

ICCC in Winnipeg saw some significant change in leadership and constituted itself with a board of directors for the first time in its history. Late summer, ICCC hosted businesses, associations and partner trade organizations for Roundtables focused on how Manitoba's expertise and global leadership in the agriculture sector should be coordinated to yield more opportunities for export to India. A broader strategy is being developed in conjunction with our partners at the World Trade Centre. Council hosted Mr. R K Perindia, the then acting Indian Consul General in Toronto for a successful networking dinner held at the Punjab Cultural Centre and also a business luncheon with Manitoba companies already doing business in India.

ICCC Winnipeg board members are: Digvir Jayas, Priti Mehta-Shah, Sandy Chahal, Ataf T. Khokhar, and Sunny Dhillon.





Alberta council



When the ICCC President visited Calgary recently as part of his councils tour, the Alberta council held a joint interactive session with the University of Calgary that saw enthusiastic participation from existing and potential members.

Harpreet Dhillon, the Alberta Council chair, helped in organizing this event. One of the main draws of the event was the speech by Dr. Janaka Ruwanpura, the Vice-Provost (International) of the University of Calgary. In his speech, Dr. Ruwanpura delineated the strengths of the education sector in Canada and in particular the strengths that the University of Calgary offers.

Focusing on strengthening the sector more, Dr. Ruwanpura emphasized that the federal government needed to take initiatives that would focus on the inherent benefits of the Canadian education sector. "The fees of Canadian educational institutions are lowest in the world, and the standards are comparable to the best in the world," Dr. Ruwanpura stated.

As part of the University's effort to globalize, the University of Calgary has recently launched the Global Research Institute Initiative, where the University would have research outposts in the developing world, and focus on emerging markets. Such institutes have been planned in Mexico, China, and India.



India is one of the most important markets for the University, and it has already signed MoUs with the Indian Institute of Technology-Kanpur, Indian Institute of Technology-Mumbai, the KSR Group, ONCG, among other institutions. In addition, the University of Calgary has over 158 joint research publications with India on a variety of subjects.

International students comprise over 7% of the total student population at the University of Calgary, and the aim is to increase it to 10%. It plans to launch endowments and give bursaries (to the tune of over a million dollars) that would benefit Indian students, which comprise the third largest component of international students. As part of the process to encourage students from India to enrol at the University of Calgary, Dr. Ruwanpura said the University has taken several measures to attract Indian students, including twinning programs where Indian students can start their education in Indian educational institutions and complete it at the University of Calgary.



In his remarks, Sanjay Makkar emphasized that the education sector was an important part of the Chamber's future strategy because the Chamber clearly envisions greater collaboration between the two countries in this sector. He said that along with the Consulate General of India in Toronto, the Chamber is planning to launch a program that would assist international students from India to acclimatize quickly in their new Canadian environment.

This program would eventually also help the students get internships with Indo-Canadian entrepreneurs with businesses in Canada.

The ICCC President also gave a detailed account of the recent India Mission 2016 that he had led, and the different initiatives during the mission, especially in the sphere of education.





06 June 2015

ANNUAL AWARDS AND GALA NIGHT

The Indo-Canada Chamber of Commerce's Annual Awards and Gala Night was celebrated with usual pomp, pageantry and gusty enthusiasm at the Metro Toronto Convention Centre on June 06, 2015 to celebrate and honour the achievements of eleven Indo-Canadians from diverse fields honoured at Indo-Canada Chamber of Commerce's Annual Awards & Gala Night.

John Tory, Mayor, City of Toronto, was the Chief Guest and Mr. Asim Ghosh, President & CEO of Husky Energy was the keynote speaker. The theme for 2015 gala was "Crossing Milestones: From Promise to Practice."







23 July 2015

ICCC'S 17th ANNUAL CHARITY GOLF CLASSIC

Indo-Canada Chamber of Commerce's (ICCC) 17th Annual Golf Classic was an overwhelming success with over 160 enthusiastic amateur golfers having a great time. Thursday, July 23, 2015 turned out to be a perfect day for golf, and the Piper Heath Golf Club in Hornby, ON, a perfect venue. It was a comparatively cool day but participants had a great time. The team comprising Ajit Someshwar, Curren Holla, Sal Rabbani and Glen Piller won the tournament.

Sanjay Makkar, President, ICCC, presented the winning team with the rotating trophy. Speaking at the occasion Mr. Makkar expressed immense satisfaction for the success of the tournament, and said that the chamber's golf tournament is acknowledged as one of the best in Canada.





27 November 2015

WINTER GALA 2015

Travel. Explore. Discover. –Winter Gala 2015 I

It was an evening to remember, as the VIPs of the Indo-Canadian community, adorning traditional colourful attire and formal business dresses mingled at the venue to enjoy sumptuous cuisines from different corners of India, and entertainment that depicted the wonder that is India. The theme of the Annual Winter Gala 2015 was Travel. Explore. Discover. The décor of the venue was in consonance with the theme.

Dignitaries at the event included Hon. Bardish Chagger, Canada's Minister for Small Business and Tourism; His Excellency, Vishnu Prakash, High Commissioner of India in Ottawa; Hon. Kathleen Wynne, Premier of Ontario; Hon. Patrick Brown, Leader of the Progressive Conservative Party of Canada; Her Worship Bonnie Crombie, Mayor of Mississauga; Her Worship Linda Jeffery, Mayor of Brampton; Hon. Michael Chan, Ontario Minister of citizenship, immigration and international trade; several federal MPs, Provincial MPPs, and Councillors from Mississauga and Brampton.





06 –18 January 2016

INDIA MISSION 2016

The Indo Canada Chamber of Commerce's India Mission 2016 delegation to Agra, Amritsar, New Delhi, Thiruvananthapuram, Kochi, Ahmedabad, Vadodara and Mumbai January 6 to 16, 2016, consisted of members from financial sector, small and medium businesses, hospitality, travel and tourism, information technology and real estate sector. Delegates also attended the Uttar Pradesh Pravasi Divas (UPPD) 2016.

Among the important Memorandums of Understanding (MoU) that Mr. Makkar signed on behalf of the ICCC include one with the Government of Uttar Pradesh and another with the Thiruvananthapuram Chamber of Commerce.

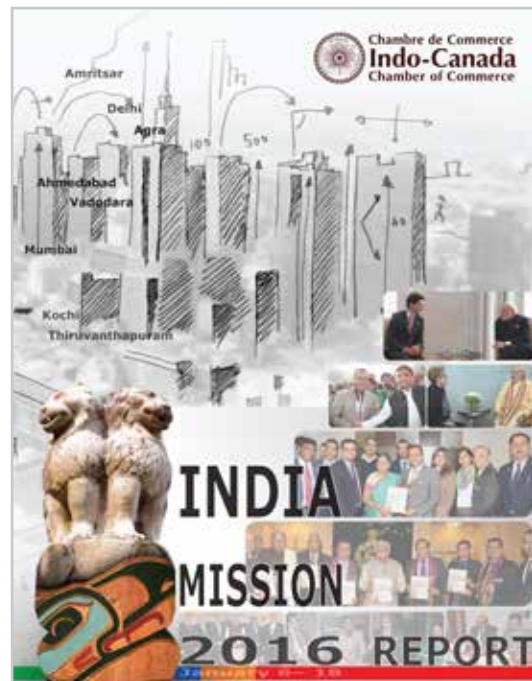
The MoU with Uttar Pradesh has special significance because it will promote trade between Canada and Uttar Pradesh, one India's provinces with the largest populations, and a positive demographic profile with a predominance of young population. Uttar Pradesh was an important stop for the 2016 India Mission, where the delegates participated in the three-day inaugural Pravasi Divas (congregation of Indian Diaspora) organized by the Uttar Pradesh government in Agra. ICCC was a partner organization for this convention.

The UP PD was organized to share investment plans and policies in Uttar Pradesh on sectors like manufacturing, infrastructure development, urban transports, smart cities, industrial and social development, electronics, IT and ITes and tourism etc. The convention provided a meaningful platform for the Uttar Pradesh government to

- Exchange views with the Indian diaspora to develop Uttar Pradesh as a smart state
- Appraise the Indian diaspora of the 'Ease of doing business' initiatives undertaken by the Uttar Pradesh, especially pertaining to industrial development, and setting-up business

ICCC's MoU with the Thiruvananthapuram Chamber of Commerce will aim to promote trade and business ties with the State of Kerala with Canada in the hospitality & tourism sector, pharmaceuticals, Agriculture and Agro Industry.

Thanks to ICCC's efforts in general, and Mr. Makkar's efforts in particular, three vital MoUs were signed by the delegate members of the India Mission 2016. These include:



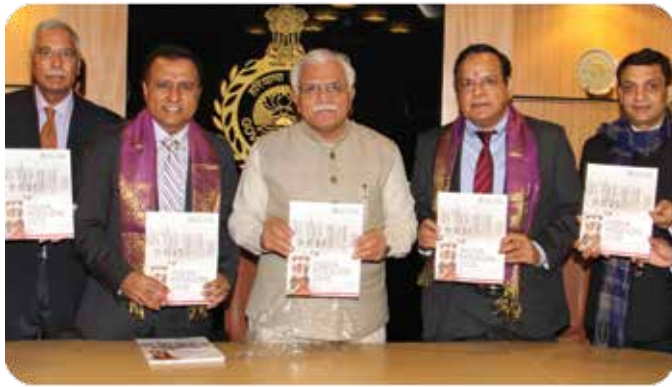
► ICE Down Beverages Inc.'s MoU with Indo Canadian Business Council to manufacture Canadian water (Aqua Water) in Gujarat. This MoUs was signed between the representative of ICE Down Beverages Inc.'s CEO Elmokhtar Abouaisha and a representative of the ICBC.

► SPS Canada's MoU with Royal Academy of Gujarat for the cooperation in education sector, student services, skill development, student exchange program and immigration of Indian student to pursue higher education in Canada. Mr. Pradyuman Jhala, President SPS Canada signed MoU.

► Another delegate signed a MoU with the Santhigiri Ashram in Thiruvananthapuram, Kerala for sharing the knowledge on Ayurveda and Yoga for drug abuse and rehabilitation. Santhigiri Ashram is a world-renowned spiritual center founded in 1964. Exhorting its followers to lead a life at peace with God and Nature, the ashram promotes transcendental spiritual values and secular ideals like universal love, world peace and religious harmony. The ashram is providing eye care treatment and helping the people with Ayurveda and Yoga to lead a good health.

In another development, the International Centre for Entrepreneurship and Career Development (ICECD) Founder Director has shown interest for shooting a documentary film on Gujarat-Canada relations. ICECD has been the vanguard of Micro, Small and Medium Enterprise (MSME) Development amongst varying target groups and has worked extensively around the globe keeping gender issues in sharp focus.







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ICCC YEAR IN REVIEW

25 June 2015

Makkar elected President



Sanjay Makkar was elected as 27th President of the Indo-Canada Chamber of Commerce (ICCC) Thursday June 25 at the Chamber's Annual General Meeting.

Six directors were also elected to the new board of the Chamber. These include one director from the outgoing board – Pathik Baxi who has been re-elected for a two-year term.

Five new directors elected are: Abubakkar Noohujohn, Ajay Tandon, Arun Srivastava, Kanwarjit Dhanjal and Pappur Shankar. Mr. Makkar, along with Jagdish Bajaj and Ginni Sethi are the other elected directors on the board, who were elected last year, and are in the middle of their two-year term.

Speaking about his priorities, the new president emphasized that while the board will ensure continuity, it will be geared towards radically changing the orientation of the chamber. "2015 will be a year of change," he declared.

30 June 2015

Meeting with CG

ICCC's newly elected board led by its President Mr. Sanjay Makkar met Mr. Akhilesh Mishra, Consulate General of India. Mr. Makkar discussed in detail his plans for the coming year and assured the CGI that "chamber will be second to none in promoting Canada India business relations".

Mr. Mishra emphasized the need to increase Canada India commercial ties and said that the reciprocal visits of two Prime



Minister will serve as milestones in strategizing the relations between the two countries.

Mr. Mishra discussed the opportunities available in the sectors such as IT, energy, power, mining etc.

22 July 2015

Mississauga-India ties



Mayor of Mississauga, Her Worship Bonnie Crombie expressed confidence that Mississauga would be able to contribute to the development of the smart cities in India.

She also expressed a keen interest in developing close working relationship between the City and ICCC with special emphasis on sunrise sectors such as ICT, Life – sciences, bio-medicine, aerospace, and agri-foods.

Mayor Crombie was speaking on the occasion of an interactive session between the senior officials of the City of Mississauga and the newly-elected members of the ICCC's board.





29 July 2015

Celebrating volunteerism



Indo-Canada Chamber of Commerce (ICCC) runs on volunteers. It was, therefore, wholly appropriate that the Chamber felicitated its volunteers at the Annual Volunteer Appreciation Night on July 29th 2015. All the volunteers were awarded Certificates of Appreciation by the President of the Chamber Mr. Sanjay Makkar. A majority of the new board members participated in the program at ICCC headquarters in Toronto.

Speaking on the occasion, Mr. Makkar, said, "Volunteering is a big tradition in Canada, and volunteers are the backbone of ICCC; we at the Chamber have adopted it since the Chamber's inception in 1977."

05 August 2015

Tenancy Rights



Indo Canada Chamber of Commerce organized a seminar in collaboration with Nanda & Associate Lawyers on Residential and Commercial Tenancy Rights. Mr. Jagmohan Nanda, Mr. Ralph Swaine and Ms. Sabrina Hussain made a joint presentation on the subject of the seminar, with special emphasis on raising

a landlord's awareness about their rights and obligations.

Mr. Jagdish Bajaj welcomed the participants to the seminar and said that the Chamber's new team of directors is geared to give its members and stakeholders business-themed programs that would enable them to take better business decisions. Among the ICCC board members, Mr. Arun Srivastava, Mr. Kanwarjit Dhanjal, Mr. Pappur Shankar and Ms. Shivani Sharma Gupta were also present.

21 August 2015

Impetus to bilateral ties



On the occasion of the 69th Indian Independence Day, Sanjay Makkar, President, Indo-Canada Chamber of Commerce (ICCC), pledged to forge more meaningful economic relations between Canada and India.

In a statement released in Toronto, Mr. Makkar said that as the head of the only bilateral chamber of commerce, he was committed to lead the relations in a new direction and follow the lead given by Indian Prime Minister Narendra Modi during his April 2015 visit to Canada. "We are focused on creating opportunities for enhancing investments in India to support the Indian Prime Minister's Make in India project. Similarly, we want to ensure that the high level of investment by India's private sector in Canada continues and broadens to different sectors."

24 August 2015

Ed Fast program

Canada's trade ties with India continue to get enriched gradually, and both the countries are committed to taking this relationship forward steadily, Honourable Ed Fast, Canada's Minister for International Trade, declared at an interactive session organized





by Indo-Canada Chamber of Commerce Sunday between him and Indo-Canadian small entrepreneurs and professionals.

"Canada's largest trading partner in South Asia and bilateral merchandise trade between our two countries is growing. It totalled \$6.3 billion last year, an increase of more than 50% compared to 2010," the Minister said.

25 August 2015

Haryana CM visit



Manohar Lal Khattar, the Chief Minister of Haryana, invited Indo-Canada Chamber of Commerce (ICCC) to lead a delegation of small business entrepreneurs and professionals to the #Happening Haryana investment conclave scheduled to be held in Chandigarh next year.

The Honourable Chief Minister was addressing members of the Chamber at a business meeting convened in Toronto. The Haryana CM was accompanied by a high-powered business and government delegation.

Deep Kapuria, the Chairman and Managing Director of Hi-Tech Gears, was the head of the Confederation of Indian Industries (CII)

business delegation.

10 September 2015

ICCC- BDC program



Indo Canada Chamber of Commerce (ICCC) organised an interactive session with the Business Development Bank of Canada (BDC) on 10 Sept 2015 at the ICCC headquarters in Toronto.

In a joint presentation Ms. Nav Saini, Senior Account Manager, and Nina Jain, Business Centre Manager, North York Business Centre, informed the participants comprising small entrepreneurs and professionals about the bouquet of BDC's offerings to small businesses. "Ambitious and innovative entrepreneurs are the engine of our economy and it is our role, as Canada's development bank, to help them succeed," the presenters said. BDC's offerings include business loans, consulting services for Canadian companies for expansion both in the local and the global market. .

16 September 2015

Mind. Body. Soul



The Women Entrepreneurs and Professionals (WEP) committee of the Indo Canada Chamber of Commerce (ICCC) organized





an Open House and Networking session on Mind Body Soul at the ICCC headquarters on 16 September 2015.

The program adopted a holistic approach to a stress free living by focusing on all the key aspects of nourishment – the mind, the body and the soul. We are all so immersed in our professional and business routines that we are unable to find time to sit back and reflect upon certain crucial things that happen in our daily routine, the program organizing committee said.

18 September 2015

ICCC-FICCI program



Indo Canada Chamber of Commerce (ICCC) organized a roundtable and a business reception for the visiting Federation of Indian Chambers of Commerce and Industries (FICCI) delegation from India on 18 September 2015 at the Ontario Investment and Trade Centre in downtown Toronto.

The ICCC shares with FICCI the objective of creating commercial and business opportunities for Canadian and Indian entrepreneurs, and to foster bilateral trade. To meet these objectives, both ICCC and FICCI periodically engage in trade promotion activities; the most common form being trade delegations that ICCC lead to India and FICCI brings to Canada.

07 October 2015

Mix & Mingle

The Young Professionals and Entrepreneurs (YPE) committee of Indo-Canada Chamber of Commerce (ICCC) held its kickoff event Mix and Mingle at 3 Brewers in downtown Toronto on Wednesday October 7. The event was attended by an unprecedented number of youngsters from different spheres. The reconstituted YPE committee had proactively worked to make the event a grand



success, and their efforts were paid off handsomely when over a hundred guests showed up. Sameer Sharma, the chair of the YPE committee, in his informal address expressed immense satisfaction that the committee's effort had borne fruit and that so many interested participants had congregated at the get together.

08 October 2015

Mantra to Sell Online



The Indo-Canada Chamber of Commerce's Information & Communications Technology (ICT) committee organized a seminar on 'e-Commerce: Mantra to Selling Online' on Thursday October 8 at the ICCC headquarters.

The panel of speakers at the seminar included Macr Smith, Director of Strategy & e-Commerce Market Development, Canada Post; Niko Downie, Business Development Manager, Shopify; Vijay Thomas, Managing Partner, Tangentia. These tech gurus shared the roadmap for setting up your business for online shopping.

This seminar provided an opportunity for business owners to learn how to reach out to their customers who are shopping online, on mobile devices and social media. They gave insights





on the current e-Commerce trends in the Canadian marketplace and how to get started on the e-Commerce journey.

15 October 2015

Open House



The Indo-Canada Chamber of Commerce (ICCC) held its first Open House and Networking Event on October 15, 2015 as part of its 60-day Membership Augmentation Program. With over 150 participants, the event was one the most successful Open Houses ever organized by the ICCC. Pertinently, a record number of participants that evening became members – over 30 regular members and 10 life members. Jay Sethi of The Host, the sponsors of the 60-day membership augmentation drive, spoke

on the occasion, and said, “Over the last decade, the ICCC has increasingly become active in promoting the interests of small entrepreneurs and professionals, and has taken a lead role in expanding the business horizons for this segment of the Indo-Canadian community.”

28 October 2015

ICCC – BDC program

Pierre Cl  roux, the Chief Economist of Business Development Canada (BDC) expressed optimism at the economic outlook for the near term at a special program on Economic Outlook: Doing Business in today’s economy, organized at the Indo-Canada Chamber of Commerce (ICCC).

Based on the BDC research, Mr. Cl  roux predicted that the strong US economic outlook will work in favour of Canada because the US is Canada’s biggest trading partner, with 75 percent of Canadian trade focused with its southern neighbour.



Mr. Sanjay Makkar, President ICCC in his welcome remarks said that the chamber is hosting economic briefing to update the current trends in the international economic order so the small and medium business can grow accordingly.

04 November 2015



Business with Government

The Small and Medium Enterprise (SME) committee of the Indo-Canada Chamber of Commerce (ICCC) organized a seminar on ‘How to do Business with Government’. The speakers at the seminar were Kevin Fox from the province of Ontario, and Nicolas Falcone from the City of Toronto. In his presentation, Kevin Fox of the province of Ontario provided an understanding of the competitive procurement of goods and services conducted by the Ontario government. Fox gave insights about how suppliers can successful bid for procurement contracts through a brief review of the procurement process.

05 November 2015

Conserve Energy

In the 21st century, energy has come to signify multiple concepts – development, growth, sustainability, and cost efficiencies.





A necessary ingredient in every human endeavor, energy is necessary for development and growth, but as the 20th century showed us, unbridled use of energy can leave a trail of devastation for us and especially for our future generations. So, energy has come to signify conservation, sustainability and cost efficiencies. In an effort to create awareness about the need for energy conservation, the Energy Committee of the Indo-Canada Chamber of Commerce (ICCC) organized a workshop on Energy Conservation – Conventional & Renewable. Surinder Sharma and Nani Pradeepan, both energy sector veterans, and members of ICCC's Energy Committee were the key presenters at the workshop.

12 November 2015

Networking with EDC



Export Development Canada (EDC) is Canada's nodal agency for all aspects of export promotion, and it helps Canadian entrepreneurs at every stage of the export process – right from the initial steps of exploring the global markets to arranging for finances to commence global trade. Over the last decade, as it has expanded its scope of operations, EDC has built a formidable alliance with the Indo-Canada Chamber of Commerce (ICCC) in promoting Canada-India trade, especially

amongst Canadian small and medium businesses.

Led by Ms. Marti Anne Falcone, Regional Manager, Asia, the EDC team also included Mr. Sumeet Malik, Mr. Ross Richard and Mr. Navi Dhami. Answering questions the EDC team emphasized why the agency is important in protecting the overseas investment and also for doing due diligence of the companies with whom the Canadian SMEs would like to start businesses.

18 November 2015

CPA as a Career



The Indo Canada Chamber of Commerce (ICCC) organised an interactive session on CPA as a career option on November 18 at ICCC headquarters in Toronto. Mr. Bryan Jacobs, in the introduction of the CPA program, said, "Becoming a Chartered Professional Accountant (CPA) is your ticket to a world of opportunities in accounting and finance." He added, "CPAs are always in demand thanks to their financial expertise, strategic thinking, business insight and management skills. The program will advance your knowledge, broaden your prospects and increase your earning potential."

A panel discussion followed the remarks by Mr. Makkar and Mr. Jacobs. Ms. Carmen Jacques, Student Recruitment Manager, CPA, Ontario, moderated the discussion.

21 November 2015

Manish Tiwari's visit

Former Indian Minister for Information and Broadcasting Manish Tiwari visited the Indo-Canada Chamber of Commerce (ICCC)'s headquarters to confabulate with the Chamber's leadership about the future direction of the Canada-India bilateral relations. Mr. Sanjay Makkar, President, ICCC, welcomed Mr. Tiwari to the Chamber and briefed him of the new direction the Chamber has taken with a focus on creating opportunities for Indo-Canadians





small businesses.

Mr. Tiwari expressed satisfaction at the good work that the ICCC's new team had undertaken to promote trade through the India trade mission in January 2016. He assured the Chamber's leadership of cooperation during the India mission.

25 November 2015

ASSOCHAM-ICCC program



Education has emerged as one of the biggest contributors to economic growth globally. Rise in literacy is an important indicator of a growing economy. The link between education and economic growth is spurring the demand for quality education, and leading to a spurt in globalization of education both in terms of students going to foreign destination to access better educational facilities and educational institutions becoming transnational service providers.

In the Canada-India landscape, the education sector is comprehensively developed in both the Canadian and the Indian economy. In Canada, the GDP in the Educational Services sector increased from \$51.6b in 2002 to \$63.2b in 2011. The increase in GDP reported between 2002 and 2011 represented a compound

annual rate of 2.3%..

11 December 2015

Mentoring Program



Indo-Canada Chamber of Commerce (ICCC) launched its seventh round of mentoring program in early December at its global headquarters in Toronto. The program's primary objective is to assist newcomers from India settle faster and better in Canada. More than a hundred mentees have successfully participated in ICCC's mentoring initiative over the past five years. A total of 37 mentees registered for the seventh round of the program.

Avin Mehra, the Chair of ICCC's Mentoring Committee, during his presentation emphasized the methodologies used by the Chamber in the mentoring program were aimed at inculcating the right attitude amongst the mentees.

20 January 2016

Canadian economy



As the global economy enters another recessionary phase, the Canadian economy is facing an unprecedented challenge. A combination of factors such as the slowing economic growth





rate, the lower oil prices and the plunging loonie are some of the major issues that the federal government in Ottawa will have to consider while formulating the upcoming budget.

Hon. Ms. Sonia Sidhu, Member of Parliament, Brampton South, invited the members of the board of the ICCC for a pre-budget consultation at her office in Brampton. These consultations aimed to get informed views to attract new investment in the manufacturing sector and encourage private sector growth in the economy.

28 January 2016

Images for success



In an increasingly competitive world, it is important for an entrepreneur to create and cultivate the right image. And while image is no substitute for substance, it nevertheless goes a long way in promoting the entrepreneur's business interests. Over a period of time, the personal and professional image of the entrepreneur blends with the brand, and both generate a buzz around the individual and the product.

Ms. Lisa Toste, an international motivational speaker, said that successfully creating an image that is appropriate for you as well as the profession that you are in is essential for running a successful business and it also helps you in expansion of your entrepreneurial skills.

03 February 2016

Business Networking

Indo-Canada Chamber of Commerce in conjunction with the Turkish Canadian Chamber of Commerce (TCCC), the Toronto Japanese Association of Commerce and Industry (TJACI) and the Philippine Chamber of Commerce - Toronto (PCC-T) organized a business networking program recently.



The program was part of the ICCC's effort to create synergies amongst the small business community operating in the Greater Toronto Area and belonging to different ethnicities.

The Chamber has had a long tradition of developing and nurturing multicultural platforms for entrepreneurs to come together and exploring different global markets without having to leave Canada.

11 February 2016

Honesty is the best policy



Indo Canada Chamber of Commerce organised a seminar on Good faith in commercial relationships on 11 February 2016 at the ICCC headquarter.

Mr. Rahool Agarwal, litigation partner, Norton Rose Fulbright Canada LLP, was the speaker at the event.

He discussed the case of *Bhasin v Hrynew*, the Supreme Court of Canada (SCC) established a general obligation of good faith in the performance of contracts and a duty of "honest performance", which applies to all contracts and requires parties to act honestly with one another in relation to the performance of their





contractual obligations.

17 February 2016

Mining Opportunities



Indo Canada Chamber of Commerce organized a seminar on Mining Opportunities between Ontario and India, on Wednesday 17 February 2016 at the ICCC headquarters.

Mr. Devin Cranston, Trade and Investment Marketing – Ontario Ministry of Northern Development and Mines, was the guest speaker at the seminar. Devin Cranston has been with the Ministry of Northern Development and Mines for 15 years. Prior to that, he worked in surface and underground mineral exploration and in mine production and development. In his current role within the Trade, Investment and Marketing Unit, Mr. Cranston focuses on promoting mineral sector investment opportunities to both domestic and international investors.

25 February 2016

Appetizers & wines



Wine and a combination of assorted cheese and crackers are the de ri-gueur hors d'oeuvre at most formal and informal

meetings in North America; other accompaniments often include carrots, celery. It is inconceivable to pair wine with Indian appetizers.

Ramesh Srinivasan, a wine educator who serves as a member of the Liquor Control Board of Ontario (LCBO), is a key wine enthusiast devoted to understanding the intricate nuances of wines, and has an equally keen interest in experimenting pairing Indian appetizers with different forms of wine. He holds the advanced certificate in Wine and Spirits, and has passed the certified specialist of wine program. He is teaching a program on food and wine pairing at Humber Institute of Technology and Advance Learning.

29 February 2016

Rona Ambrose program



Hon. Rona Ambrose, the interim leader of the Conservative Party of Canada and the Official Opposition in the House of Commons, visited the Indo Canada Chamber of Commerce's (ICCC) headquarters in Toronto for a roundtable to discuss the issues faced by the Small and Medium Entrepreneurs before the federal budget. Mr. Sanjay Makkar welcomed Hon. Ambrose on behalf of the Chamber and briefed her about the different set of Chamber's initiatives to promote Canada India bilateral trade.

In the interaction, participants discussed topics like energy, mining, infrastructure, tax structure, deficit budgeting and its impact on the Canadians and real estate

07 March 2016

PDAC convention

Indo-Canada Chamber of Commerce (ICCC) organized a business reception for the Indian mining delegation visiting the annual Prospectors and Developers Association Convention (PDAC) in Toronto on 7th March, 2016. PDAC International Convention, Trade Show & Investors Exchange is the world's leading





convention for people, companies and organizations in, or connected with, mineral exploration.

This is the biggest convention in Canada where, 1100 exhibitors and 25,000 attendees come from over 100 countries participate. Nikunja B. Dhal, Joint Secretary, Ministry of Mines, Government of India, led the Indian delegation comprising over 26 representatives from the government and the private sector, including Managing Director of Nalco and VALCO India.

08 March 2016

Empowering Women



Women empowerment has many dimensions and many aspects. It is connected to a career, wealth, success personally and professionally. On their journey to fulfillment and empowerment, women face discrimination and gender bias, orthodoxy in personal spheres, conservative moors and the necessity to adjust in an ever-changing as well as an ever-shrinking space.

The panelists were: Ms. Lata Pada, Founder & Artistic Director of Sampradaya Dance Creations; Ms. Chinyere Eni-McLean, Financial Planner RBC Royal Bank; Ms. Vicki Saunders, Founder

of SheEO; and Ms. Neena Kanwar, Co-founder of KMH Cardiology and Diagnostic Centres.

16 March 2016

Invest in India



Indo Canada Chamber of Commerce (ICCC) organised an informative session on investing in India – one of the strongest economies in the Emerging Markets.

Mr. Richard Minuk, CFA, Senior Manager Business Development, Excel Funds was the main speaker at the session called 'The New India – Strategies for Income and Growth' held at ICCC's headquarters on 16 March 2016. Mr. Minuk said that the Indian economy is growing between 7–8% from the last couple of years, and expected to grow at 7.8% in 2016. India has the largest young population and by 2030 the middle class growth will be close to 475 million from the 100 million at present.

07 April 2016

ICCC- I-Canada Alliance



Indo-Canada Chamber of Commerce (ICCC) will be collaborating with I-Canada Alliance to organize the World Future Cities Summit





to be held in Toronto's world renowned MaRS District on June 9 and 10, 2016.

The agreement to collaborate was inked between ICCC President Sanjay Makkar and I-Canada Alliance's Chair Bill Hutchinson at the ICCC. I-Canada Alliance is a national movement dedicated to the creation of Smart Cities across Canada, where everyone enjoys the benefits of higher income, better healthcare, and a rising quality of life.

07 April 2016

Tax & Estate Planning



Indo Canada Chamber of Commerce (ICCC) organized a seminar in collaboration with CPA Ontario on Tax and estate planning strategies for individuals and small entrepreneurs. The seminar provided an overview of common issues and concerns that individuals and small business entrepreneurs face as they develop their estate and succession planning goals.

Mr. Bryan Jacob, Student Recruiter, CPA Ontario, gave an introduction of CPA's new program Advanced Certificate in Accounting and Finance (ACAF). The program will provide the job-ready skills that employers across the country value within the accounting and finance functions of their businesses.

26 April 2016

Support to CG

Sanjay Makkar, President of the Indo-Canada Chamber of Commerce (ICCC), has pledged to work with the Consul General of India Dinesh Bhatia to create a forum for international students who come to Canada from India.

Reciprocating to ICCC President's overture about working jointly for Indian students in Canada, the new Consul General said that



among the three priorities are the diaspora community, trade and Indian students in Canada.

Mr. Bhatia said he had come after a diplomatic stint in Africa, and what he found in common between Africa (which has 53 countries) and Canada is that both of them are looking at India because of India's growth story.

10 May 2016

CG visits ICCC



Dinesh Bhatia, the new Consul General of India to Toronto visited the headquarters of the Indo-Canada Chamber of Commerce (ICCC) in Toronto on May 10, 2016. He interacted with the members of the board of directors of the Chamber and discussed the current scenario of Canada-India relations with special focus on business and commercial relations. He expressed confidence that the relations between the two countries were getting better because of the commitment on both sides, especially on enhancing trade.

ICCC President Mr. Makkar assured all the support and help required by the Consulate for the promotion of Canada India bilateral ties.





19 May 2016

Navigating through clouds



Benjamin Tal, Deputy Chief Economist at CIBC World Markets held an audience of over 350 enthralled and riveted for over 90 minutes discussing the future of the world economy and its impact on investment decisions.

Tal's presentation – Navigating through the clouds – was jointly organized by the Indo-Canada Chamber of Commerce (ICCC) and the CIBC at the Mississauga Convention Centre Thursday May 19. The program got an unprecedented and overwhelming response. Tal is responsible for analyzing economic developments and their implications for North American fixed income, equity, foreign exchange and commodities markets. He also acts in an advisory capacity to bank officers on issues related to wealth management, household/corporate credit and risk.

26 May 2016

Ontario's Agri-Food Sector



Indo Canada Chamber of Commerce (ICCC) organized a seminar on Ontario's Agri Food Sector overview and emerging export markets.

The agri-food sector is a major player in Ontario's economy. It currently generates \$34 billion a year in gross domestic product (GDP) and sustains 740,000 jobs – about one in every nine jobs across the province.

Expanding the export growth of the province's agri-food businesses is part of the government's plan to build Ontario up and deliver on its number-one priority to grow the economy and create jobs.





THE CHAMBER'S SECRETARIAT



Pawan Chankotra



Kant Bhargava



Renu Chauhan

The Chamber's secretariat looks after the needs of the 1,500+ members of the Chamber. It is responsible for membership, accounting and general administrative tasks. Providing support to translate the Directors' vision into reality is a big task for the Chamber's secretariat. This involves providing back up – right from the planning of events leading up to the execution, keeping members informed and collecting payments towards membership.

The Chamber's staff performs the following tasks:

- ▶ Informing members of all the activities that the Chamber organizes through various forms of communications such as the e-blast and the e-bulletin.
- ▶ Administrative backup to various initiatives undertaken by the directors and committees
- ▶ Coordinating the production of the annual magazine, India mission booklet, India mission report and membership directory
- ▶ Logistical support for the Chamber's events

The Chamber's staff comprises Dr. Pawan Chankotra who is the Office Administrator and Ms. Renu Chauhan is the Administrative Assistant.

Mr. Kant Bhargava, Ambassador (Retired) and Former Secretary-General of SAARC, who also continued for another term as a Senior Advisor to the Chamber.





ENGAGING PARTNERS, IMPLEMENTING STRATEGIES: ICCC'S PARTNERS

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, and when / where it makes sense given our respective mandates, to lobby government to effect change on issues related to economic development of minority businesses and communities in Canada.



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 organisation 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. The organizations will encourage and promote bilateral trade on the basis of equality and mutual benefit, and shall determine, by mutual agreement, the areas and subjects of such cooperation.



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 (MVIRDC), 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. The organizations will encourage and promote bilateral trade on the basis of equality and mutual benefit, and shall determine, by mutual agreement, the areas and subjects of such cooperation.



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.



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.



Federation of Rajasthan Trade and Industry (FORTI)

Federation of Rajasthan Trade and Industry (FORTI) is a proactive and dynamic apex chamber of Rajasthan. It is working at grass root level with strong national and international linkage since 1965. The Chamber act for upgrading, developing and attracting new investment in state, through its research based policy. Organize seminars, workshops and exhibitions at regular intervals. FORTI is the voice of Rajasthan business, trade, industry, public and also the government.

The purpose of the MoU is to facilitate one-to-one interaction between representatives of business and Government in India, and in the regions where FORTI and/or ICCI have presence.



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.



Pandit Deendayal Petroleum University (PDPU)

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 has been signed to undertake joint research initiatives having impact on India-Canada relations and exploring the avenues for strengthening the furthering excellence in education.



Rajasthan Chamber of Commerce & Industry (RCCI)

Established in 1949, Rajasthan Chamber of Commerce & Industry (RCCI) is the Apex Organisation of Industry and Trade in Rajasthan. Its objective is to promote trade, commerce, industry and mining in the state of Rajasthan in particular, and the country in general.

The purpose of the MoU is to facilitate the dialogue between the different industrial houses in the state of Rajasthan by organising joint roundtables, seminars, conferences and B2B meetings.



Middlesex Asian Business Association (MABA) UK

The Middlesex Asian Business Association (MABA) is to provide a voice for business on regional, national and international level. Their mission is to consistently support business community by responding quickly to issues of concern and representing them effectively at all times.

The MoU was signed to encourage and promote co-operation between the two Associations in the field of finance, healthcare, education, investments, infrastructure, technology transfers, joint ventures and collaborations on the basis of equality and mutual benefit and shall determine, by mutual agreement, the areas and subjects of such cooperation.



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participate and proudly present the state you belong to

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Yonge Dundas Square
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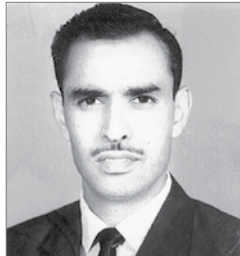




ICCC PAST PRESIDENTS



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
Unavailable

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



1998-2000
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



2012-2014
Naval Bajaj



2014-2015
Dharma P. Jain



2015-2016
Sanjay Makkar





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

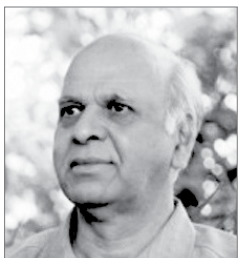


2011
H. Rayadu Koka





2012
Pawan Singal



2013
Jagannath Wani



2014
Aditya Jha



2015
Venkatesh Mannar



2016
Dr. Virendra Jha





HUMANITARIAN AWARD



1992
Kappu Desai



1993
Nurajehan 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



2014
Kishor Modha



2015
Jag Parmar





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



2014
Sarab Hans



2015
Nisha Amin



2016
Geeta Sankappanavar





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



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



2014
Sanjeev Sethi



2015
Prashant Pathak



2016
Karnail Singh Sidhu





FEMALE PROFESSIONAL AWARD



2000
Shobha Khetrapal



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



2014
Shanthi Johnson



2015
Neeru Gupta



2016
Ritu Bhasin





MALE PROFESSIONAL AWARD



1992
Satinder Lal



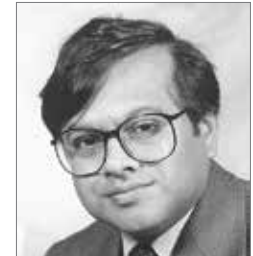
1993
Haroon Sidiqqi



1994
Sabi Marwah



1995
Kunjar Sharma



1996
Salim Yusuf



1997
Trichy Sankaran



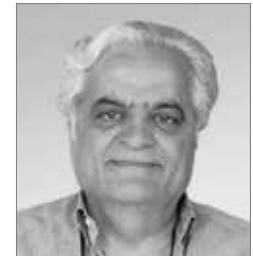
1998
Clarence
J. Chandrani



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



2014
Deep Saini



2015
Manjul Bhargava



2016
Dr. Samir Sinha





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



2014
Aaron Joshua Pinto



2014
Nikhil Seetharam



2015
Hargurdeep Singh



2015
Avish Sood



2016
Aditya Mohan





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



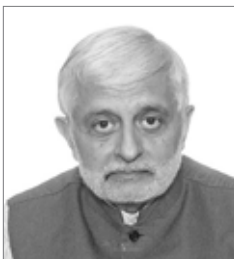
2012
Suneet Singh Tuli



2013
Nilesh Bansal



2014
Alok Goel



2015
Rajiv Manucha





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



2014
Sanjay Tugnait



2015
Asim Ghosh



2016
Pavi Binning





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 Brahmbhatt



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)
Ghuman



2010
Satish Thakkar



2010
Harjit Kalsi





2011
Ruby Sohi



2011
Davy Sohi



2012
Kasi Rao



2013
Women Entrepreneurs & Professionals
(WEP) Committee



2014
Kant Bhargava



2014
Indira Singh



2015
Avinash Mehra



2016
Nareshkumar Chavda





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

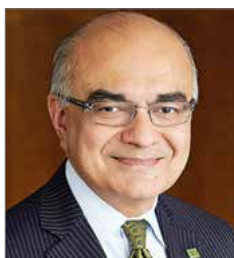




2014
Jason Kenney



2015
Mayor Frank
Scarpitti



2016
Bharat Masrani





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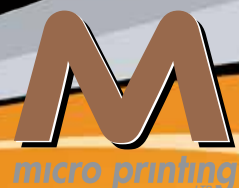
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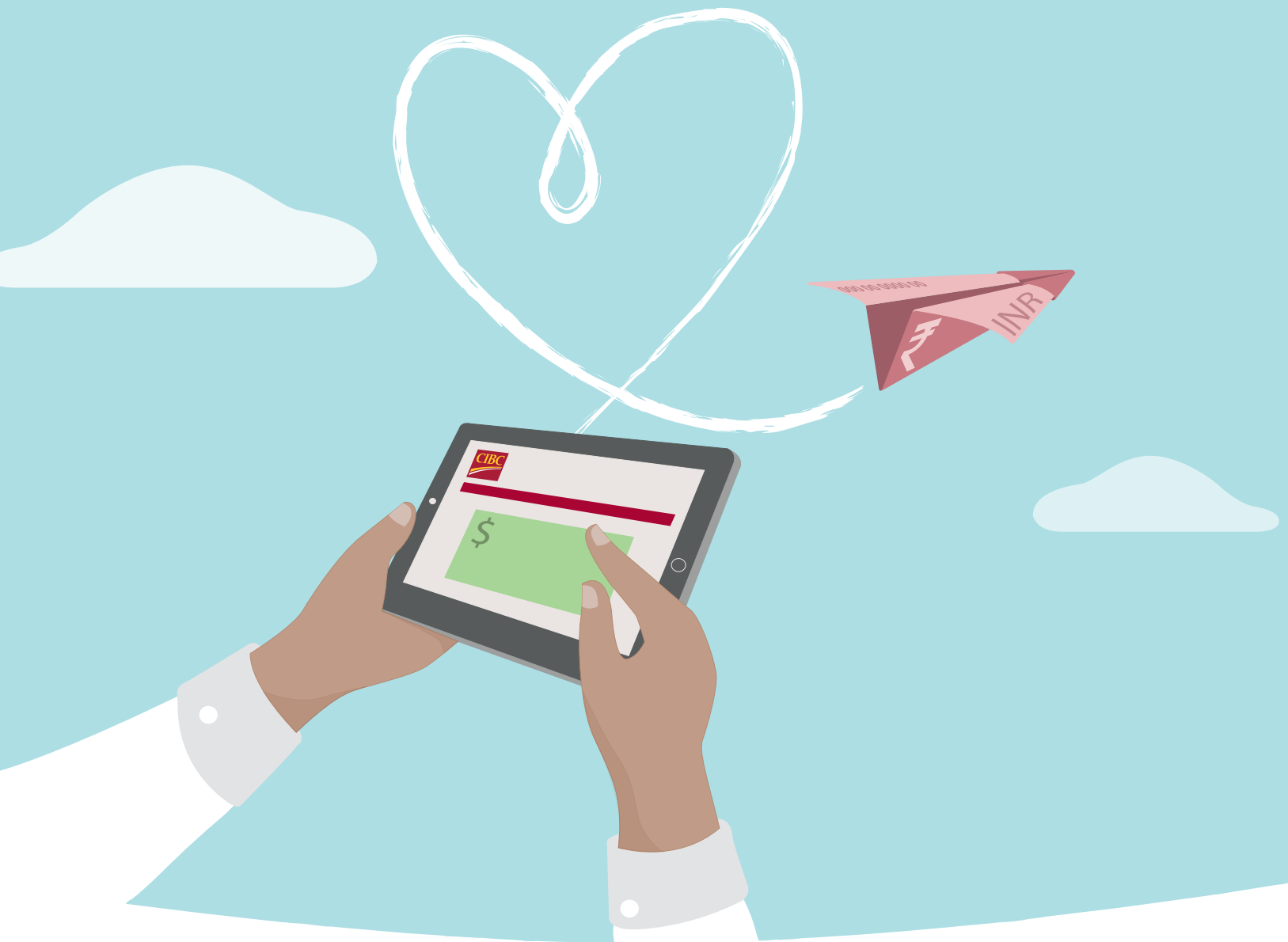
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