

## INDIA MISSION 2013

January 3-17, 2013

## Report





Mumbai, Bengaluru, Kochi, Ahmedabad, Gandhinagar, New Delhi, Amritsar, Jalandhar

### **India Mission 2013**

Mumbai

January 3 to 6

Bengaluru

January 6 & 7

Kochi

January 7 to 10

Ahmedabad-Gandhinagar

January 10 to 13

Delhi

January 13 to 15

**Amritsar** 

January 15 & 16

Jalandhar

January 17



### Indo-Canada Chamber of Commerce

### **India Mission 2013**

Mumbai, Bengaluru, Kochi, Ahmedabad-Gandhinagar, Delhi, Amritsar, Jalandhar

January 3-17, 2013

Report

### President's Message

Canada-India relations have never been as good as are at the present moment. The reason for the continuous enhancement in relations is the collaboration between the two countries in several spheres simultaneously.

A small but significant example of the different levels at which the two countries are cooperating is the scheduled launch of a Canadian satellite NEOSSat (the Near-Earth Object Surveillance Satellite) through India's Polar Satellite Launch Vehicle (PSLV) C-20. NEOSSat is the world's first space telescope dedicated to detecting and tracking asteroids and satellites.



Both the governments realise the gains of collaboration and have been formulating mutually beneficial policies and signing agreements in different spheres over the last five years.

However, what the governments know, recognize and utilize the businesses don't because they are not aware of the tremendous opportunities that exist in both countries. That is the strongest challenge that Canada and India face on their joint path to take their bilateral ties on to a different level.

Simply put – there is an acute lack of Brand Canada in India and vice versa.

As one of the oldest players in the Canada-India corridor, Indo-Canada Chamber of Commerce (ICCC) has always taken a new and uncharted path to foster bilateral relations. We believe in doing different things and we believe in doing things differently. That has been our culture for the last 35 years.

When we planned for India Mission 2013, our focus was to create opportunities for Canadian small entrepreneurs to do business with India. We helped in creating awareness about Brand India amongst the hundred companies who participated in our mission. Concomitantly, the presence of Canadian in India and their interaction with Indian small businesses directly helped in enhancing awareness of Brand Canada in India. The Cities of Brampton and Markham accompanied us on the mission, and their presence too helped in this process.

The Mission successfully linked Canadian companies with Indian economic organizations with significant representation and reach within India's small and medium sector. I believe that the networks we helped establish will be critical for the growth of Canadian SMEs in the Indian market.

The single-biggest contributory factor in building Brand Canada in India was our participation in the Vibrant Gujarat 2013 business summit. Canada was a partner country at this global summit and ICCC was a partner organization. I am sure, the traction that both achieved at the summit will go a long way in building the right image of Canada amongst key decision makers.

Ten years ago when the Chamber started taking a delegation to India every January to participate in the Pravasi Bharatiya Divas—the global convention of the Indian Diaspora—little did we know that it would transform into a multi-sector, multi-city trade mission. That transformation has been heartening, and as the leader of India Mission 2013 I feel humble that the 2013 edition of our India Mission was the largest-ever that the Chamber organized; it also visited a record number of eight Indian cities.

The India Mission 2013 report is with you. I hope it makes for an informative reading and will inspire you to come onboard next year for India Mission 2014.

Thank you.

Naval Bajaj President





Ministre de la Citoyenneté et de l'Immigration

Ottawa, Canada K1A 1L1

#### Greetings from the Minister of Citizenship, Immigration and Multiculturalism

On behalf of Prime Minister Stephen Harper, I offer my sincerest thanks to all those who helped make the India Mission 2013 a successful and productive venture.

Canada's international relations are integral to its success, from both an economic and social standpoint, and this trade mission provided an excellent opportunity to strengthen the ties between Canada and India, a nation from which so many hardworking new Canadians have come.

The economic and cultural contributions of newly immigrated Indian-Canadians have greatly enriched our pluralistic society. As Prime Minister Harper has noted: "Canada's reputation as a free and pluralistic nation has been instrumental in helping us attract thousands of talented and hard-working immigrants each year. Our Government will continue working with Canadians from coast to coast to ensure our country lives up to this reputation."

As Minister of Citizenship, Immigration and Multiculturalism, I am very proud to have taken part in this trade mission and I thank the Indo-Canada Chamber of Commerce for spearheading such an important initiative.

Sincerely,

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









Ministre des Ressources naturelles

Ottawa, Canada K1A 0E4

JAN - 8 2013

Mr. Naval Bajaj President Indo-Canada Chamber of Commerce 45 Sheppard Avenue East, Suite 940 Toronto, Ontario M2N 5W9



Dear Mr. Bajaj:

Canada is immensely proud of its relationship with India—proud to call itself friend to a nation that is becoming one of the world's great economic powers.

The warmth of this relationship is bolstered commercially by a strong complementarity of interests. Canada has a strategic need to diversify markets for its energy, mineral and forest products, and India needs to diversify its sources of supply for these natural resources.

In October of 2012, I made my first official visit to India as Canada's Minister of Natural Resources to promote international trade and investment, a key area of focus for our Government. Throughout my time in India, whether I was meeting with government ministers, representatives of India's resources industries or academics, a common theme was the strong connection with Indo-Canadians here in Canada. Much more than simply making its mark on Canadian society, the Indo-Canadian community has cemented the foundation of Canada's friendship with India. The real advantage for Canada, and for India, lies in these personal networks. Economic relationships truly flourish when they are supported by strong personal relationships.

India's growth and development continue to be among the fastest in the world. In little more than a decade, India is expected to have the fourth-largest economy in the world, and Canada is well positioned to support India's growing need for energy and other resources. Already, we are seeing evidence of this emerging relationship. For example, Canadian exports to India were up by more than 20 percent last year to a record \$2.6 billion.





-2-

Our Government is strongly committed to growing Canada's economic partnership with India. Accordingly, I want to congratulate the Indo-Canada Chamber of Commerce for leading a delegation of small and medium businesses to India as part of the India Mission 2013. This initiative will help to further establish bilateral trade relationships and expand our growing economic partnership.

Canada and India are truly in a unique position to expand existing economic ties and to create new ones—contributing to jobs, growth and prosperity for both nations—and I look forward to returning soon to India to further build upon this strong relationship.

Yours sincerely,

The Honourable Joe Oliver, P.C., M.P.







भारत का उच्चायुक्त, ओटवा HIGH COMMISSIONER FOR INDIA OTTAWA

December 18, 2012

#### MESSAGE

It gives me immense pleasure to know that Indo-Canada Chamber of Commerce (ICCC) is leading a delegation of small and medium businesses to India as part of India Mission 2013. It is also heartening to note that the Mayors, Councillors and economic development departments of Brampton and Markham are also joining this Mission. The ICCC and the City of Markham had led a successful business delegation to India in 2012.

The 2013 ICCC led Mission is being undertaken at an opportune time. During the visit of the Canadian Prime Minister, Mr. Stephen Harper to India in November 2012, the Prime Ministers reiterated their commitment to substantially increase the bilateral trade between our two countries. Commitment to conclude Comprehensive Economic Partnership Agreement (CEPA) by 2013 was also reiterated during the visit. These commitments serve as both a challenge and an opportunity to explore newer avenues to expand bilateral trade in both goods and services.

> Admiral (Retd) Nirmal Verma High Commissioner

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Parliamentary Secretary to the Minister of Foreign Affairs



Secrétaire parlementaire du Ministre des Affaires étrangères

HOUSE OF COMMONS CHAMBRE DES COMMUNES

February 20th 2013

#### DEEPAK OBHRAI, M.P. CALGARY EAST



I am pleased that the ICCC is publishing a post-report of its Trade Mission to India in January 2013.

Diaspora networks such as the Indo-Canada Chamber of Commerce are critical to achieving our goal of taking the Canada-India trade relationship to new heights. Our government values the role played by the ICCC in unlocking the full potential of Canada-India trade.

We are fortunate to be able to draw upon the capacities of more than one million Canadians of Indian descent. The ICCC and its President Naval Bajaj have done a remarkable job of tapping into this illustrious pool of talent to achieve trade objectives that will benefit Canada and India alike.

The outreach, the media exposure and the links established, particularly with small and medium enterprises, through the ICCC's 2013 Mission will go a long way towards boosting bilateral trade and creating jobs and prosperity.

As you know, I joined Prime Minister Harper in November for a week-long mission to India; this was the Prime Minister's longest official visit to any single country since assuming office in 2006. It was also the Prime Minister's second visit to India, the first of which I was a part of as well. These high-level visits have given further impetus to our economic relationship, particularly in key sectors, such as food security, education, energy security and infrastructure.

I recall that back in November 2005, I first called for Canada to establish a trade and economic partnership with India. Exactly five years later in November 2010, negotiations opened for a free trade agreement between the two countries. On that very day, Prime Minster Harper in his speech at the 10<sup>th</sup> National Diwali Celebration, said how this was, and I quote: "a day that we have been patiently working towards ever since 2005, when the idea was first raised in the House of Commons by Deepak Obhrai."

I am honoured to be part of the legacy of the Canada-India trade relationship and I hope the process will bring economic prosperity to both countries. I also wish the ICCC much success in its future endeavours.

Deepak Obhrai, M.P.

Parliamentary Secretary to the Minister of Foreign Affairs

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7

### **Executive Summary**

#### **Calibrated approach**

Indo-Canada Chamber of Commerce (ICCC) is the oldest Indo-Canadian business organization with deep reach within the Indian Diaspora. As the only recognized representative of Indo-Canadians, it has tried to harness the community's contribution effectively by getting them on a single platform of business and knowledge networks to give them a global reach. Over the last few years, ICCC has calibrated its approach to achieve its twin mandates of fostering bilateral economic relations between Canada and India, and creating business and professional opportunities for the Indian Diaspora in Canada. As a part of this new approach, ICCC has started to promote the interests of small businesses and help them benefit through globalization. Pertinently, the Indian Diaspora in Canada – which is the largest among all G-8 countries on a per capita basis – is predominantly entrepreneurial.

#### Significance of small businesses

Small businesses contribute significantly to the bilateral relations between the two countries, and it is because of these small businesses that the future economic relations are likely to grow faster and become self-sustaining. In Canada, SMEs contribute 45 per cent of GDP, 75 per cent of net employment growth, and 60 percent of all jobs in numerous sectors, including services, agriculture, food processing, human resources and information technology. In India also, SMEs are crucially important to the Indian economy, accounting for 20 per cent of India's GDP, 65 million jobs and 45 percent of manufacturing and exports.

As a corollary to promoting small businesses, ICCC has also established relationships with suburban cities in Canada. This is because small businesses generally tend to mushroom and grow in the suburban cities. In 2012, ICCC worked with Markham to lead a multi-sector, multi-city business delegation to India. India Mission 2012 paved the way for more intense collaboration with the suburban cities. Brampton joined ICCC's India Mission 2013, even as Markham continued its collaboration.

#### **Historic Mission**

India Mission 2013 was historic for many reasons

Largest-ever trade mission to India in ICCC's 35 year history: Over a 100 small businesses joined the mission Two cities – Brampton and Markham joined the mission: Her Worship Susan Fennell, Mayor of Brampton and His Worship Frank Scarpitti, Mayor of Markham, along with councilors from these cities and officials from their respective economic development department were part of the Mission

Highest number of cities on itinerary: India Mission 2013 visited Mumbai, Bengaluru, Kochi, Ahmedabad-Gandhinagar, Delhi, Amritsar and Jalandhar. The highlights of the itinerary were the Pravasi Bharatiya Divas in Kochi – the annual global convention of and for the Indian Diaspora, and the Vibrant Gujarat 2013 business summit in Gandhinagar – the biannual global business and commerce convention.

Government support: In another first, the Canadian government pulled all stops to support ICCC's India Mission 2013. Hon. Jason Kenney, Canada's Minister for Citizenship, Immigration and Multiculturalism, participated in



PBD-India and Vibrant Gujarat 2013 Summit. Hon. Dr. Asha Seth, Senator, Hon. Joe Daniel, Member of Parliament, Hon. Patrick Brown, Member of Parliament and Chair, Canada-India Parliamentary Association, and Hon. Devinder Shory, Member of Parliament, also supported the Mission.

#### Mission's objectives

The main objective of the mission was to create opportunities for the delegates to expand their business and develop competencies to turn into global entities. This was to be achieved through B2B meetings, workshops, interactive sessions, confabulations with decision makers, corporate leaders, entrepreneurs, government officials and representatives of chambers of commerce, and industry associations.

ICCC created networking opportunities for Canadian and Indian small businesses offering substantive insights into and showcasing the opportunities available in the Indian market. The mission successfully connected Canadian small businesses to Indian economic organizations with significant representation in the SME sector and highlighted a growing interest in Canada amongst these groups.

The Mission provided to the delegates crucial forums for engaging with Indian policymakers, business community, media and globally-minded advocacy groups. These meetings – spread over eight cities in different part of India – highlighted important regional opportunities in various sectors, such energy, mining, aerospace, food security, infrastructure development, education, etc.

ICCC has played a leading role at PBD Kochi in championing views of the Indian Diaspora from Canada. ICCC offered to hold an International Convention in Toronto, Canada on the theme of 'Engaging Young Overseas Indian' with the support of India's Ministry of Overseas Indian Affairs, and other likeminded organizations.

Similarly, ICCC's participation at the Vibrant Gujarat 2013 summit in Gandhinagar – where ICCC was one of the partner organizations, and its delegation was the largest – reflected its prime objective to promote the business relations with India at the grassroots level. Not surprisingly, ICCC delegation was the largest among all the participating countries.

#### Conclusion

The Mission offered fruitful opportunities for delegates to learn and compare the opportunities available in various regions in India.



# INDIA MISSION 2013 January 3-17, 2013 Report Bengaluru, Kochi, Ahmedabad, Gandhinagar, Amedabad, Mumbai, Bengaluru, Kochi, Ahmedabad, Bengaluru, Bengal

Meeting with government officials

• Business receptions

### Mumbai (January 3 to 6)

In Mumbai the delegates had eight interactive sessions that included:

- Meetings with the diplomatic corps
- Briefing sessions
- Seminars on small businesses
- B2B meetings with leading private banking institutions, chambers of commerce, industry association
- Visits to movie studio and movie industry institutions

#### Canadian Consulate, Mumbai



ICCC Delegates at Canadian Consulate - Mumbai



Naval Bajaj presenting a memento to Dr. Subhada Rao of Yes Bank, Mike Mehta of ICCC & Susan Fennell Mayor of Brampton are also in the photograph

Dr. Subadha Rao, Chief Economist, Yes Bank, was the keynote speaker at the first event – a country briefing session, organized by the Consulate General of Canada in India. Dr. Rao emphasised the need of promoting Indian trade in the international market to strengthen its fiscal and monetary policies.

Nicolas LePage, Senior Trade Commissioner, Consulate General of Canada in Mumbai, followed Dr. Rao. He said that the Canadian trade offices in India are underutilized and they can provide all the input to start business in India. Canada has the second largest chain of trade offices in India (after the United States) to promote bilateral business and investment.

### v Delhi, Amritsar, Mumbai, Bencologia Bengaluru, Kochi, Ahmedabad,

#### All India Association of Industries (AIAI) & World Trade Centre - Mumbai

A business reception for the Mission delegates was organized by ICCC's partner All India Association of Industries (AIAI) at the World Trade Centre – Mumbai. Naval Bajaj emphasized that the role of organizations such as ICCC, the AIAI and WTC-Mumbai perform helps in building more integrated socio-economic, cultural and political relations between Canada and India and directly benefit the business people.

In her remarks, the Mayor of Brampton Susan Fennel said she was impressed by the Indian growth story in the last two decades and wanted to promote Brampton's trade relations with India. Brampton is the ninth largest city in Canada and has a tremendous scope for building economic relations with India. The city has an average growth rate of 4.2 per cent and got AAA credit rating designated by Standard & Poor's. The Mayor of Markham Frank Scar-









Photographs from the AIAI - WTC, Mumbai Business reception

pitti said that he had a successful visit to India in 2012 with India Mission 2012 and during this visit he wanted to strengthen the already established ties Markham had with Indian entrepreneurs and leaders. He said Markham had many advantages to offer to Indian entities especially in the IT sector.

#### Maharashtra's Health Minister Hon. Harish Shetty

A special delegation comprising the two mayors and the ICCC President then met Hon. Harish Shetty, Maharashtra's Health Minister. At the meeting Naval Bajaj explained to the Minister the twin mandates of the ICCC – of promoting bilateral trade and creating opportunities for the Indian Diaspora. Minister Shetty said that Maharashtra has developed close relations with Quebec in the health sector and has been collaborating in R&D in the health sector.





Maharashtra's Health Minister Harish Shetty meeting Susan Fennell, Frank Scarpitti & Naval Bajaj

He was keen to expand this collaboration with other provinces in Canada and wanted to study the working of health system in Canada with a view to utilizing the Canadian healthcare experience in developing similar infrastructure in Maharashtra. At the meeting, Susan Fennell, Mayor of Brampton, offered joint R&D projects in the health sector.

#### **YES Bank**

Senior officials of Yes Bank interacted with the Mission delegates at a special meeting that the bank had organized. Naval Bajaj recalled ICCC's growing relationship with Yes Bank. He observed, "Just last month our Chamber col-



India Mission 2013 delegates with Yes Bank team

laborated with Yes Bank when Tushar Panday, Ashish Chandak and Kangan Mehta participated in ICCC's Canada-India Mining Forum. The Yes Bank team will again be in Canada in March to attend the annual PDAC convention. We look forward to a long working relationship with Yes Bank in the future on mutually beneficial areas in addition to mining."

YES bank is India's fourth largest private sector bank and is aimed to establish a high quality, customer centric, service driven, private Indian bank catering to the 'Future Businesses of India'.

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#### **Business Leaders' Summit**

Naval Bajaj delivered a keynote address on the creation of a Global Entrepreneur Network, while participating in the Indian Leaders' Summit organized by the SME Chamber of India. In his address he said the need is to create a network of entrepreneurs of Indian origin (both within and outside India) as such a network would help create a better entrepreneurial environment in India.



Maharashtra's Industry Minister Narayan Rane with Naval Bajaj, Susan Fennell & Frank Scarpitti

Hon. Narayan Rane, Maharashtra's Minister for Industries unveiled his government's new industrial policy at the event which focuses on strengthening small and medium businesses and aims at an investment of US\$ 92billion (approximately) and employment generation for two million people. The policy will help make Maharashtra the premier destination for industrial investment.

Hon. Mahdev Naik, Goa's Minister of Industries also participated in the seminar and emphasised on promoting the tourism industry in Goa. He invited ICCC to bring a delegation to Goa during India Mission 2014. He expressed a keen desire to collaborate with Canada on the promotion of tourism in both countries.

Speaking on the occasion Chandrakant Salunkhe, President, Small and Medium Business Development Chamber of India (SME Chamber of India) said creating SME awareness was necessary in India as small businesses contribute to the Indian economy in a substantial way. He proposed the formation of a Canada-India SME Council that would work to create a common space to promote each other's small sector as the sector represents a growing market and is strong



Launching of India-Canada SME Council on 05-01-13 - in the photograph are Mayor of Brampton Susan Fennell and Mayor of Markham Frank Scarpitti & Maharashtra's Industries Minister Narayan Rane



# INDIA MISSION 2013 January 3-17, 2013 Report Bengaluru, Kochi, Ahmedabad, Mumbai, Bengaluru, Beng

in Canada and India.

Both ICCC and the City of Brampton signed a MoU with the SME Chamber of India for future collaborations to promote trade and businesses between the two countries.

#### **Reliance Media Works**

The delegates then visited three film industry sites – a studio, a film school and a visual entertainment service centre. At Reliance Media Works Studio, the delegates received a briefing and a theatre presentation of the studio's major projects. Brampton's Mayor Susan Fennell discussed the possibilities of collaboration between the Indian film industry and the Brampton and offered Brampton as a location for movie shootings.



Reliance Media Works official explaining the studio's operations to India Mission 2013 delegates

#### **Whistling Woods & Prime Focus**

At Whistling Woods International Institute for Films, Media, Animation and Media Arts, the delegates had an informal discussion with Chaitanya Chinchlikar, Business Head of the institute. At Prime Focus, a visual entertainment centre that has operations in Vancouver and plans to start operations in Ontario, the delegates received a brief 3D presentation followed by interaction and visits to the sound and picture studios. Prime Focus has several foreign projects.

Mayor of Brampton Susan Fennell promoted Brampton as entertainment highlighting Brampton's sizeable South Asian community. She sought collaborations on digital media and post-production work. Collaboration and cooperation in education in film industry and animation was also discussed and Mayor Fennell invited Whistling Woods to start a school in the city.





India Mission 2013 delegates at Prime Focus... / ... Whistling Woods

### New Delhi, Amritsar, Mun pad, Mumbai, Bengaluru, Ihi, Amritsar, Mumbai, Bengaluru, Kochi, Ahmedabad,

• Meeting with government officials

• Business receptions

### Bengaluru (January 6 & 7)

In Bengaluru the delegates had five interactive sessions that included:

- Meetings with the diplomatic corps
- Briefing sessions
- Seminars on small businesses
- B2B meetings with leading chambers of commerce, industry association
- Visit to one of India's emerging global IT giants iGATE.

#### Vishveshwarya International Trade Centre (VITC)

The delegates had an interactive session at Vishveshwarya International Trade Centre (VITC), the nodal agency for Karnataka's international trade. Shivaswamy, Managing Director, Maheswara Rao, IAS and Swaroopa TK, Joint



ICCC-VITC roundtable on Karnataka-Canada economic opportunities



VITC's Shivaswamy and ICCC's Naval Bajaj signing a MoU

Director, along with other officials of VITC participated in the meeting. ICCC and VITC signed a Memorandum of Understanding (MOU) for future collaborations.

Speaking on the occasion, Naval Bajaj emphasized that ICCC is keen to forge linkages with India's states and their international trade bodies as each state has different strengths and the ability to offer something unique to Canada. He pointed out that Canada and Karnataka can collaborate on common sectors such as aerospace, IT, education, mining and energy.

Shivaswamy emphasised the commonalities between Karnataka and Canada in several industry and services sectors such as mining and information technology. Synergies between Canada and Karnataka in automobile and aerospace sector can lead to developments of ancillaries in the small sector. He said VITC can help for Canadian SMEs to get

the right linkages in these sectors.

Naval Bajaj thanked Ajay Subramanium, Ontario's representative in India, for arranging for the Mumbai and Bangalore meetings.

#### Federation of Karnataka Chamber of Commerce and Industry (FKCCI)

A business reception was organized by the Federation of Karnataka Chamber of Commerce and Industry (FKCCI). Among the highlights of the reception was the presence of senior Karnataka leaders and industry leaders. While referring to ICCC's relations with FKCCI, Naval Bajaj said, "Our organizational relations may be new but we share a common vision of fostering trade and commerce." He noted that the role that organizations such as ICCC and



ICCC's Naval Bajaj signing a Memorandum of Understanding with FKCCI's Siva Shanmugam



ICCC India Mission 2013 delegates with members of the Federation of Karnataka Chambers of Commerce and Industry (FKCCI) at the dinner reception in Bengaluru

FKCCI perform on bilateral sphere help towards a more integrated socio-economic, cultural and political relations between nations and also directly benefit the people. ICCC and FKCCI also signed a MoU for future collaboration. FKCCI has its strength in SME sector in Karnataka and is promoting businesses in sectors like energy, education, stone & marble which are of vital interest to both the countries. They are also planning to get a business delegation to Canada in May-June 2013

#### **iGATE**

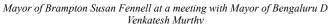
The Mission delegation visited the facilities of iGATE in Bengaluru. iGATE officials made a presentation about their operation in the international market and discussed their strategies for expansion in Canada. The company officials while demonstrating India's strengths in Information Technology (IT) and Business Process Outsourcing (BPO) sectors emphasized that it has to be better leveraged for it to continue giving results in the future. City of Brampton Councillor Ms. Kathleen Gael Miles invited iGATE to Brampton and recommended that iGATE consider Brampton as a possible investment option. She highlighted Brampton's strengths in key areas for promoting businesses. Satish Thakkar, immediate past president ICCC thanked iGATE for their tremendous support of being a silver sponsor and lauded their growing presence in Canada. He extended all necessary help to them in their growth plan in Canada.

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#### Mayor of Bengaluru

The Mission delegation met the Mayor of Bengaluru D Venkatesh Murthy to develop grassroots level ties. They discussed the possible cooperation between the two cities in the areas of mutual consensus such as infrastructure development, aerospace and city management. During the meeting Brampton's Susan Fennell explained the op-







ICCC President & Mayor of Brampton with Media People

portunities for collaboration between the two cities in waste management, education, tourism and others. The two mayors discussed the prospects of signing a friendship city agreement in the near future. They also discussed best practices on waste management and other civic issues in both the cities and how both the cities can learn from each other in these sectors. Naval Bajaj and Susan Fennell invited D Venkatesh Murthy to Canada with a business delegation to have a first-hand experience of infrastructure, health sector, metro and education.

#### Roundtable with ICBC-CII-WTC

The Indo-Canadian Business Chamber (ICBC) in collaboration with Confederation of Indian Industries (CII) and the World Trade Centre (WTC) – Bengaluru organized a roundtable as a part of ICCC's project on the Future Agenda for Canada India Partnership: Unlocking its Full Potential.

Speaking on the occasion, Naval Bajaj said the two-way trade between Canada and India has grown steadily. "A target of \$15billion in trade has been set which is to be achieved in the next couple of years. It seems like a long way to go considering that in 2011 the two-way trade was a little over \$5billion but perhaps not as challenging as it may seem because trade increased by 24% in a year, I am certain 2012 statistic will show an equally impressive if not more impressive growth."

He observed that it is in the context of growing relations that the ICCC envisaged a project that would explore all aspects of bilateral relations with emphasis on economic ties and the role the Indian Diaspora in enhancing ties. Canadian Prime Minister Harper's visit to the city last year aimed at to Canada's urge to promote trade ties with the whole of India.

L Krishnan, Chairman, CII Karnataka State Council & Managing Director, Taegutec India Pvt. Ltd emphasized co-





Mayor of Brampton Susan Fennell speaking at the ICBC-CII-WTC seminar on Canada-India partnership. ICCC's Naval Bajaj & Consulate General of Canada (Bengaluru) Kyle Nunas are also in the photograph



ICCC President speaking at the roundtable

operation in education and technology as an important component in exploring the full potential in developing value and volume of Canada-India trade.

Kyle Nunas, Consul and Senior Trade Commissioner (South India), Foreign Affairs & International Trade Canada appreciated ICCC's efforts in organizing an annual trade mission to India. He said that Bengaluru has grown into a business and trade hub in Southern India and will soon emerge as an important centre for Canada-India collaboration.

M Maheswara Rao, IAS, Commissioner for Industrial Development & Director of Industries and Commerce; Pradipta Banerjee, VP CGI & Chairperson, Bangalore Regional Council, ICBC; also participated in the roundtable.



ICCC President with other participants at the roundtable

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### Kochi (January 7 to 10)

- Meetings with the diplomatic corps
- Meeting with Indian government ministers (federal and provincial)
- Meeting with Canadian government minister & senior parliamentarians
- Briefing sessions

- Business receptions
- Seminars on small businesses
- B2B meetings with leading chambers of commerce, industry association

The highlight of the Kochi visit was the participation in the Pravasi Bharatiya Divas – the global convention of the Indian Diaspora. Hon. Jason Kenney, Canada's Minister for Citizenship, Immigration and Multiculturalism, along with Hon. Dr. Asha Seth, Senator and Hon. Joe Daniel, Member of Parliament, participated in India Mission 2013 to support the ICCC delegation.

#### **PBD-India: Inaugural Session**



Indian Prime Minister Dr. Manmohan Singh at the PBD Kochi Inaugural Session



Delegates at the Pravasi Bharatiya Divas (PBD) Kochi, 2013

The theme for the eleventh edition of Pravasi Bharatiya Divas was "Engaging Diaspora-the Indian Growth Story," which reflected the Indian government's initiative to involve its diaspora as bridge builder for fostering future relationships with other countries.

In his speech at the inaugural session, Indian Prime Minister Hon. Dr. Manmohan Singh said, "Overseas Indians have served as a bridge of friendship and cooperation between India and their adopted homes abroad. Regardless of whether they are successful professionals, traders and entrepreneurs, or second generation Indians, comfortably reconciling their two identities, or workers toiling hard to build a future for their families, they are at all times a most effective window for the world to India's heritage and its progress."

PM Singh expressed confidence that despite the current economic challenges and domestic constraints, Indian economy will return to a higher growth path because of its strong eco-



nomic fundamentals and sound policies. Dr. Singh emphasised on international economic and technological partnerships for addressing the challenges in areas like infrastructure, education, energy, water and agriculture.

#### PBD-India: Plenary Session-III: Engaging Young Overseas Indian

Plenary Session-III focussed on opportunities to connect with the young Indian Diaspora. Naval Bajaj, President, ICCC, was one of the speakers at the plenary session-III on the second day of the three-day convention. Hon. Salman Khurshid, India's Minister of External Affairs, was the moderator of this session. In his remarks he said



ICCC's Naval Bajaj along with the other panelists at the PBD-India's Plenary Session-III

engaging young overseas Indians is the key to develop linkages with the Indian Diaspora.

Discussing the subject, the ICCC President emphasized the need to engage the youth from Indian Diaspora. He said, "It stands to reason that for the Indian Diaspora to play an effective role for building partnerships between host countries and India, they have to integrate well into the societies of host countries. Greater civic engagement of members

of Indian Diaspora with mainstream societies of host countries may bring substantial benefits to India. Indian Diaspora Organizations need to pay attention to this matter.

"The effectiveness of the process of engaging Young Overseas Indians for

mutual benefits can be enhanced by appropriate policy measures by the governments of India and of host countries concerned, as well as by their private sectors and civil societies, and above all by various Indian Diaspora organizations acting in tandem."

As ICCC's President, Naval Bajaj offered to organize an international convention in Toronto on Diaspora youth in association with the MOIA, GO-PIO and other interested organizations to discuss ideas on youth engagement that had emerged from this plenary session.



ICCC President Naval Bajaj speaking at Pravasi

Bharatiya Divas Plenary Session III



The session discussed Engaging Young Overseas Indian and included eminent personalities such as Hon. Mookhesswur Choonee, Minister for Arts and Culture, Republic of Mauritius; Hon. Madhu Yaskhi Goud, Member of Parliament, Lok Sabha; Hon. Ajay Maken, Minister for Housing and Poverty Alleviation, Government of India; Hon. K. C. Venugopal, Minister of State for Civil Aviation, Government of India; Dr. Ruby Dhalla, Former Member of Parliament, Canada; T. P. Sreenivasan, Former Ambassador of India and Governor of the IAEA; Dr. G. Mohan Gopal, Director, Rajiv Gandhi Institute for Contemporary Studies; and Dr. Vidya Rajiv Yeravdekar, Principal Director, Symbiosis.

#### Hon. Jason Kenney's reception

Hon. Jason Kenney, Canada's Minister for Citizenship, Immigration and Multiculturalism had especially flown down to India to be with the Canadian delegates participating in the convention. He organized a special business reception for the Mission delegates.



ICCC delegates at the luncheon reception hosted by Hon. Jason Kenney

At the reception, Minister Kenney said that the largest Canadian delegation shows seriousness of Canada for developing trade relations with India. He lauded ICCC's role in bringing the delegation to India and appreciated the role of Indian Diaspora in getting Canada-India close for fostering trade relations.

Dr. Asha Seth, Senator, Senate of Canada, spoke along with Naval Bajaj and the Mayors of Brampton and Markham.



Minister Kenney lauded ICCC's positive role in fostering bilateral relations between Canada and India and also proactively engaging the Indian Diaspora into the social, cultural and economic fabric of Canada.



ICCC India Mission 2013 delegates with Hon. Jason Kenney, Canada's Minister for Citizenship, Immigration & Multiculturalism, Hon. Dr. Asha Seth, Senator, Hon. Joe Daniel, MP, His Excellency Stewart Beck, Canadian High Commissioner & Her Worship Susan Fennell, Mayor of Brampton

#### **Kerala State Industrial Development Corporation (KSIDC)**

The Mission delegates had an interactive session with the officials of Kerala State Industrial Development Corporation (KSIDC) and the Government of Kerala in Kochi. The KSIDC officials showcased the investment opportunities available in Kerala. Speaking on the occasion, Naval Bajaj observed that little is known outside India



Mayors of Brampton and Markham along with India Mission 2013 delegates at the interactive session organized by KSIDC

of the investment opportunities available in southern parts of India, and that there is need for better exposure. The selection of Kochi as a venue for PBD-India would go a long way in addressing this anomaly. Mayor of Brampton Susan Fennell and Mayor of Markham Frank Scarpitti gave an overview of their cities and investment opportunities in sectors such as education, entertainment, infrastructure and IT.

KSIDC is government agency for industrial and investment promotion in Kerala with an objective of promoting, stimulating, financ-



ing and facilitating the development of large and medium scale industries in Kerala, KSIDC offered professional guidance and support for ICCC members in Kerala through a comprehensive set of services that include developing business ideas, identifying viable projects, providing financial assistance, guidance and assistance for implementation.

#### **Meetings**



With Sam Pitroda



With Vayalar Ravi



With Oomen Chandy



With Mrs. Preneet Kaur

At PBD-India, the Mission delegates met several Indian dignitaries and decision makers. They included:

Dr. Sam Pitroda, the Advisor to the Prime Minister of India on Public Information Infrastructure & Innovations, and the Chairman of India's National Innovation Council. He discussed the collaboration with the cities for sharing information, infrastructure and innovation.

Hon. Vayalar Ravi, India's Minister for Overseas Indian Affairs also shared the ICCC's idea to organize an Interna-



# INDIA MISSION 2013 January 3-17, 2013 Report Bengaluru, Kochi, Ahmedabad, Gandhinagar, Amedabad, Mumbai, Bengaluru, Kochi, Ahmedabad, Bengaluru, Bengal





With E Ahamad

With Dr. Didar Singh



With Rajendra Parikh

tional convention in Toronto on diaspora youth in association with the MOIA, GOPIO and other interested organizations with a view to have focussed discussion on several ideas emerging from PBD Kochi. Naval Bajaj suggested the Hon. Minister to have PBD on youth to engage the young professionals for knowledge sharing which can help India and their respective host countries to come closer in technology and businesses.

Hon. E Ahamad, Minister of State for External Affairs, discussed the various steps for promoting trade ties between the two countries

Hon. Ooomen Chandy, Chief Minister of Kerala, discussed with the Naval Bajaj the synergy between Kerala and Canada in education, tourism and industrial collaboration. He also suggested some steps to increase trade between Kerala and Canada. ICCC offered their support to the delegation from Kerala's senior minister's by the end of 2013.

Hon. Preneet Kaur, Minister of State for External Affairs, Government of India discussed the engagement of youth in building the relations between the two countries.



Hon. Sukhbir Singh Badal, Deputy Chief Minister of Punjab discussed the role of ICCC in promoting business with Punjab.

Hon. Rajendra Parikh, Minister for Industries appreciated the Rajasthan's initiative in starting the one window approach for speedy clearance of projects. He emphasised the foreign direct investment in education and infrastructure sector.

Dr. S. Didar Singh, Secretary General, Federation of Indian Chambers of Commerce and Industry discussed collaboration with FICCI and to work together in future for fostering bilateral ties in both the countries.

#### **PBD-India: Valedictory Session**



Shri Pranab Mukherjee, President of India at valedictory session of PBD Kochi

His Excellency Pranab Mukherjee, President of India, delivered the valedictory address of the eleventh Pravasi Bharatiya Divas in Kochi on 9 January, 2013. The three day celebrations of PBD witnessed the significant presence of Indian Diaspora from Canada, USA, UK, Malaysia, South Africa and other countries where the Indian Diaspora has excelled in all walks of life. Hon. President said that Indian Diaspora has made India proud through significant contribution to the development of their adopted countries. He emphasised on the "revival of high investment rate in the country is a must for the economy to regain its 8 per cent plus growth level."

### Ahmedabad-Gandhinagar (January 10 to 13)

- Meetings with the diplomatic corps
- Meeting with Gujarat government ministers
- Meeting with Canadian government minister & senior parliamentarians
- Briefing sessions
- Business receptions
- Seminars on small businesses
- B2B meetings with leading chambers of commerce, industry association

ICCC's delegation that participated in Vibrant Gujarat 2013 business summit was the largest international delegation. Hon. Jason Kenney, Canada's Minister for Citizenship, Immigration and Multiculturalism, Hon. Dr. Asha Seth, Senator; Hon. Patrick Brown, MP and Chair, Canada-India Parliamentary Association; and Hon. Davinder Shory, MP, participated in the summit to support the ICCC delegation.

#### Mayor of Ahmedabad

Mayors of Brampton and Markham Susan Fennell and Frank Scarpitti along with Naval Bajaj met the Mayor of Ahmedabad Asit Vora. During the meeting the two GTA Mayors discussed the exchange of knowhow on civic issues such as waste management and possibilities of collaboration between their cities with Ahmedabad. City of Brampton and Markham offered their expertise in sectors of IT, waste management and infrastructure.



Frank Scarpitti, Mayor of Markham, Susan Fennell, Mayor of Brampton, Naval Bajaj with the Mayor of Ahmedabad Asit Vora

Asit Vora explained the diverse operations of the Ahmedabad municipal corporation. He underscored the rapid growth of the city and informed the visiting mayors that Ahmedabad had recently been honoured as city beautiful for Infrastructure, education and public amenities provided to the citizens. He wanted to have synergy between Ahmedabad-Brampton-Markham for promotion trade. All the Mayors agreed on reciprocal visits of business leaders in both the cities

Asit Vora explained the diverse operations of the Ahmedabad municipal corporation. Mayor explained the rapid growth of the city as the city was awarded as city beautiful for Infrastructure, education and public amenities pro-



vided to the citizens. He wanted to have synergy between Ahmedabad-Brampton-Markham for promotion of City to City trade. All the Mayors agreed on reciprocal visits of business leaders in both the cities

ICCC President invited the Mayor of Ahmedabad to GTA with a delegation of small businesses, which Asit Vora accepted.

#### **Gujarat Chamber of Commerce and Industries**



Frank Scarpitti, Mayor of Markham & Susan Fennell, Mayor of Brampton, Naval Bajaj, President, ICCC & Prakash Bhagwati, President, GCCI, after ICCC-GCCI signed MoU

The Gujarat Chamber of Commerce and Industry (GCCI) organized an interactive session with ICCC to explore trade ties and possibilities of collaboration between small businesses in Canada and Gujarat.

Speaking on the occasion, Naval Bajaj emphasized that it was to encourage small businesses in Canada that the Chamber had undertaken the trade mission. He said that the cities of Brampton and Markham had decided to join the delegation because they take small businesses seriously and they are keen that small businesses located in their cities take to globalization.

After the interactive session, Presidents of both the organizations signed a memoran-

dum of understanding for future collaboration. Both the chambers agreed to promote FDI in both the countries and GCC offered to bring a trade delegation to Canada for showing Gujarat's strength in sectors such as infrastructure, education, automobile etc. which will help in developing business and trade ties.

#### **VG-13: Inaugural Session**

ICCC was one of the Partner Organizations of the Summit, and Canada was a partner country of the three-day global business summit. Hon. Jason Kenney participated in the inaugural ceremony of the Summit along with Hon. Patrick Brown, Member of Parliament and Chair Canada-India Parliamentary Association.

Altogether 50,000 delegates from 120 countries attended the Summit. ICCC was one of the partner organizations. Hon. Narendra Modi, Chief Minister of Gujarat conveyed his sincere appreciation to Hon. Jason Kenney, that the Canadian delegation was the largest of all international delegations. He specifically noted ICCC's role in fostering eco-



Narendra Modi, Chief Minister of Gujarat, greets participants at the inaugural ceremony of Vibrant Gujarat 2013. ICCC President Naval Bajaj is seen in the photograph & ICCC logo is prominently displayed as a partner organization





Cyrus Mistry, the new head of Tata Group, speaking at the inaugural ceremony of Vibrant Gujarat 2013

nomic relations between Gujarat and Canada and lauded it for leading the largest international delegation to the Summit.

The Canadian presence was substantial and in addition to Minister Kenney and senior parliamemtarians it included senior members of the Indo-Canadian Diaspora, including entrepreneurs, community leaders, academicians



Jason Kenney, Canada's Minister for Citizenship, Immigration & Multiculturalism



Patrick Brown, Member of Parliament, and Chair Canada-India Parliamentary Association

and members of the Canadian diplomatic corps were a part of the Canadian delegation. Minister Kenney praised





Frank Scarpitti, Mayor of Markham & Susan Fennell, Mayor of Brampton at the Vibrant Gujarat 2013 inaugural

ICCC and Naval Bajaj for staying focused on its mandates of fostering bilateral ties, creating opportunities for the Indo-Canadian Diaspora and Canadian small businesses. Hon. Patrick Brown emphasized ICCC's positive contribution to Canada-India ties and said that ICCC had done by bringing a massive trade delegation that included Mayors of Canada's two fastest growing cities.

On the occasion of the global business summit, Hon. Stephen Harper, Prime Minister of Canada, wrote a special letter to the Gujarat Chief Minister in which he lauded the entrepreneurial spirit of Gujarat and said that the state is playing an important role in strengthening Canada-India relations. PM Harper said that Gujarat, one of India's most dynamic and industrious states, is world-renowned for its entrepreneurial spirit. "The state is an important partner

for Canada thanks to its strategic location, strong economic credentials, and multilingual skilled workforce." Describing Vibrant Gujarat Summit as an international platform which provides a wonderful opportunity to foster new commercial relationships and enhance people-to-people ties, Harper said that Canada recently opened a trade office in Ahmedabad to facilitate new business and trade opportunities for Canada and the Gujarati community.

#### **Canada Country Seminar**



Narendra Modi confabulating with Stewart Reck

Chris Hill, President, Electric Mobility Canada (EMC) was the keynote speaker at the Canada Country Seminar. The subject of the seminar was Canada – the Preferred Business Destination. Stewart Beck, the High Commissioner of Canada to India gave welcome remarks. He noted that ICCC had done well by following up the Prime Minister Stephen Harper's November visit to India with leading a trade delegation of small businesses to India. Representatives of provinces from British Columbia, Ontario, New Brunswick, Quebec, and Saskatchewan made presentations on what their provinces have to offer to investors. Mayors of Brampton and Markham also made presentations about their cities.

In his closing remarks, Naval Bajaj, said, "Canada and India share many commonalities such as democracy, respect for

human rights, pluralism, religious freedom and the rule of law. We also have long-standing people-to-people relations. India is one of the fastest growing economies of the world and it needs resources to keep the momentum of its growth. Canada has enough resources to fulfill the Indian needs in sectors like energy, mining, food processing, education, skill development etc. The cooperation and collaboration of both countries in these sectors will be a win-win situation."



Participants at the seminar



# INDIA MISSION 2013 January 3-17, 2013 Report Bengaluru, Kochi, Ahmedabad, Gandhinagar, Amedabad, Mumbai, Bengaluru, Kochi, Ahmedabad, Bengaluru, Bengal

#### **Chief Minister Narendra Modi**



Naval Bajaj, President, ICCC, greets Narendra Modi, Chief Minister of Gujarat. Stewart Beck High Commissioner of Canada and Satish Thakkar, Immediate Past President, ICCC, along with other India Mission 2013 delegates are also in the photograph

ICCC delegates met Hon. Narendra Modi, Chief Minister of Gujarat. Naval Bajaj invited the Chief Minister to visit Canada with a high level business delegation for the promotion of business ties between the two countries. ICCC appreciated CM Modi's approach to develop trade with Canada. Hon. Chief Minister thanked Naval Bajaj for bringing the largest delegation to Vibrant Gujarat 2013. He invited suggestions to promote the business between Canada and Gujarat and strategies to enhance cooperation for the development of Gujarat.



Meeting with Chief Minister Narendra Modi

### hmedabad, Mumbai, Bengaluru, New Delhi, Amritsar, Mumbai, Benc i, Bengaluru, Kochi, Ahmedabad,

#### Canada-Gujarat Business & Trade Opportunities

ICCC organised a seminar on Canada-Gujarat Business and Trade Opportunities during the Vibrant Gujarat 2013 summit. In his keynote address Hon. Jason Kenney said that just as Gujarat has the strongest economy in India, Canada has the strongest economy in G-7. Working together, the potential to support each other's prosperity is boundless."



ICCC President Naval Bajaj speaking at the Canada-Gujarat Business & Trade Opportunities seminar



ICCC-PDPU MoU signing

In his remarks, ICCC President said, "Gujarat is the hub of diamond trade. There is negligible direct trade in diamonds between Canada and India because the bulk of the trade is routed through Europe. Canada is one of the world's largest producers and India is one of the world's largest importers of rough diamonds. If Canada and Gujarat are able to establish direct linkages in this trade I am certain the \$15 billion two-way trade target will be easily achieved and long before the 2015 deadline. Our Chamber signed a MoU with the Diamond Bourse of Canada to



ICCC India Mission 2013 delegation at the Canada-Gujarat Business & Trade Opportunities seminar



# INDIA MISSION 2013 January 3-17, 2013 har, Report, Bengaluru, Kochi, Ahmedabad, Gandhinagar, Ametisar, Mumbai, Bengaluru, Kochi, Ahmedabad, Mumb

explore ways and means to establish direct diamond trade."

He emphasized that the Canada-Gujarat platform that the ICCC provided at the Vibrant Gujarat Summit was to showcase the vibrancy of Canada as much as that of Gujarat.

Hon. Saurabh Patel, a Gujarat minister with multiple portfolios was the guest of honour. He said that Gujarat and Canada have a tremendous scope of developing relations in energy, tourism, mines and minerals. He lauded ICCC for working hard for the promotion of trade ties between the two countries.

The highlight of the seminar was an announcement by Atanu Chakroborty of \$50m by Gujarat State Fertilizer Corporation in potash mining in Canada.

#### **VB-13: Valedictory Session**

Hon. Narendra Modi, Chief Minister of Gujarat delivered the valedictory address at the summit. The three days celebrations of Vibrant Gujarat witnessed the significant presence of ICCC led Canadian delegation along with delegates from 121 countries across the globe.

Chief Minister Modi said that Gujarat invested in fertilizer industry in Canada, it is for bringing potash to the farmers of this country, likewise if we talk about need for value edition in textile sector, we intend to support the cotton farmers who



Narendra Modi with Jason Kenney

are unable to earn more due to ban on export. Vibrant Gujarat 2013 summit will help the state in internationalise its businesses



India Mission Delegates at Vibrant Gujarat Valedictory Session

#### **New Delhi**

- Briefing sessions
- Seminars on small businesses
- Meetings with the diplomatic corps
   Meeting with Indian government ministers
  - Business receptions
  - B2B meetings with leading chambers of commerce, industry association

#### **ICCC-ICBC-CII Seminar on SME**



ICCC President Naval Bajaj addressing the ICCC-ICBC-CII seminar on SME sector in Delhi

The role of the small and medium enterprises in fostering bilateral Canada-India economic ties was the theme of the annual seminar jointly organized by Indo-Canada Chamber of Commerce, the Indo-Canadian Business Chamber (ICBC) and the Confederation of Indian Industries (CII) at Delhi's Habitat Centre. Dr. HP Kumar, Chairman and Managing Director of the National Small Scale Industries Corporation, was the keynote speaker at the seminar. Other speakers included Arun Pandeya, Country Head, Air Canada and Deep Kapuria of CII, Susan Fennell, Mayor of Brampton and Stewart Beck, Canada's High Commissioner to India.

The participants emphasized that the governments should formulate specific policies to encourage SMEs to globalize and forge links; they also advocated for specific SME themed trade missions. In his

remarks, Naval Bajaj highlighted that a shift has occurred in the development paradigm where the traditional topto-bottom route has been altered with the advent of globalized SMEs. It is now the suburban cities who are lead-

ing the development. In addition, he also highlighted the advantages small businesses have in Canada.

- Excellent working conditions with high standard of living, world class health facilities and public education system
- Advances in a multiple sectors including food processing, aerospace, and automotive industries, has expertise to share in professional business services, clean technology, digital media, Information Technology, life sciences, material research, mining, biotechnology, nanotechnology and tourism where it also welcomes as well as provides to other countries investment
- Relative ease for starting new businesses



Susan Fennell, Mayor of Brampton, acknowledging ICCC's role in creating opportunities for Brampton-based SMEs



- Stable federal government with an agenda to promote business
- Skilled work force thanks to its immigration policies which attracts talents and skilled persons from all over the world
- Multicultural society, rule of law and democratic practices
- Robust banking system known for its fuelling the new business ventures with lines of credit and loans



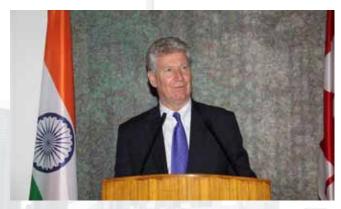


Dr. HP Kumar of NSIC addressing the seminar

Participants at the seminar

#### **Canadian High Commissioner**

At an evening reception in Delhi held at Stewart Beck's residence, the Canadian High Commissioner lauded the efforts of the ICCC and Naval Bajaj to follow up on the Prime Minister Stephen Harper's visit to India by bringing a business delegation to India. Similar sentiments were expressed by Sara Wilshaw, Minister (Commercial) and India Trade Program Manager.





Stewart Beck, High Commissioner of Canada to India, and Naval Bajaj, ICCC President addressing the guests at the reception held for India Mission 2013 delegates





Naval Bajaj greeting High Commissioner



Naval Bajaj welcoming Winnie Leong, VP Multicultural Banking, Scotiabank; Pankaj Mehra is also in the photograph



Guests at the reception



Susan Fennell addressing guests at the reception

In his speech, Naval Bajaj thanked the Consular corps for its unstinted support to make the mission so successful. "It has been a hectic, fruitful and significant Mission and it wouldn't have been possible without the tremendous help that we got from the Canadian High Commission. I want to especially thank Sara Wilshaw, Nicloas LePage, Kyle Nunas, Joachim Rocha and all other members of the diplomatic corps. Our mission achieved all it did because of their constant support."

In addition to these two major events, a series of B2B meetings were also held in Delhi.



#### **Amritsar**

- Meetings with business leaders
- Briefing sessions

- Meeting with Punjab government ministers
- Business receptions
- $\bullet$  B2B meetings with leading chambers of commerce, industry association
- Visit to the Golden Temple & the Indo-Pak border

#### **Mayor of Amritsar**



ICCC President Naval Bajaj with Mayor of Brampton Susan Fennell, Mayor of Amritsar Bakshi Ram Vora and the Commissioner of Amritsar at an interactive meeting organized by the Amritsar Mayor for the India Mission 2013 delegation

Mayor of Amritsar Bakshi Ram Arora and the councillors of Amritsar's municipal corporation received the delegates and accompanied them to the hotel where the Mayor of Brampton Susan Fennell was welcomed in a traditional way by Bhangra dancers.

#### Punjab Haryana Delhi Chamber of Commerce & Industry (PHDCCI)



ICCC President Mr. Naval Bajaj with Mayor of Brampton Susan Fennell, Mayor of Amritsar Bakshi Ram and others



ICCC organized a business meeting with the business leaders of Amritsar and discussed the areas of cooperation in textile, tourism, agriculture and food processing. The ICCC signed a MoU with the Punjab Haryana Delhi Chamber of Commerce & Industry (PHDCCI) for working together on promoting trade ties between Punjab and Canada. ICCC delegates also met members of the Confederation of Indian Industries (CII).

During these meetings, Naval Bajaj, President, ICCC, discussed business and trade matters common to Canada and India and specifically focused on the commonalities between Brampton and Punjab such as food security,



Meetings with Punjab's NRI Affairs Minister Bikram Majthia, and other Ministers



Signing MoU with PHDCCI



Visit to the Golden Temple



...and the Durgiana temple

alternative energy, education (including education in agriculture), and the role of small and medium enterprises. Local entrepreneurs explained the intricacies of the local industries (sports, woolen garments) to the delegates. The delegates also met with Punjab's Minister for NRI Affairs Hon. Bikram Majthia and other ministers and dignitaries from the Punjab government.

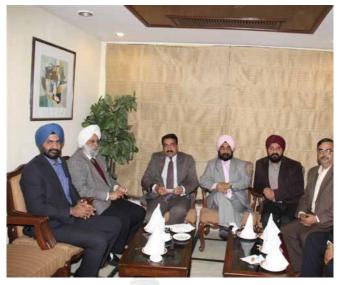




Mayor Susan Fennell & Naval Bajaj at Wagha border



India-Pakistan closing of the border ceremony



ICCC's Naval Bajaj & Kanwar Dhanjal at a meeting with Confederation of Indian Industries



Interactive session with local businesses in Amritsar

In the evening, the delegation visited the world famous Golden Temple where the Mayor of Brampton was honoured in a ceremony. The delegation then visited the Durgiana temple and was similarly honoured at the temple. In the evening the delegation visited the India-Pakistan border at Wagha to witness the Wagha-Attari border closing ceremony.

Mayor of Amritsar Bakshi Ram Arora hosted a dinner for the delegation that was also attended by the local small business owners, the police commissioner, officials from the municipal corporation and the police commissioner.



#### Jalandhar

- Meetings with business leaders
- Meeting with local political leaders
- Briefing sessions
- Business receptions

#### Mayor of Jalandhar

ICCC delegation visited Jalandhar for a day where Mayor of Jalandhar Sunil Kumar Jyoti and the councillors of Jalandhar's municipal corporation received the delegates and accompanied them to the hotel where the Mayor of Brampton Susan Fennell was welcomed in a traditional way by Bhangra dancers.

The Mayors of Jalandhar and Brampton discussed matters of civic interest such as waste management, environment protection, water conservation and community engagement. The municipal officials of Jalandhar along with their councillors and the team from Brampton participated in the meeting. During the meeting, the Mayor of Jalandhar was invited to bring a delegation of small businesses to Brampton.



ICCC President Naval Bajaj (l) greeting Mayor of Jalandhar Sunil Kumar Jyoti (c) as Mayor of Brampton Susan Fennell (r) looks on



India Mission 2013 delegates with Jalandhar Municipal Corporation officials

The ICCC's India Mission 2013 delegates also met with local entrepreneurs from the small and medium sector. The delegates and Jalandhar's small business owners discussed opportunities of collaboration as well as creating a framework for exchanging information that would help the small sector in Jalandhar. ICCC will be looking at formulating an institutional framework with other small business organizations in India to facilitate such an exchange.



# INDIA MISSION 2013 January 3-17, 2013 Report Bengaluru, Kochi, Ahmedabad, Gandhinagar, Amedabad, Mumbai, Bengaluru, Kochi, Ahmedabad, Bengaluru, B

#### **Gurdas Mann**



Punjabi actor and singer Gurdas Mann (c) with ICCC's Naval Bajaj (l) & Brampton's Mayor Susan Fennell (r)

The Mission delegates had a special meeting with Gurdas Mann, the Punjabi singer, songwriter, choreographer and actor. Mann has extensively toured Canada on several occasions and has a considerable fan following here, especially in Brampton.

The popular singer was appointed as the Brand Ambassador of Brampton by Mayor Susan Fennell during the visit. Mann will advocate for Brampton's unique attributes across Punjab and will especially focus on the advantages that Brampton offers as an investment destination. He will help create awareness and promote the small business sector as well.



ICCC India Mission 2013 delegates with Gurdas Mann



#### Mumbai

Afternoon Dispatch & Courier January 07, 2013

#### **Indo-Canada Ties Hold Untapped Potential**

By A Business Reporter

The match between the two countries is so perfect that it seems to be tailor-made. The people, the economics, the trade all seems to be just the right fit. The countries in question are India and Canada. And, according to experts, this relationship has a lot of potential that is yet to be exploited.



"We need to identify certain segments of the economy and focus on them so that trade between our countries can be enhanced even further," says Vijay Kalantri, President All India Association of Industries (AIAI). Kalantri was speaking with reference to the trade potential between India and Canada at a recent meet that was organised by the World Trade Centre, Mumbai to honour the mayors of two Canadian cities as also to boost trade between India and Canada.

The balance of trade between the two countries is almost equal. The export-import equation between India and Canada stands at approximately 2.5 to 2.7 billion dollars. Compared to this, trade with China, stands at some 16 billion dollars. "There is no reason why trade between India and Canada could not touch approximately 15 billion dollars by 2015," says Kalantri.

It is to be noted that the Canadian economy is a stable one. So how is trade between the two countries to be boosted? "We must always be in conversation so that not only trade but also ties between India and Canada are enhanced," says Kalantri.

"There is a deep appreciation in Markham of the very significant contribution of the South Asian community," says Frank Scarpitti, Mayor of Markham in Canada. The contribution that Scarpitti referred to was not just in the business sphere, but also in the cultural aspect as well. "Markham and Brampton (another town in Canada) are just two of the communities that have realised the contribution of the South Asian community," informs Scarpitti.

Thus the Mayor was bullish with the Vibrant Gujarat concept, which he felt makes for a really good trade contribution.

Incidentally Markham is known s Canada's high-tech capital and boasts of more than 900 firms in this sector in that city. Her main employment generator however lies in another sphere, one that is as close to the Indian hearts as is IT – the SME segment. "A large number of the entrepreneurs in the SME segment are from India," informs Scarpitti.



#### **India Mission 2013 Media Coverage**

At the end of the day it boils down to economics, specifically taxes. "We have a lower tax rate than the US. This is something that is not widely known," says Scarpitti.

Another city that highlights the tax advantage to get trade and investment with India rolling is that of Brampton. "Not only are our tax rates very competitive, but our water too is abundant and at competitive rates," says Susan Fannell, Mayor of Brampton. Thus, Brampton's water reserves are expected to last for some two hundred years. And why is this relevant? "This is important for industries like those in the Food & Beverages industry," she says.

Highlighting the fact that just because you are a government body you can be as aggressive as the private sector is the fact that, according to Fannell, Brampton is a debt-free city. "All of the infrastructure that you see has been paid for," she says.

"We have such a strong South Asian community back home that when I stepped off the plane (in India) I felt that I was back home," Fannell said.

"Our sustained growth over the past three and a half decades has been because of our focus on our mandate," says Naval Bajaj, President, Indo Canada Chamber of Commerce, explain the success of that trade body that was founded to boost ties between the two countries. The Indo Canada Chamber of Commerce is the largest Diaspora body in the world, Bajaj informs.

The strategy of the body to achieve success has been two fold. First there is a focus on small businesses. Next, there is a focus on the Tier III government. "A large number of the one million or so Diaspora in Canada is in business. It is in our DNA," explains Bajaj of the success of Indians in Canada. Perhaps this is a way forward for the two countries to boost ties even further.

http://www.afternoondc.in/business-investment/indo-canada-ties-hold-untapped-potential/article 72969



Mayor of Brampton, Susan Fennel being greeted by Mayor, D.Venkatesh Murthy at BBMP office in Bangalore on 7th, January 2013 . Photo: K. Bhagya Prakash

#### Bengaluru

The Hindu January 8, 2013

#### Canada says hi to Kannada

STAFF REPORTER

While Bangalore was known as garden city, Brampton was known as the city of flowers, Ms. Susan Fennel said

Bangalore Mayor D. Venkatesh Murthy had a special visitor on Monday. Susan Fennel, his counterpart from the Canadian city Brampton, met him and discussed infrastructure development and possibility of entering into a memorandum of understanding for the same.



Accompanied by members of the Indo-Canada Chamber of Commerce, she said she had fulfilled a long-pending desire of visiting Bangalore. While Bangalore was known as garden city, Brampton was known as the city of flowers, Ms. Fennel said.

"Bangalore is known to be an IT capital and I have always wanted to visit [here]. I feel there are many similarities between Brampton and Bangalore."

Ms. Fennel said industrialists from Brampton were interested in investing in Bangalore and she herself wished for mutual understanding and business development in IT between the two cities.

#### Friendly deals

Inviting Mr. Murthy to Brampton, she said that both cities could enter into a "Friendship City" understanding that would be mutually beneficial.

Mr. Murthy assured her of extending support to Canadian industrialists who wish to invest in the city.

http://www.thehindu.com/news/states/karnataka/canada-says-hi-to-kannada/article4283765.ece

#### Kochi

IBN News 09 January, 2013

#### India determined to fight against society going wrong: Khurshid



Kochi: Apparently referring to the recent Delhi gangrape incident and outpouring of public protests, External Affairs Minister Salman Khurshid on Tuesday said India was "shaken" and "worried", but was determined to fight the menace of the society going wrong.

"India has always believed in the principle of ethical life. Most recently something happened in India. We are shaken and worried. Some of it will be resolved by legal steps," he said at the Pravasi Bharatiya Divas in Kochi.

Addressing a session on 'Engaging Young Overseas India', Khurshid said, "What further is required is a response from us as human beings. It was lacking in the way we responded, we protested..."

Referring to the Delhi gangrape case, Salman Khurshid said the incident had affected every home, town and institution in the country.

Seeking the cooperation of everyone, including media, he said the incident had affected every home, town and institution in the country. Everyone felt hurt and was determined to fight.

"India has done a lot of things to bring women to public space. The country needs to introduce all necessary mea-

sures so that women entering public space should not feel it as a place of regret," he said.

His message to the diaspora was take back a message of cautious hope. "We are determined to fight the menace of the society going wrong," he said.

"We mean to change things. Not everything in India is grim and dark." Never think that India had gone back to an irreversible phase, he said, adding every society should correct its wrong doings and every individual should reform himself.

Much as media carries India's success stories to the world, "It also periodically reports that is not complimentary to us. We understand that. But we are willing to take the rap for going wrong."

Kurshid said there is need to reflect upon how to make Pravasi Bharatiya Divas little more attractive to younger people. "We need to do something to make it exciting for the younger people to come," he added.

Union Minister for Housing and Urban Poverty Alleviation Ajay Maken said there were enormous opportunities for younger overseas Indians in the country due to rapid urbanisation and the increase in the young workforce.

Minister of State for Civil Aviation KC Venugopal said the expectations of young NRIs were manifold and highlighted the need for single window for NRI investors. Mookeshwar hoonee, Minister of Arts and Culture, Mauritius, wanted to know if the young would connect with India where there was red tapism, where people made millions and millions do not have food on the table, where there is more policing and less security on streets.

If the answer is no, it calls for a new mindset and new paradigm shift as Indian cannot let go the opportunities. Ruby Dhalla, who made history in 2000 by getting elected to Canadian Parliament, said there should be zero tolerance for rape and said the young diaspora of Indians wanted to join with others in the country to ensure this.

Dhalla said a global advisory council of young NRIs should be constituted by the Prime minister. NRI entrepreneur Sant Singh Chatwal, Chairman and CEO, Hampshire Hotels and Resorts, said 45 years ago he had left India for greener pastures. But the younger generation was keen on returning to the country.

Former Ambassador, TP Sreenivasan, also the Director General of Kerala International Centre, said there must by a PBD for the youth. Naval Bajaj, President, Indo Canada Chamber of Commerce, Dr Vidya Yeravdekar, Director Symbiosis International University, Pune also spoke.

http://ibnlive.in.com/news/india-determined-to-fight-against-society-going-wrong-khurshid/314627-37-64.html

#### Ahmedabad

Indian Express 11 January, 2013

Canada partner country at Vibrant Gujarat



With India and Canada working towards increasing annual bilateral trade to \$15 billion by 2015, Canada will be a partner country at the 6th Global Investor's Summit, Vibrant Gujarat from January 11-13, in Gandhinagar, Gujarat.

As a partner country, Canada will highlight its growing importance as a commercial partner of choice for India, and promote Canada as an increasingly attractive destination for Indian investors.

Canada's business delegation to Vibrant Gujarat includes senior representatives from top Canadian companies from the energy, oil and gas, education, infrastructure, clean technology, information and communications technologies (ICT), and financial services sectors. As well, the provinces of British Columbia, New Brunswick, Ontario, Quebec and Saskatchewan, along with representative of Export Development Canada, Canada's export credit agency, will also participate Canadian parliamentarians and Mayors of the City of Brampton and Markham are also attending the Summit.

According to the officials at High Commission of Canada, here, "Vibrant Gujarat will provide a platform for Canadian businesses to engage with their Indian counterparts in an effort to build new, and strengthen existing, partnerships."

Canada's Citizenship, Immigration and Multiculturalism Minister Jason Kenney will address delegates at Vibrant Gujarat. "Canada's growing trade with India is fuelled by our strong people-to-people ties", said Minister Jason Kenney.

Participation at Vibrant Gujarat follows the recent trip to India by Canada's Prime Minister Stephen Harper during which both Prime Minister Harper and Prime Minister Manmohan Singh reiterated their commitment to increase trade between Canada and India.

On the eve of Vibrant Gujarat, Canada 's High Commissioner to India, Stewart Beck noted, "Leaders of both sides have expressed their commitment to increase annual bilateral trade to \$15 billion by 2015. Canada's participation at Vibrant Gujarat 2013 highlights Canada's advantages as a partner for India and the possibilities for strengthening business relationships between our two countries."

Both countries are taking concrete steps to increase trade and investment between the two countries.

With this in mind, Beck added, "Both countries continue making progress in negotiations toward a comprehensive economic partnership agreement (CEPA). Once in place, a CEPA would play an important role in boosting trade and investment and in creating more jobs and increasing prosperity for Canadians and Indians alike."

Canada will have an official Pavilion at the Gujarat Global Trade Show which is open to business delegates and will hold a country seminar highlighting Canada as a preferred business destination and participate in a business and investment seminar organised in collaboration with the Pandit Deendayal Petroleum University.

Canadian delegates will also participate in the International Conference for Academic Institutions, the Innovation Convention and the Technology Convention and Canada will have a dedicated pavilion to Education in addition to the country pavilion at the Global Trade Show.

http://www.indianexpress.com/news/canada-partner-country-at-vibrant-gujarat/1058035/0

#### **India Mission 2013 Media Coverage**



#### Gandhinagar

Economic Times 13 January, 2013

#### Gujarati entrepreneurs fuelling growth in Canada

("Canada has identified...)

GANDHINAGAR: Canada has identified Gujarat as its fastest growing immigration source from India. The country's minister for citizenship, immigration

and multi-culturism Jason Kenney said here on Saturday that Gujaratis with their entrepreneurial skills are fuel-ling the Canadian growth. Canada is one of the partner countries for the ongoing summit.

He was addressing a seminar on "Canada-Gujarat Business and Trade Opportunities" as a part of the ongoing Vibrant Gujarat summit. Pointing that Gujaratis have acquired a large number of hotels in the country, Kenney said, "They have absolutely tenacious work ethics."

The minister said that both Canada and Gujarat have a lot to gain by coming together in the field of business and investment. He pointed that Canada aims to be an important supplier of uranium for India's civil nuclear programme. The two countries had entered into a nuclear pact in 2010. Gujarat's minister for energy and petrochemicals Saurabh Patel said that Canada is a natural choice for a partnership for Gujarat. Pointing to Gujarat being a nerve centre of energy investments, he said, "We need economically priced gas that is de-linked from the crude oil prices."

The key areas identified were energy, natural gas, fertilizer manufacturing, mining of potash etc. Naval Bajaj of Indo Canada Chamber of Commerce said, "Canada is one of the biggest producers of rough diamonds while India is the largest importer."

#### FROZEN DHOKLAS SOON

The staple Gujarati snack of Dhokla would soon be available in its frozen avtaar. McCain Foods (India) Private Limited is right now having trials in frozen Dhokla and it aims to market the snack very soon. The company's attempt at Dhokla follows the success achieved with the south Indian snack of Idli Sambhar. "We thought that if we could achieve to market Idli Sambhar in south India we have definitely achieved something. Now the trials are on for Dhokla," said Vikas Mittal, managing director of the company while speaking at a seminar on "Canada - Gujarat Business and Trade Opportunities" at the ongoing Vibrant Gujarat summit here on Saturday.

 $http://articles.economic times.india times.com/2013-01-13/news/36311460\_1\_vibrant-gujarat-summit-dhokla-indo-canada-chamber$ 



#### **New Delhi**

Deccan Herald 14 January, 2013

#### Seventh round of India-Canada FTA talks likely in Feb

In a bid to fast track talks for the proposed Free Trade Agreement (FTA), India and Canada are likely to hold the seventh round of negotiations in February in New Delhi, a Canadian envoy said today.

"Canada wants an ambitious Comprehensive Economic Partnership Agreement (CEPA) with India. The seventh round of (FTA) negotiations is happening in February in New Delhi," Canadian High Commissioner in India Stewart Beck said here.

He was speaking to reporters on the sidelines of a function jointly organised by industry chamber CII and Indo-Canada Chamber of Commerce.

"I think there is will at both the sides to conclude the proposed pact partly because we think it is an important thing to do and also the Prime Ministers (of India and Canada) have committed to do it by end of 2013," Beck said.

Indian Prime Minister Manmohan Singh and his Canadian counterpart Stephen Harper, in November 2012, reaffirmed their desire to conclude the proposed pact by the end of 2013.

Besides, both the leaders reiterated their shared desire to see bilateral trade reach USD 15 billion by 2015.

At present, the two-way trade is over USD 5 billion. The negotiations for pact, which is officially dubbed as Comprehensive Economic Partnership Agreement (CEPA), was launched by both the countries in November 2010 to further boost bilateral trade and investment.

Beck said: "We want one (pact) that is going to give the maximum movement of people from Indian perspective. We want the one which gives the best rates possible for Canadian goods coming into this market."

The FTA is aimed at slashing or eliminating duties on maximum number of products traded between the two countries, besides opening the services sector and facilitating investment proposals.

As per a joint study group report, both countries will benefit from the CEPA. According to the report, India and Canada's GDP are likely to get benefits in the range of USD 6 billion and USD 15 billion per year, respectively from the trade pact.

Canada primarily exports vegetables, fertilisers, machinery and wood pulp, while its main imports from India are organic chemicals, knit and woven apparel, precious stones and metals, electronics and machinery.

http://www.deccanherald.com/content/305215/seventh-round-india-canada-fta.html

#### **Amritsar**

The Tribune 16 January, 2013

### Indo-Canada chamber explores new trade avenues Tribune News Service

Amritsar, January 15

A 22-member delegation of Indo-Canada Chamber of Commerce (ICCC), based at Brampton, led by its president Naval Bajaj, today interacted with prominent industrialists, traders and developers of the city to explore new trade avenues.

The ICCC, founded in 1977, is a not-for-profit, sponsor-funded business and diaspora organisation. Accompanying the visiting delegation was the Mayor of Brampton city, Susan Dorothy Fennell. Addressing officials and councillors of the Municipal Corporation (MC) she said, "Today Brampton has come home of the Punjab. Bilateral trade between India and Canada is growing well and the importance Canada attaches to India could be gauged from the fact that Prime Minister Stephen Harper recently visited India." She added that goal was to establish bond with the business and with the families here. "The Punjabi community in Canada is known for its family values and team work and her aim is to build on these bonds," she said.

She said her city offered expertise in manufacturing sectors like IT tools, logistics, food processing technology and many more. She said the city had actually hosted the IFA award ceremony last year and named a street after late Bollywood star Raj Kapoor. She said a brand new kabaddi stadium was added to the sports infrastructure of the city, which included a field hockey stadium, a cricket stadium.

The ICCC president said the delegation had left from Toronto on January 3 and completed its final leg today and they already visited Mumbai, Bengaluru, Kochi, Ahmedabad-Gandhinagar and Delhi.

They also participated in the Pravasi Bharatiya Divas-2013 in Kochi.

He emphasised the need to engage the youth from the Indian diaspora and said it "stands to reason that for the Indian diaspora to play an effective role for building partnerships between host countries and India, they have to integrate well into the societies of host countries. Greater civic engagement of members of the Indian diaspora with mainstream societies of host countries may bring substantial benefits to India."

He added that the aim was to forge linkages between the small businesses in Canada and India, and they attended over 30 interactive sessions, B2B meetings, seminars and workshops during their two-week stay in India.

He said Punjab was a predominantly agrarian economy and it needed technology to add value to its produce. He said here Brampton city and its businessmen could chip in as they had got the state-of-the-art technology.

Host city Mayor Bakshi Ram Arora welcomed the delegation and extended full cooperation. He asked the members of the delegation to explore business and trade opportunities being offered in the holy city. Establishing biz bond

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#### **India Mission 2013 Media Coverage**





A 22-member delegation of Indo-Canada Chamber of Commerce (ICCC), based at Brampton, interacted with prominent industrialists, traders and developers of the city
Mayor of Brampton city, Susan Dorothy Fennell said the goal was to establish bond with the business and with the families here

Amritsar Mayor Bakshi Ram Arora asked the members of the delegation to explore business and trade opportunities being offered in the holy city

http://www.tribuneindia.com/2013/20130116/asrtrib.htm#4



#### **India Mission 2013 Media Coverage**









THE WEEKLY VOICE

Fennell Promotes Brampton To Indian

Businesses

HOME HEADLINES COMMUNITY SOUTH ASIA WORLD BUSINE ABOUT US MEDIA RIT PAST ISSUES COMMUNITY EVENTS HOROSCOPE CLASS

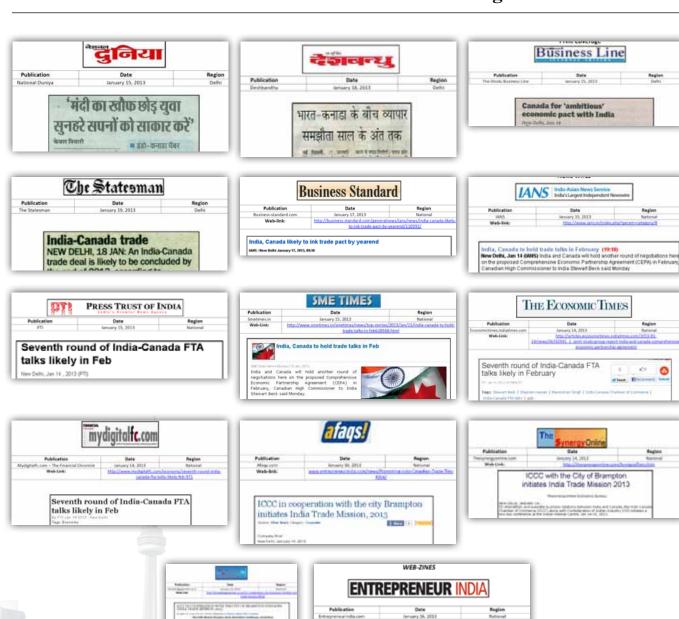
New Delhi/Brampton: "We're here in Delhi to strengthen relations and to meet with senior.

government officials and entrepreneurs to discuss the unrivalled benefits of investing.

doing business and working in Brampton,"



#### **India Mission 2013 Media Coverage**



Promoting Indo-Canadian Trade Ties



#### Speech by Naval Bajaj, President, Indo-Canada Chamber of Commerce

#### At Pravasi Bharatiya Divas India 2013: Plenary Session III

Theme: Engaging Young Overseas Indian

Date: 08 January 2013, Venue: Oman Hall, Le Meridian, Kochi



Honorable Salman Khurshid, Minister of External Affairs, Government of India and other distinguished dignitaries on the dais and ladies and gentleman

It is an honour for me and for the Indo-Canada Chamber of Commerce that I have been invited to speak at the plenary session on Engaging Young Overseas Indians

Friends, overseas Indians have made significant contributions to the societies abroad of which they are a part, notably in the field of politics, business, art, culture, services sector and information technology

With increased emigration from India and a growing number of second and third generations of overseas Indians, the Indian Diaspora constitutes a human bridge between rising India and the countries where they reside. They play an important role in the areas of trade and investment; social philanthropy; health care; science, technology and innovation; research and development; media and entertainment.

Engagement of Young Overseas Indians is an indispensable step for maximizing their domestic impact especially by way of socio-economic development of India in coming years. In addition, their professional knowledge, entrepreneurial acumen, and advocacy campaigns will help considerably in developing India's future comprehensive economic partnerships with countries where they reside.

Opportunities should, therefore, be created for greater dialogue between them and the young achievers in India for identifying areas in which overseas Indians can make their due contribution to inclusive and sustainable development of India as well as for building of mutually beneficial economic relations between India and countries of their residence.

Such contribution may take the form of investments in India and/ or through global knowledge network of Indian Diaspora as found appropriate.

Dialogues between Young Overseas Indians and young achievers in India will lead to a better understanding of questions such as:

- What conditions already exist in India for facilitating investments by Overseas Indians in India?
- What more needs to be done in this respect?
- Under what conditions identifications of Young Overseas Indians with their ancestral land do not pose any



problems vis-à-vis countries of their residence?

- What opportunities are arising for Young Overseas Indians as a result of emerging India?
- How best conditions can be created for a win-win scenario in which the Indian Diaspora can contribute to the building of expanded partnership in the 21st century between India and countries of their residence?

There is a mutually shared desire on the part of India and of developed and developing countries which are hosts to large Indian communities for developing closer ties. This is in a way due to the proactive and useful role which the Indian Diaspora is currently playing for building bridges. Strategies are being worked out in India to make use of the catalytic role of the Indian communities abroad for strengthening relations with countries where they live.

Similarly countries with sizeable presence of Indian Diaspora are now appreciating its potential for contributing to building of comprehensive economic partnership between them and India. A certain maturity is now developing in thinking of India and these countries with regard to the value of Indian Diaspora in terms of its human capital, its acting as a human bridge and its facilitating role for development of people to people contacts.

All this bodes well and demonstrates the value of tripartite interaction between India, host countries and Indian Diaspora living there for creating a win-win scenario for all concerned.

In this context, we believe that if the potential of the Indian Diaspora for contribution to development of India and to bridge-building between India and host countries is not to depreciate in value over time, the governments of India and of countries concerned need to invest <u>now</u> in youth and second generation of members of Indian Diaspora.

The latter need to participate in larger numbers in The Know India Program that is run by the Ministry of Overseas Indian Affairs. The scope of the program should be expanded and extended to include also a few friends of Indian diaspora youth in mainstream communities who share with the latter sufficient interest in India. In such case cost could be partially borne by governments of countries concerned. The expanded program may include apprising young overseas Indians about both current developments in India as well as about futuristic perspectives for inclusive and sustainable development and prospects of development of relations of India with host countries concerned.

A large internship program may be organized under the aegis of appropriate bodies for young persons from India to visit countries where diaspora has significant presence for active interaction, facilitated by concerned Diaspora organizations, with Diaspora youth and second generation persons of Indian origin.

It stands to reason that for the Indian Diaspora to play an effective role for building partnerships between host countries and India, they have to integrate well into the societies of host countries. Greater civic engagement of members of Indian Diaspora with mainstream societies of host countries may bring substantial benefits to India. Indian Diaspora Organizations need to pay attention to this matter.

The effectiveness of the process of engaging Young Overseas Indians for mutual benefits can be enhanced by appropriate policy measures by the governments of India and of host countries concerned, as well as by their private sectors and civil societies, and above all by various Indian Diaspora organizations acting in tandem.

In today's digital age, there are several possibilities for young overseas Indians to connect with India and with India's youth in a productive manner. With globalization, technology has helped create a networked world where communication takes place with greater ease. Technology has also provided opportunities for cultural connectivity,



while the use of facebook and other social media sites have considerable potential for facilitating people-to-people connections and interaction between diaspora and India. We are also witnessing a unique relationship between the diaspora and India, exemplified by reverse migration, where young professionals are moving back to the homeland.

In addition to the PBDs, the construction of Pravasi Bharatiya Kendra in India may well provide a location for return diaspora to engage with the country.

The OCI or PIO cards have facilitated visits by Young Overseas Indians to India, and in some cases their working and living in India, without the demand of residency rights. However, more needs to be done to educate Young Overseas Indians about the range of benefits which may accrue to them in case they acquire OCI cards.

Youth are central to future relations between host countries and India as the youth of today are more economically and politically motivated compared to earlier times. Time has now come to discuss in detail in an international convention the means and measures for engaging Young Overseas Indians for promoting, inter alia, economic growth, industrial development and innovation. The Convention may also flesh out in detail following specific suggestions/observations:

- 1. Greater use may be made by all concerned of social media including Blog, forums, tweets and instant messages for facilitating engagement and communication with their Indian counterparts in areas of technology, culture, entrepreneurship, education and health care.
- 2. We should use new technologies particularly social media platforms to create connections between India and host countries. An e-platform may be created for diaspora connections.
- 3. Mentoring programs may be devised for newer generation of incoming overseas Indians in order to improve their knowledge about India and their country of adoption, and for increasing their capacity to function as a human bridge to India. They should also be suitably inducted in existing networks of Young Overseas Indians.
- 4. Mainstream curricula needs to be reformed in host countries to improve perceptions of India. Currently, world history classes are focused on the history of Europe and North America, India only receives attention because of its history in the British Raj.
- 5. Better utilization of the resources of two-way diaspora including of the returning Indian Diaspora may be made for fostering people-to-people contact and institutional links.
- 6. The Young Overseas Indians in North America should work with partners from business and civil society organizations in North America such as Asia Society in USA and Asia Pacific Foundation of Canada, in order to effect change from the bottom up and create a more India-engaged North America. Similarly Young Overseas Indians in Asian countries should interact with similar bodies in West, East and South-East Asia.
- 7. Youth in the diaspora need to be encouraged to work as ambassadors of Indian business, culture and ideas for companies of host countries interested in the Indian market and vice versa.
- 8. Further, there is room for important cooperation in knowledge-based industries which would lead to the next generation of economic growth. Business groups (such as various chambers of commerce) alongside government interventions are crucial to remove the various barriers to youth engagement in innovation.



- 9. Building overseas job experience in both North America and India is important to understand the requirements and potentials of both markets. These could also include internships and short-term contracts for diaspora youth in India.
- 10. Embassies/High Commissions may encourage formation of Association of Scholars who studied in their countries but are now residing in India. This body may formulate proposals as to how comprehensive partnership may be formed in areas of their expertise. Such a body may also share their experiences and suitably brief students from India before they leave for foreign countries on student visa.
- 11. The flow of young people between Countries with sizeable presence of Indian Diaspora and India creates powerful personal ties, and are an important catalyst for establishing institutional partnerships, commercial innovation, and stronger political ties. Both India and host countries should look at making it easier for such flows to take place, including the facilitation of travel, more efficient visa issuance, expansion of air services, and funding for two-way exchanges of students and faculty.
- 12. The Ministry's next step may be to ask overseas missions to consider setting up diaspora youth clubs and associations. This is already happening informally, but the Missions could provide a platform for these activities. In Toronto, we have an active organization called Panorama India, thanks to energetic Consul General there.

Friends, our Chamber has an active young professionals wing that comprises second and third generation Indo-Canadians and on behalf of our youth wing, our Chamber is offering to organize later this year in Toronto an International Convention connected to the theme of this Plenary session in association with the MOIA, GOPIO and other interested organizations with a view to have focussed discussion on several ideas emerging from this Plenary Session.

Thank you

#### Speech by Naval Bajaj, President, Indo-Canada Chamber of Commerce

**At Vibrant Gujarat 2013** 

Theme: Canada: The Preferred Business Destination

Date: 11 January 2013, Venue: Mahatma Mandir, Gandhinagar, Gujarat

Hon. Jason Kenney, Canada's Minister for Citizenship, Immigration and Multiculturalism; His Excellency Stewart Beck, High Commissioner of Canada to India; Mr. Chris Hill, President, Electric Mobility Canada; Mayors, distinguished speakers and guests, ladies and gentleman.

Good Afternoon,

Calvin Coolidge, the 30th President of United States of America said, "No enterprise can





exist for itself alone. It ministers to some great need, it performs some great service, not for itself, but for others... or failing therein, it ceases to be profitable and ceases to exist."

So the business relations between the nations in the present era are not only for any individual or for any single country, these relations are for the global community

Our speakers earlier today shared their thoughtful views and ideas on the subject of collaboration between Canada and India

They categorically explained – in myriad different ways – the reasons Canada is among the best countries in the world to do business

After listening to the presentations by representatives of Canadian provinces and cities, I am confident that the session will result in direct firm and unit level grassroots business relations between the two countries

There is already a considerable interest both in Canada and in India to enhance business and trade relations

The largest-ever Canadian presence in this year's Vibrant Gujarat Summit is a testimony to this interest

Canada and India share many commonalities such as democracy, respect for human rights, pluralism, religious freedom and the rule of law

We also have long-standing people-to-people relations

India is one of the fastest growing economies of the world and it needs resources to keep the momentum of its growth

Canada has enough resources to fulfill the Indian needs in sectors like energy, mining, food processing, education, skill development etc.

The cooperation and collaboration of both countries in these sectors will be a win-win situation

Let me briefly encapsulate the salient features of the various presentations made earlier today and add a few of my own:

- Canada's stable democratic government provides consistent policy framework for the growth of business
- Canada has excellent network of educational & research institutions with industries for developing intellectual capital and innovative minds for developing next generation environment friendly products
- Canada has a safe and secure environment, ease of doing business, technology readiness, and diverse demography with a sizeable population of people of Indian origin, which is an added advantage for businesses interested in the Canadian market
- World Economic Forum has rated Canada's banking system as the safest in the world for three consecutive years, due to its security, liquidity and transparency
- Canada also has the lowest corporate taxes in the G8, which has been a commitment of the Canadian gov-

ernment for the promotion of small businesses

- Canadian immigration system is structured to promote immigration by educated professional and entrepreneurial classes. These skilled immigrants bring important work experience to Canada in multinational corporations, business operations and best practices in industries of international standard
- Despite the difficulties of the global market, there are significant benefits for small and medium businesses to expand into the international markets like Canada as it is hub to do business in the North American region

Before I conclude let me briefly speak about the role our Chamber has performed over the last 35 years in fostering bilateral economic and trade relations between Canada and India

Indo-Canada Chamber of Commerce is a Toronto-based business chamber of Canadians of Indian origin with a coast-to-coast presence in Canada

It is the oldest business organisation of the Indian Diaspora in Canada

It is also the largest Diaspora organisation – with over 1500 members

The recent enhancement of bilateral ties between our two countries is a vindication of the dedicated work our Chamber has been doing over the last three-and-a-half decades

We have emerged as the Go To organization for governments at all levels in both Canada and India because we represent the grassroots entrepreneur in the small and medium sector

We have played a constructive role in help formulate policies that are beneficial to small businesses because it is small businesses that play a significant role in the economies of both Canada and India

Inputs from our members to Canada's Chief Negotiator of the Comprehensive Economic Partnership Agreement between Canada and India will help make the agreement more nuanced and reflect better the aspirations and concerns of that section of the business community which will give the agreement a tangible form

In conclusion, let me just say this to my Indian friends – Canada may be a cold place but it has warm-hearted people so invest in Canada you will not find a better place to do business anywhere in the world

Thank you

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### Mumbai



























### Bengaluru

























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### Kochi



























### Ahmedabad-Gandhinagar

























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### Ahmedabad-Gandhinagar



























### Delhi

























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### Amritsar



























### Jalandhar



























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Government of Canada Gouvernement du Canada

Canadian Consulate Ahmedabad & Canadian Consulate Bengaluru, Mumbai Canadian High Commission (CHC), New Delhi



Confederation of Indian Industries (CII)



Federation of Indian Chamber of Commerce & Industry (FICCI)



Federation of Karnataka Chamber of Commerce and Industry (FKCCI)



Gem & Jewellery Export Promotion Council (GJEPC)



Government of Gujarat



Gujarat Chamber of Commerce & Industry (GCCI)



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Indo-Canadian Business Chamber (ICBC)



Kerala State Industrial Development Corporation (KSIDC)



National Small Industries Corporation Ltd. (NSIC)



Pandit Deendayal Petroleum University (PDPU)



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



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ICCC would like to thank all organisations that made India Mission 2013 a success, particularly the City of Brampton, City of Markham, Canadian High Commission (CHC), World Trade Centre (WTC) Mumbai, Maharashtra Economic Development Council (MEDC), All India Association of Industries (AIAI), Yes Bank, Visvesvaraya Industrial Trade Centre (VITC), iGATE, Federation of Karnataka Chamber of Commerce and Industry (FKCCI), Kerala State Industrial Development Corporation (KSIDC), Federation of Indian Chamber of Commerce and Industry (FICCI), Government of Gujarat, Pandit Deendayal Upadhyay Petroleum University (PDPU), Gujarat Chamber of Commerce and Industry (GCCI), National Small Industries Corporation Ltd. (NSIC), Indo-Canadian Business Chamber (ICBC) and PHD Chamber of Commerce and Industry (PHDCCI).

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