

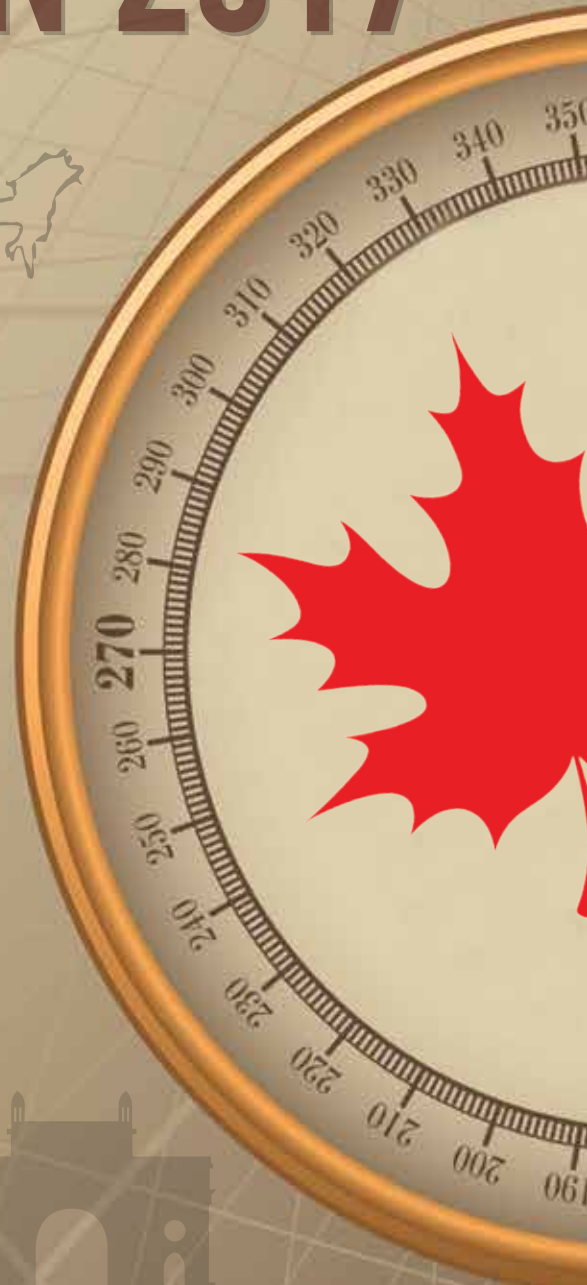
Chambre de Commerce
Indo-Canada
Chamber of Commerce



INDIA MISSION 2017



Mumbai, Kolkata, Hyderabad
Bengaluru, Ahmedabad
Gandhinagar, New Delhi
January 02-14, 2017







Chambre de Commerce
Indo-Canada
Chamber of Commerce

INDIA MISSION 2017



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Hyderabad, Bengaluru
Ahmedabad, Gandhinagar
New Delhi

Jan 02-14, 2017

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President's Message



India Mission 2017 has been envisaged and planned in an environment of heightened bilateral cooperation between Canada and India, and the growing impetus for bilateralism. The world is experiencing tremendous changes in the way international trade is being perceived. Increasingly, the superstructure of global trade is being rejigged and we are entering an exciting albeit uncertain era where the emphasis is shifting from multilateralism to bilateralism. In such a scenario, the Indo-Canada Chamber of Commerce (ICCC) is eminently poised to ensure that deliverables in bilateral trade continue uninterrupted and grow steadily. For the last four decades, the ICCC has led effort to give an impetus to the Canada-India bilateral trade.

When the Chamber envisaged trade missions to India a few years ago, it was to give a concrete shape to its objectives of fostering bilateral trade and create opportunities for the Canadian entrepreneurs by encouraging them to explore global markets, and specifically the emerging market of India. Expectedly, the India Missions have become tremendously successful and have resulted in establishing direct linkages between Canadian and Indian entrepreneurs, and equally significantly, linking smaller metropolitan areas of Canada to the growing Indian market. During the last few years, the cities of Markham, Brampton, and Mississauga have actively participated in ICCC's India Missions.

Canada-India bilateral economic ties are once again in focus, and the recent confabulations between the Canadian and Indian ministers have led to encouraging developments which portend well for the future. Nirmala Sitharaman (union minister for commerce, industry and finance) consultations with Chriysta Freedland (federal minister for trade) in Toronto, and during the subsequent visit of India's finance minister Arun Jaitley where he met Canadian Finance Minister Bill Morneau. Pertinently, Jaitley also met potential institutional investors into the infrastructure sector in India. Subsequently, Canadian Ministers John McCallum (Immigration) and Navdeep Bains (Innovation) visited India to warm reception and specific deliverables.

I had the privilege of participating in a briefing session when Nirmala Sitharaman – Chriysta Freedland met in Toronto in October. It was a meeting that resulted in concrete action. On the agenda was the Comprehensive Economic Partnership Agreement (CEPA), and both sides were eager to understand the roadblocks and start removing them. Arun Jaitley in his meetings also made fervent attempts to understand Canada's insistence on provisions of the bilateral financial treaty (known as FIPA). Subsequently, during my meeting with Canadian High Commissioner to India Nadir Patel, I discussed the various ways in which the ICCC would be able to facilitate the ongoing efforts to promote bilateral trade.

The India Mission 2017 booklet that you are holding in your hand and reading is an attempt to capture the new direction in which the trade winds are blowing. It comprises updates of the sectors that the 2017 mission will focus – Agriculture & Food Processing, Skill Development, Clean Technology, Smart Cities and Health Sector. It also has information about our partner organizations, and a detailed itinerary. The Mission will be visiting Mumbai, Kolkata, Hyderabad, Bengaluru, Ahmadabad, Gandhinagar and New Delhi between January 2 and January 14.

The mission will participate in Pravasi Bharatiya Divas 2017 convention and Vibrant Gujarat 2017 (ICCC is a partner organisation). We will be arranging briefing sessions with the Canadian Trade Commissioners Service, meetings with Indian federal and state government officials, business leaders, and decision-makers, and interactive sessions with chambers of commerce, and industry associations. Our past missions have also seen participation by senior federal leaders, provincial leaders and leaders working at the grass roots levels. The mission agenda comprises business to business meetings, roundtable discussions, business receptions and seminars in all these cities.

I look forward to facilitating your business by assisting you to forge ties with the Indian enterprises.

Thank you.

Sincerely,

Arun Srivastava
President



India Mission 2017 – A synopsis

January 02– 14

Mumbai, Kolkata, Hyderabad, Bengaluru, Ahmadabad, Gandhinagar and New Delhi

Trade redefines and shifts paradigms. It transforms not only economies but also societies; it transforms relations between and within nations. Trade brings prosperity and makes democracy participatory and meaningful. It enables common-people to live a life of dignity, and ensures everyone get their just dues. Trade is a great equalizer, a great enabler.

In its nearly four decades of growth, the Indo-Canada Chamber of Commerce (ICCC) has retained its relevance by propagating the virtues of trade, and by fostering trade relations between Canada and India. Cognizant of the immense potential of enhanced trade relations between Canada and India, the ICCC in 2012 organized the first trade mission to India comprising Canadian small businesses eager to benefit from globalization, and keen to explore trade opportunities in India.

It was an unqualified success. Subsequently, every January, the ICCC has led a successful trade mission to India that coincides with the Pravasi Bharatiya Divas celebrations. ICCC has been invited by the Indian government to participate in the PBD (7-9 January 2017) and Vibrant Gujarat 2017. ICCC becomes the partner organisation for the Vibrant Gujarat from January 10-13 at Gandhinagar.

With trade representing 60 percent of the Canadian economy, deepening commercial partnerships with Indian businesses is vital to Canada's economic growth; equally, trade with Canada offers Indian businesses a perspective on the wide-range of merchandise and services that Canada has to offer. Over the last five years since ICCC launched its trade missions to India, the Canada-India trade relations have matured considerable, and have acquired a broader base. While food-grains, potash and natural resources formed the bulk of Canada-India trade for many decades, in recent years, sunrise sectors such as information technology, education, and healthcare have also begun to dominate.

India Mission

The Indo-Canada Chamber of Commerce's (ICCC) 2017 India Mission will focus on both the traditional as well as the sunrise sectors. ICCC's President, Mr. Arun Srivastava, will be leading the mission from January 2 to January 14, 2017 to a whistle-stop tour of six Indian cities starting from Mumbai and ending in Delhi. In between, it will touch Kolkata, Hyderabad, Bengaluru, Ahmedabad and Gandhinagar. The focused sectors are Agriculture and Food Processing, Skill Development, Clean Technologies, Smart Cities and Health Care. India Mission 2017 will also have important decision-makers from Canada as delegates.

Highlights of the Program

The India Mission 2017 program includes meetings with India's largest and most influential trade bodies, including the Confederation of Indian Industry (CII), India-Canada Business Chamber (ICBC), Punjab Haryana and Delhi Chamber of Commerce & Industry (PHDCCI), Bengal Chamber of Commerce & Industry (BCCI), Federation of Indian Chamber of Commerce & Industry (FICCI), World Trade Centre (WTC) Mumbai, the All India Association of Industries (AIAI), and other key trade organizations. Additionally, led by the ICCC President, the delegation will be meeting the key decision makers in the Government of India. Meetings with these organizations will take various formats – including B2B meetings, networking receptions, luncheon, roundtables and briefings – to offer the delegation the most effective opportunities for business connections with Indian companies represented by these organizations.

Pravasi Bharatiya Divas 2017

The delegation will be attending the Pravasi Bharatiya Divas (PBD) in Bengaluru. Since 2003, the Pravasi Bharatiya Divas (Overseas Indians' Day) sponsored by Ministry of External Affairs, Government of India, is being celebrated on 9th January each year in India, to "mark the contribution of Overseas Indian community in the development of India". The day commemorates the arrival of Mahatma Gandhi in India from South Africa. During the event, individuals of exceptional merit are honoured with the prestigious Pravasi Bharatiya Samman Award to appreciate their role in India's growth. The event also provides a forum for discussing key issues concerning the Indian Diaspora.

PBD Mission:

In 2015, the Government decided to revise the PBD Convention and reenergize its engagement with Indian Diaspora. As a result, the PBD Convention will be held once in two years in India. In the intervening year, smaller, outcome based PBD Conferences will be organized in New Delhi on issues of concern to the Indian Diaspora. Through PBD Conferences the Government is proactively engaging with Overseas Indians, which is a significant constituency across globe. The PBD conferences enable an issue-based dialogue with the Indian Diaspora as opposed to sporadic event based connect.

Objectives of PBD 2017:

- PBD 2017 will focus on the theme "Redefining the engagement with the Indian Diaspora".
- To strengthen Diaspora engagement and provide a platform for networking with the Diaspora.
- To recognize the Diaspora's contribution to India and know their expectations and concerns.
- To deepen engagement with young Diasporas, to help them know more about their roots.

Vibrant Gujarat 2017

The members of the delegation will also participate in the Vibrant Gujarat convention in Gandhinagar. The event is an initiative of Gujarat state for investment promotion and advancement of economic and social development. The event will provide enormous prospects to the State to display its strengths, progressive stand, initiatives, investor friendly climate and culture of Gujarat.

The tentative program as well as information on hosting and participating organizations and description of delegates are given in succeeding pages. For more information, please contact us at indiamission@iccnonline.org, www.iccnonline.org



ACRONYMS

AIAI	All India Association of Industries	MNRE	Ministry of New & Renewable Energy
AIDS	Acquired Immune Deficiency Syndrome	MoEF	Ministry of Environment and Forests
AMRUT	Atal Mission for Rejuvenation and Urban Transformation	MoFPI	Ministry of Food Processing Industry
		MW	Mega Watt
ANDA	Abbreviated New Drug Application	NASSCOM	National Association of Software and Services Companies
AYUSH	Ayurveda, Yoga & naturopathy, Unani, Siddha and Homeopathy		
BCCI	Bengal Chamber of Commerce & Industry	NCR	National Capital Region
BJP	Bharatiya Janata Party	NDA	National Democratic Alliance
CAGR	Compound Annual Growth Rate	NGO	Non-Governmental Organisation
CEO	Chief Executive Officer	NITI	National Institute for Transforming India
CEPA	Comprehensive Economic Partnership Agreement	NRC	National Research Council (Canada)
		NRI	Non Resident Indian
CIHI	Canadian Institute for Health Information	NSDA	National Skill Development Agency
CII	Confederation of Indian Industries	NSDC	National Skill Development Corporation
CSD	Carbonated Soft Drinks	NSDF	National Skill Development Fund
DBT	Department of Bio-Technology	NSM	National Solar Mission
DIPP	Department of Industrial Policy and Promotion	NSQF	National Skills Qualification Framework
		NSSO	National Sample Survey Organisation
		OECD	Organisation for Economic Co-operation and Development
FDI	Foreign Direct Investment	PBD	Pravasi Bharatiya Divas
FICCI	Federation of Indian Chamber of Commerce & Industry	PCYF	Progressive Conservative Youth Federation
FIPA	Foreign Investment Promotion and Protection Agreement	PHC	Primary Health Care Centers
FKCCI	Federation of Karnataka Chamber of Commerce & Industries	PHDCCI	Punjab Haryana & Delhi Chamber of Commerce & Industries
GCCI	Gujarat Chamber of Commerce & Industries	PMJAY	Pradhan Mantri Jan Aushadhi Yojana
GDP	Gross Domestic Product	PSL	Priority Sector Lending
GIFT	Gujarat International Finance Tec-City Company Limited	R&D	Research and Development
GM	General Motors	RTD	Ready to Drink
GTA	Greater Toronto Area	SHP	Small Hydro Projects
HRMP	Human Resource Mobility Partnership	SME	Small and Medium Entrepreneurs
IBEF	India Brand Equity Fund	SNA	State Nodal Agencies
ICBC	India Canada Business Chamber	SPCBs	State Pollution Control Boards
ICCC	Indo Canada Chamber of Commerce	SSCs	Sector Skill Councils
ICT	Information and Communication Technology	SSDM	State Skill Development Missions
		SWM	Solid Waste Management
INR	Indian National Rupee	TNF	Tumour Necrosis Factor
IT	Information Technology	UK	United Kingdom
JAS	Jan Aushadhi Stores	ULB	Urban Local Bodies
JV	Joint Ventures	UNEP	United Nations Environment Program
MD	Managing Director	USA	United States of America
		VB	Vibrant Gujarat
		WHO	World Health Organisation
		WTC	World Trade Centre

Navdeep Bains

Federal Minister of Innovation, Science and Economic Development
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On behalf of the Government of Canada, I wish the Indo-Canada Chamber of Commerce every success on your economic mission to India.

For 40 years, the Chamber has forged strong ties between the people of Canada and India. I am grateful for your commitment to nurturing the partnership between our two countries.

As the son of Indian immigrants, I am proud that my family is among the more than one million Canadians who trace their roots back to India. Indeed, I was honoured to represent the Government of Canada on a recent economic mission to India.

Canada and India have a longstanding bilateral relationship built on shared traditions of democracy and pluralism. Our countries value the rich cultural diversity of our respective people. We must take advantage of that cultural diversity to develop stronger partnerships in business, research and education.

Specifically in the field of education, Canada is a destination of choice for India's young people. India is our number two source of international students and education is Canada's third-largest service export to India. We have a unique opportunity to forge even stronger ties between our two countries through this next generation of budding innovators and entrepreneurs.

Our Government believes that now is the time for partnerships and prosperity. To make Canada a location of choice for investors, our Government will dedicate \$218 million over the next five years to support the creation of a new agency to promote global investment that will create jobs and growth for middle-class Canadians.

Canada must also compete with other countries to attract the most talented people from around the world, which will enable Canadian firms to succeed in the global marketplace. Our Government's Global Skills Strategy will facilitate faster and more predictable access to global talent, especially for companies that are committed to increasing their investment in Canada to create more jobs for Canadians.

Canada and India have much to offer each other. I hope your mission will lay the foundation for long-lasting, valuable partnerships between our two countries. I look forward to learning about the results of your mission.

Navdeep Bains



Minister of
Small Business
and Tourism



Ministre de
la Petite Entreprise
et du Tourisme

Ottawa, Canada K1A 0H5

Hello everyone,

Thank you all for participating in this trade mission to India. This is an important piece of our Government's work in developing new business opportunities between our two countries while expanding existing business ties. I would also like to congratulate the Indo-Canadian Chamber of Commerce for organizing this important annual trip, as well as for its 40 years of service to our great nation's business community.

Last year, two-way trade and investment between our countries was \$13.7 billion. This special relationship between Canada and India is creating jobs and prosperity for the middle class in our respective countries – including for our small business entrepreneurs – and this is just the beginning, there is huge opportunity for much more.

Over 500 Canadian companies are currently doing business in India, and many more are making plans to do so. Similarly, Indian investors are seizing the opportunities that Canada's economy has to offer including, our low taxes, stable economic environment and highly educated workforce.

Indo-Canadians have infused our country with entrepreneurial spirit and promise. As the Indian middle class continues to grow and engage the world, there are opportunities for closer partnerships on innovation, research, trade and e-commerce. Think of the great potential these future consumers, creators and entrepreneurs will play in expanding our bilateral ties. My home of Waterloo is a shining example of what we can accomplish when we attract people and investments from around the world to work together.

You are all at the forefront of building on the strong relationship between our two countries, and for that you have my sincere gratitude.

Please accept my best wishes.

Sincerely,

The Honourable Bardish Chagger, P.C., M.P.
Leader of the Government in the House of Commons
Minister of Small Business and Tourism
Member of Parliament for Waterloo



HON. RONA AMBROSE, P.C., M.P.
L'HON. RONA AMBROSE, C.P., DÉPUTÉE
LEADER OF THE OFFICIAL OPPOSITION / CHEF DE L'OPPOSITION OFFICIELLE

January 4-14, 2017

Message from the Leader of the Official Opposition

I am delighted to extend my warmest personal greetings to everyone participating in the Indo-Canada Chamber of Commerce (ICCC) India Mission 2017.

Over the past decade, Canada and India have witnessed a remarkable growth in two-way trade and investment, people-to-people ties and bilateral cooperation. Under the leadership of former Prime Minister Stephen Harper, who visited in 2009 and 2012, Canada prioritized re-engaging with India. This resulted in an unprecedented number of ministerial visits, the opening of new trade missions and the signing of important agreements, including an historic nuclear cooperation agreement.

I am proud of the work we did to foster relations with India, including initiating talks towards a comprehensive economic partnership agreement. Prime Minister Narendra Modi's historic bilateral visit to Canada in 2015, the first by an Indian Prime Minister in four decades, was emblematic of our success. While we value the progress made, we recognize there is still vast unrealized potential for trade between our two countries.

Covering seven cities and multiple sectors, India Mission 2017 will undoubtedly build on these efforts. I know that you will have ample opportunities to forge new trade and commercial ties and gauge the business climate in some of India's most thriving markets. I salute the ICCC and all of this year's delegates for your commitment strengthening this important partnership.

On behalf of Canada's Official Opposition, please accept my best wishes for a successful mission.

Yours truly,

The Hon. Rona Ambrose, P.C., M.P.



Premier of Saskatchewan

Legislative Building
Regina Canada S4S 0B3

A Message from the Premier of Saskatchewan

I am very pleased to extend best wishes on behalf of the Government of Saskatchewan to the Indo-Canada Chamber of Commerce (ICCC) as it embarks on its 2017 mission to India.

The ICCC has been working for four decades to foster trade, investment and people-to-people linkages between Canada and India. The upcoming mission continues that important work with its visits to seven Indian cities and its focus on business opportunities in agriculture and food processing, skill development, clean technologies, smart cities and health care.

Saskatchewan's business and cultural ties with India are strong and deep. Our province is Canada's top exporter to India, accounting for more than 40 per cent of our country's total exports to India. We supply 90 per cent of India's lentil imports, more than 60 per cent of its pea imports and approximately 25 per cent of the potash used in India. Uranium from Saskatchewan is now part of India's electricity generation mix. Also, Indo-Canadians and Indian citizens are contributing to our Saskatchewan mosaic; India is the second-largest source country both for new immigrants to our province and for international students at our post-secondary institutions.

As a province of traders, Saskatchewan appreciates the role the ICCC plays in nurturing Canada-India relations. To the mission participants, I wish you good luck and good business.

Brad Wall
Premier

pcu-regina

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



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MESSAGE

I am glad to learn about the forthcoming visit of a trade delegation under the aegis of Indo-Canada Chamber of Commerce (ICCC) to India between 2 and 14 January 2017. As one of the largest and the oldest Indian diaspora organisations in Canada, ICCC is a unique instrument for promoting interaction between business communities of the two countries.

2. India's relations with Canada are multi-faceted and have prospered over the years. Both countries have enjoyed close and friendly bilateral relations which are rooted in shared values of pluralism, multiculturalism, rule of law and parliamentary democracy.

3. I appreciate the role of ICCC in strengthening trade links with India and the achievements of the Indo-Canadian community, who have excelled in every sphere of Canadian life.

4. I wish all success to the ICCC led trade delegation for a positive outcome contributing to the economic and overall relations between our two countries.

(Dinesh Bhatia)



I welcome the opportunity to actively participate in the 2017 Indo-Canada Chamber of Commerce's economic development trade mission to India.

Mississauga is home to an active, engaged and thoughtful Indian population which continues to invest back in our city as successful business owners, committed public servants, renowned academics, and dedicated volunteers. The Greater Toronto Area is home to more than 500,000 Indo-Canadians.

India is an important economic partner for our city, province and nation. Ontario has exported \$307 million in goods to India and imported \$1.6 billion in products from there. Bilateral trade between India and Canada has reached \$4.14 billion. India plans to invest over US \$1 trillion in infrastructure development to accommodate its fast-growing urban centres.

Mississauga is home to a number of Indian-based businesses, including: Air India; Ranbaxy Pharmaceutical Canada; the State Bank of India Canada; and Wipro Technologies. I single out these four companies as examples, because each is an important part of Mississauga's four key industry sectors, which include: information and communications technology; financial services; life sciences; and automotive and aerospace.

In fact, Mississauga is home to the second largest aerospace cluster in Canada and the second largest life sciences cluster as well. Last year, the University of Toronto Mississauga and the Mississauga Academy of Medicine held its first graduation ceremony of new medical doctors. These new professionals will add to our wealth of human capital, and further elevate the prominence of our life sciences industry.

In 2006, my predecessor Hazel McCallion embarked on an important trade mission to India. I am committed to building on Mayor McCallion's work through the Mississauga International Partnership Program Committee.

This Committee is identifying strategies and setting goals to elevate Mississauga's globally renowned reputation as a leading destination for entrepreneurs and established businesses to invest; develop and test new marketable concepts; expand service offerings; create local jobs; and achieve unrivalled success.

Strengthening connections with global communities will better prepare us to welcome international delegations of incoming trade missions to Mississauga. Working together, we will further promote economic development opportunities, the exchange of knowledge and best practices and celebrate a far greater appreciation and understanding of Canada and India's enriching cultural traditions and shared values.

Warmest Regards,

Bonnie Crombie, MBA, ICD.D
Mayor, City of Mississauga

ICCC Business Mission to India 2017

Arun Srivastava
Leader of the Delegation

President
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Arun Srivastava, CPA-CMA, MBA is the CEO & President of Paystation, a Canada wide Payment Technology Company. Paystation is primarily a provider of payment solutions to Canadian Banks and Businesses. Paystation also provides high security solutions for destruction of sensitive data primarily to the Government of Canada. Arun has expanded the business globally and is also the founder of InEscalate Corp., provider of cloud based Google for work solutions to the SME market.

Arun is a highly-respected Indo Canadian in the Greater Toronto Area and has actively contributed to numerous boards, committees, and community organisations. He is a philanthropist, staunch supporter and donor of many charities. Arun is the proud recipient of Planet Africa's Enterprise Award; Diversity Visionary Star; CIBC's Mid-Week South Asian Entrepreneur of the Year and Community Service Award.

Under his leadership, ICCC has introduced new initiatives in the chamber for the growth of ICCC corporate membership and he is determined to make the ICCC a vibrant organization for the promotion of business between Canada and India. Arun places emphasis on fostering the relations between Canada and India by initiating new programs of outreach, collaboration, and integration. He introduced a youth membership category to attract new members. He is also working to enable Indo-Canadians to integrate better into the Canadian mainstream for better contribution to the fabric of the Canadian society.



ICCC Business Mission to India 2017

Patrick Brown
Leader of the PC Party in Ontario

Leader of Ontario PC Party
Leader, Official Opposition
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Patrick Brown is elected Leader of the Progressive Conservative Party of Ontario. He ran on a platform of Party renewal, promising to grow the Party to over 100,000 members. A bigger Party membership is key to reconnecting the PC Party with the people of the province. Also critical, is reshaping the Party to give members a stronger voice in setting its priorities; and growing, training and nurturing a powerful, province-wide network of candidates, riding associations, volunteers and activists.

He served as a Vice President on the executive of the PC Party of Ontario and also served two terms as President of the Progressive Conservative Youth Federation (PCYF).

Patrick was first elected to Barrie City Council in 2000 and was re-elected in 2003 with 72% of the vote. In 2006, he beat an incumbent Liberal cabinet minister in the federal election and became the Member of Parliament for Barrie. He was re-elected in 2008 and 2011, each time increasing his share of the vote.

In 2011, Patrick was named Chair of the GTA and Central Ontario Caucus. He was also Chairman of the Canada-India Parliamentary Association and has made 15 trips to India, building relations with one of the world's fastest growing economies.

Patrick was named an honorary citizen of Gujarat by India's Prime Minister Narendra Modi, then Chief Minister of Gujarat. Patrick is also one of two honorary firefighters in the Province of Ontario, a testament to his commitment to working with the men and women who keep Ontarians safe.

Patrick studied political science at the University of Toronto before earning his LL.B from the University of Windsor. Prior to his first election, Patrick ran a law practice in downtown Barrie.

Patrick's dedication to enhancing healthcare access has seen him help raise nearly \$2 million dollars for the Royal Victoria Hospital in Barrie and charities, including JDRF, Autism Ontario, ALS Canada, Busby Street Centre, Talk is Free Theatre, and The Bill Wilkins Scholarship.

ICCC Business Mission to India 2017

Her Worship Ms. Bonnie Crombie
Mayor
City of Mississauga

In 2014, Bonnie Crombie was elected Mayor of Mississauga. Building regionally-integrated transit, igniting new economic development opportunities, and creating a more open, engaging and inclusive city, have been Mayor Crombie's leading policy priorities for Mississauga.

Mayor Crombie worked with Council to secure full-funding for the Hurontario-Main Light Rail Transit (LRT), the largest infrastructure project in Mississauga history.



Mayor Crombie serves as honorary chair of the Mississauga International Partnership Program Committee (MIPP), a new working group committed to leveraging Mississauga's cultural diversity and international contacts to attract foreign-direct investment.

Mayor Crombie launched the Innovation and Entrepreneurship Taskforce, which brings together leaders from business, the public sector and academia, to identify strategies to further transform Mississauga into a thriving hub for innovation, entrepreneurship and capital investment.

During Mayor Crombie's first year, she formed the Mayor's Advisory Board on Poverty and Homelessness which has a mandate to find practical solutions to combat homelessness, hunger, poverty, and address affordable housing challenges.

Mayor Crombie is a member of the Peel Regional Police Services Board, where she led the way to bring an end to the practice of street checks (carding).

Mayor Crombie is also a Director with Enersource, a local energy provider which serves 200,000 residential and commercial customers across Mississauga.

Prior to her election, Mayor Crombie served as the Ward 5 City Councillor, and previous to that, as Member of Parliament for Mississauga-Streetsville. Before entering public service, Mayor Crombie enjoyed a twenty-year career in business.

Mayor Crombie has an MBA from York University's Schulich School of Business and earned a Corporate Director's Certificate from the Institute of Corporate Directors at the Rotman School of Management. She attended St. Michael's College at the University of Toronto, earning an Honours Bachelor of Arts in political science and international relations. Mayor Crombie also studied French immersion at the Paris Sorbonne University.

Mayor Crombie was awarded the Queen's Diamond Jubilee Medal for her work in the community. She and her husband Brian have three children, Alex, Jonathan and Natasha, and a golden husky, Adonis. Bonnie speaks conversational French and Polish.

ICCC Business Mission to India 2017

Pappur Shankar
Vice President – Finance & SME
Indo Canada Chamber of Commerce

Pappur Shankar is a professional engineer in Ontario working as a Business Development Consultant in the engineering and manufacturing sector. He has over 25 plus years of experience in project management and Business development in Canada, UK, USA and Asia in the oil and gas/power/utility Capital engineering projects. Pappur has been bestowed by engineers of Canada as a Fellow and Professional engineers of Ontario as Order of Honor. (70,000 members)



Abu Becker
Vice President - Membership & Business Development
Indo Canada Chamber of Commerce

Abu Becker is the CEO of the Nrich Group, President of Airbond Travel and has recently been appointed as the Canadian representative of the NEST Group of India. A proven leader and serial entrepreneur, Abu is a true ambassador of the beneficial bilateral relationship between India and Canada. Abu has led twice the Indo Canada Trade Mission, alongside various Mayors, MP's, bureaucrats, policy makers and other entrepreneurs..



Devika Penekelapati
Vice President – Sponsorship, Events & Programs
Indo Canada Chamber of Commerce

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



ICCC Business Mission to India 2017

Kanwar Dhanjal
Director - Trade & Commerce, Affinity Programs
Indo Canada Chamber of Commerce

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







Nareshkumar Chavda
Director, Government Relations, Events and Membership
Indo Canada Chamber of Commerce





Nareshkumar Chavda is Practicing Immigration Law as an Immigration Consultant and President of Globayan Immigration Corporation head office located at Toronto, Canada and representative/s office in India. As an immigration consultant processed more than 1000+ immigration cases and dealing with many diplomatic missions abroad including High Commission & Consulate offices of various countries. He is invited by Ministry of External Affairs as Immigration law Expert to Pravasi Bharatiya Divas 2017 as Guest Speaker on topic to Improve Indian Consulate Services Worldwide. He is Director and General Secretary of NAIC (National Alliance of Indo Canadian), which organized Indian Prime Minister Narendra Modi's Community Outreach Event at Toronto on April 15 2015, attended by the then Canadian Prime Minister Stephen Harper, which also congregated over 470 organizations on one platform.










List of Delegates





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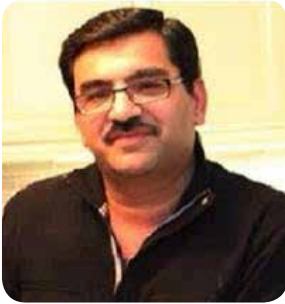

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28.	Patel, Pranav Barrister & Solicitor Patel Law Office 55 Town Centre Court Suite 700, Toronto Ontario M1P4X4 Canada Ph: 416 - 431 - 0005 Facsimile: 416 - 431 - 5553 E-mail: info@patellawoffice.ca www.patellawoffice.ca	Legal Services	

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Partners in Success

Indo-Canadian Business Chamber (ICBC)

Established in 1994, the Indo-Canadian Business Chamber is an India-based business organization with a mandate to improve trade and bilateral relations between India and Canada. It has chapters in major business cities in India, including Delhi, Ahmadabad, and Mumbai. As an ICCC partner in India, the ICBC has been working tirelessly towards creating an itinerary for this business mission with both logistical and substantive support. President Ritika Modi and ICBC COO Nadira Hamid will be hosting this business delegation on behalf of the Chamber.

Confederation of Indian Industry (CII)

The Confederation of Indian Industry is one of India's most influential and representative business organizations. Its membership represents a large-span of the Indian economic sector, including large multinational corporations, national industry and SMEs and it has a close relationship with key government Ministries in an advocacy, policy-development and advisory capacity. Its current mandate focuses on "Business for Livelihood," which looks to marry business ventures with grassroots development and growth. Its involvement with this business mission is in two important areas. First, the CII will be co-hosting a business luncheon with participants for networking and discuss issues of bilateral investment and trade. Second, the CII will place special importance on the challenges and interests specific to the SME sector.

World Trade Centre, Mumbai

More than a building or an organization, the World Trade Centre (WTC) brings together business and government agencies involved in international trade, provides essential trade services and stimulates the economy of the region it serves. WTC puts all the services associated with global commerce under one roof and its address gives a business prime and continuous access to resources essential for success in world trade. A World Trade Center in any city is a business shopping center, complementing and supporting the existing services of private and government agencies. A WTC offers its members and tenants a wide range of facilities and services. Since WTC services are reciprocal, members can access them at all operating WTCs around the world.

All India Association of Industries (AIAI)

All India Association of Industries (AIAI) was established in 1956, to serve as an organization to represent India's commercial capital in its liaison with government, other businesses and in international trade. Since then, the AIAI has a direct membership of 1400 companies and indirect membership of 30,000 companies through its affiliations with various global trade bodies. In particular, 70 per cent of this membership is in the SME sector. The AIAI's mandate offers three major services to its members: networking, advocacy and representation in international delegations. Examples of these activities are represented in the AIAI vast offerings of trade fairs, seminars, trade delegations and business meetings. The Indo-Canada Chamber of Commerce is anticipating a fruitful relationship and a successful networking event with the AIAI as a representative body for business in India's financial capital, Mumbai.

Federation of Indian Chamber of Commerce & Industry (FICCI)

Established in 1927, FICCI is the largest and oldest apex business organization in India. Its history is closely interwoven with India's struggle for independence, its industrialization, and its emergence as one of the most rapidly growing global economies. FICCI has contributed to this historical process by encouraging debate, articulating the private sector's views and influencing policy. A non-government, not-for-profit organization, FICCI is the voice of India's business and industry.

Gujarat Chamber of Commerce & Industry (GCCI)

Founded in 1949, the Gujarat Chamber of Commerce & Industry (GCCI) works to create and sustain an environment conducive to the growth of industry and trade in Gujarat. With 2800 direct members, which include over 160 Trade and Industry associations and leading Chambers of Commerce of the State. In its efforts to promote economic growth of the country and the state, Gujarat Chamber of Commerce and Industry has, over the years, initiated several focused and meaningful dialogues covering various micro and macroeconomic aspects of development.

Bengal Chamber of Commerce and Industry (BCC&I)

The Bengal Chamber of Commerce and Industry was set up in 1853. However, the Chamber's origins date back to 1833 when its founding forefathers came together to form the first association of its kind in the country, which was later formalized as the Bengal Chamber. For the last one and a half centuries, the Chamber has played a pioneering role as a helmsman, steering the evolution of Commerce and Industry in India. The Chamber is deeply involved in areas like Healthcare, Education, Energy and Environment, Information Technology, Finance and Banking, Corporate Governance, MSME Development, Manufacturing, Infrastructure, Tourism - to name a few and has now assumed a multi-faceted role.

PHD Chamber of Commerce and Industry (PHDCCI)

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

Telangana Chambers of Commerce and Industry (TECCI)

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





Agriculture and Food Processing

Agriculture and Food Processing

This report examines the Food Processing sector both in Canada and India, and the possibilities of collaborations in the sector between Canadian and Indian companies. It is a compilation based on secondary research of sector reports available in the public domain.

Food and beverage processing is the largest manufacturing industry in Canada in terms of value of production, and is an essential channel for Canadian agricultural products. It is a key economic sector, connecting producers to consumers and touching the lives of all Canadians, directly or indirectly.

Food processing industry is one of the largest industries in India, accounting for about 32 per cent of India's food market, and is ranked fifth in terms of production, consumption, export and expected growth. India's domestic food market was pegged at US\$258 billion in 2015, and processed food accounted for 35% of the total food market. It is a sunrise sector in India, with 42 mega food parks being set up with an allocated investment of INR 98 Billion in 2015.



Canadian scenario

According to Agriculture and Agrofood Canada, the food and beverage processing industry is the second largest manufacturing industry in Canada in terms of value of production with shipments worth \$105.5 billion in 2014; it accounts for 17% of total manufacturing shipments and for 2% of the national Gross Domestic Product (GDP). It's the largest manufacturing employer and provides employment for 246,000 Canadians.

Some of the salient features of the sector are presented in the statistical information here:

- It supplies approximately 75% of all processed food and beverage products available in Canada and is the largest buyer of agricultural production.
- Exports of processed food and beverage products stood at \$27.8 billion in 2014, an increase of 9.8% over 2013; accounting for 26% of production value.
- Canadian processed food and beverage products are exported to some 190 countries with a significant proportion exported to a few countries.

In 2014, 89% of the total went to six major markets:

- ▷ United States (71%)
 - ▷ China and Japan (7% and 6% respectively)
 - ▷ Mexico, Russia and South Korea (2.1%, 1.6% and 1.3% respectively)
- Between 1995 and 2009, the trade balance in processed food and beverage products was positive and peaked at \$5 billion in 2004. With the rise in the Canadian dollar, it declined annually between 2004 and 2009, when the balance of trade reflected a record deficit of \$1.9 billion. The trade balance returned to a positive value of \$0.2 billion in 2011 and since then has dipped back down to a deficit of \$1.2 billion in 2014.
 - Food manufacturing (excluding beverage) has maintained a positive trade balance since 1995 and stood at \$2.6 billion in 2014. On the other hand, beverage manufacturing has had a declining trade balance since 1997, with a deficit of \$3.8 billion in 2014.
 - The largest food and beverage processing industry is meat product manufacturing which accounted for 25% of all shipments and \$26.3 billion in 2014. Dairy product manufacturing is the second largest industry with sales of \$17.3 billion, followed by grain and oilseed milling with sales of \$10.6 billion.

Other industries include:

- Beverage manufacturing (\$10.4 billion)
- Bakeries and tortilla manufacturing (\$8.4 billion)
- Animal food manufacturing (\$7.5 billion)
- Fruit and vegetable preserving, and specialty food manufacturing (\$7.3 billion)
- Seafood product preparation and packaging (\$4.6 billion)
- Sugar and confectionery product manufacturing (\$4.1 billion)
- Other food manufacturing (\$9.1 billion)

Indian scenario

According to the latest (November 2016) India Brand Equity Fund (IBEF) report, the Indian food industry is poised for huge growth, increasing its contribution to world food trade every year. In India, the food sector has emerged as a high-growth and high-profit sector due to its immense potential for value addition, particularly within the food processing industry.

The food industry, which is currently valued at US\$ 39.71 billion! is expected to grow at a Compounded Annual Growth Rate (CAGR) of 11 per cent to US\$65.4 billion by 2018. Food and grocery account for around 31 per cent of India's consumption basket.

Accounting for about 32 per cent of the country's total food market, The Government of India has been instrumental in the growth and development of the food processing industry. The government through the Ministry of Food Processing Industries (MoFPI) is making all efforts to encourage investments in the business. It has approved proposals for joint ventures (JV), foreign collaborations, industrial licenses and 100 per cent export oriented units.

Market size

The Indian food and grocery market is the world's sixth largest, with retail contributing 70 per cent of the sales. Food has also been one of the largest segments in India's retail sector, which was valued at US\$ 490 billion in 2013. The Indian food retail market is expected to reach Rs 61 lakh crore (US\$ 894.98 billion) by 2020.

The Indian food processing industry accounts for 32 per cent of the country's total food market, one of the largest industries in India and is ranked fifth in terms of production, consumption, export and expected growth. It contributes around 14 per cent of manufacturing Gross Domestic Product (GDP), 13 per cent of India's exports and six per cent of total industrial investment. Indian food service industry is expected to reach US\$ 78 billion by 2018. The Indian gourmet food market is currently valued at US\$ 1.3 billion and is growing at a Compound Annual Growth Rate (CAGR) of 20 per cent. India's organic food market is expected to increase by three times by 2020. The online food ordering business in India is in its nascent stage, but witnessing exponential growth. The organised food business in India is worth US\$ 48 billion, of which food delivery is valued at US\$ 15 billion. With online food delivery players like FoodPanda, Zomato, TinyOwl and Swiggy building scale through partnerships, the organised food business has a huge potential and a promising future.

Investments

According to the data provided by the Department of Industrial Policies and Promotion (DIPP), the food processing sector in India has received around US\$ 6.82 billion worth of Foreign Direct Investment (FDI) during the period April 2000-March 2016. The Confederation of Indian Industry (CII) estimates that the food processing sectors have the potential to attract as much as US\$ 33 billion of investment over the next 10 years and also generate employment of nine million person-days. Mr Tomasz Lukaszuk, the Ambassador of the Republic of Poland had also highlighted the keen interest shown by Polish companies looking for opportunities in India to expand collaboration and invest food processing.



Beverages sector

In Canada

The Canadian soft drink manufacturing industry makes and bottles non-alcoholic carbonated beverages, including fruit flavoured beverages, colas, ginger ales, ginger beers, root beers, bottled or canned iced tea and iced coffee, soda waters, tonic waters and other mixers. While the term “soft drinks” sometimes means different things to different people, for the purposes of this profile these soft drink beverages are referred to as carbonated soft drinks (CSDs). The industry also makes other non-alcoholic beverages, including but not limited to, iced tea, iced coffee, dairy-based beverages, fruit juices and fruit drinks, bottled water, sports drinks and energy drinks.

The Canadian carbonated soft drink industry was historically based on a franchise system which characterized the CSD industry worldwide. The system provided a bottler with a defined market area and exclusive manufacturing and distribution rights for certain CSD brands within that area. The bottler was restricted to purchasing the proprietary formula concentrates and/or syrups from a single source - the franchise company (franchisor) which held the registered trademarks of a number of CSD brands.

The franchisor established pricing policies and provided overall marketing and brand promotion support. During recent decades, however, the major brand-owning CSD firms have been buying their former franchisee-bottlers, so that few independent bottlers remain today.

The industry serves primarily the domestic market. Although CSD sales account for a major portion of the non-alcoholic beverage market, they have remained relatively flat or decreased over the past few years. A trend toward healthier beverage choices by Canadian consumers has caused the carbonated soft drinks (CSDs) industry to seek new ways to capitalize on the market.

Soft drink multinational corporations are bringing more alternative drinks to market. Many of these beverages, such as sports drinks, energy drinks, retail PET water, single-serve fruit drinks, juices, sparkling water, premium soda, dairy beverages, and ready-to-drink (RTD) tea and coffee promise more than quenching thirst; they offer extra energy, essential vitamins and more “cachet”. The Canadian Soft Drink and Ice Manufacturing industry represented 4.8% of the total value of sales of goods manufactured by the food and beverage industry, 4.5% of employment in the sector, and 3.2% of the number of food and beverage plants in 2009.

In India

The beverage industry in India constitutes of around US\$ 230 billion among the US\$ 65 billion food processing industry. The major sectors in beverage industry in India are tea and coffee which are not only sold heavily in the domestic market but are also exported to a range of leading overseas markets. Half of the tea and coffee products are available in unpacked or loose form. Among the hot beverages manufactured in India, tea is the most dominant beverage that is ruling both the domestic and international market even today. The supply of tea and coffee is insurmountable in the Indian beverage industry.

The taste factor in tea varies according to the taste of individuals in different countries and the beverage companies in India manufacture the products in accordance with the taste of the individuals. For example, the inhabitants in the southern parts of India prefer dust tea whereas the inhabitants in the western part of India prefer loose tea. The Southern India also prefers coffee a lot. The production capacity of the total packaged coffee market is 19,600 tonnes which is approximately a US\$ 87 million market. The soft drink market such as carbonated beverages and juices constitutes around US\$ 1 billion producing 284 million crates per year.

In the peak season, the consumption capacity reaches 25 million crates per month and during off season the same goes down to 15 million crates in a month. Pepsi and Coca cola are the two leading brands in the Indian market. The mineral water market in India is a US\$ 50 billion industry and produces 65 million crates. Around 4.9 million crates is usually consumed each month but it rises to 5.2 million crates in the peak season.

Fruit juices, pulp and concentrates, and sauces or ketchups are doing very well in the beverage market in India for the past few years. Various milk products, health beverages, beer, and country liquors have also been contributing largely in the rising demand of beverages in India. The leading beverage companies in India are also exporting various products especially tea and coffee to the international markets every year.

Tea and coffee have registered an excellent growth in the Indian beverage market as these are the most preferred drinks purchased excessively around the world. Among all the leading beverage companies in India, Coca cola has accounted for a thriving growth since its inception. It occupies around 60 percent of the carbonated drink sector in the Indian beverage industry. Another predominant brand in beverages is Nestle India Limited which occupies 61.85 percent of the total Nestle S.A. Switzerland. The Nestle products are hugely exported to Russia apart from selling in the domestic market.

Sectoral policy and regulations in India

Hundred percent FDI is permitted in the automatic route for most food products in India. Food processing is recognised as a priority sector in the new manufacturing policy in 2011. Government had announced setting up of special fund of INR 2,000 Crore (1 crore = 10 million) in the Financial year 2014-15 in NABARD (agricultural promotion agency) for extending affordable credit to designated food parks and the individual processing units in the designated food parks at concessional rates. The fund is being continued in 2015-16.

Reserve Bank of India has classified loan to food & agro-based processing units and Cold Chain under Agriculture activities for Priority Sector Lending (PSL) subject to aggregate sanctioned limit of INR 100 Crore per borrower. It will ensure greater flow of credit to entrepreneurs for setting up of food processing units and attract investment in the sector.

Investment Opportunities

According to the data provided by the Department of Industrial Policies and Promotion (DIPP), the food processing sector in India has received around US\$ 6.55 billion worth of Foreign Investments during the period April 2000—September 2015. The Confederation of Indian Industry (CII) estimates that the food processing sectors have the potential to attract as much as US\$ 33 billion of investment over the next 10 years and also generate employment of nine million person-days. Investment in food start-ups, which mainly include food ordering apps, has increased by 93 per cent to US\$ 130.3 million comprising 17 deals in 2015 till September 2015 as against only five deals in 2014.

Foreign investors who are already in India are: Kraft (USA), Mars (USA), Nestle (Switzerland), McCain (Canada), Danone (France), Ferrero (Italy), Del Monte (USA), Kagome (Japan), Kelloggs (USA), Pepsi (USA), Unilever (Anglo Dutch), Perfetti (Italy), Cargill (USA), Coca Cola (USA), Hershey (USA), among others.

The government agencies that regulate the sector include: Ministry of Food Processing Industries, Food Safety and Standards Authority of India, Agriculture and Processed Foods Export Development Authority, National Institute for Food

Technology and Entrepreneurship Management, All India Food Processors Association, Commodity Boards under the Ministry of Commerce and the Ministry of Agriculture/Ministry of Food Processing: coffee, tea, spice, meat and grapes.

Canada-India collaboration

Canada and India have been collaborating proactively in this sector. In addition, academic and business organizations have been collaborating to create a platform where ideas on policy can be discussed with a view to enable a more collaborative approach between businesses in the two countries in this sector.

The ICCC has been in the forefront in representing interests of both Canadian and Indian businesses in this sector. Its past presidents have represented the sector at the highest forums including parliamentary committees that examined broader issues of bilateral trade.

Trade between Canada and India in the agriculture and agri-food sector is expected to rise exponentially in the near future. India's growing economy and the rising consuming class will propel this growth. The trade will also move towards non-traditional subsectors such as food processing, storage and cold chain construction and management. The trade impediments – tariff and non-tariff barriers – that exist at present will hopefully be addressed by the on-going CEPA negotiations and pave the way for more enhanced trade in the sector.

Canadian exporters will continue to face stiff competition especially from exporters of countries that deal with the same set of products and are in close geographical proximity to India. In future, product innovation and experimenting with new products such as canola oil and blends of canola with locally popular vegetable oils may be the way forward.



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Health Care



Health care

Health care is a subsector of Life Sciences sector that also includes biotechnology, pharmaceuticals, and medical devices and equipment. This analysis focuses on the Canadian and Indian health care sector, and is based on secondary research available in the public domain.

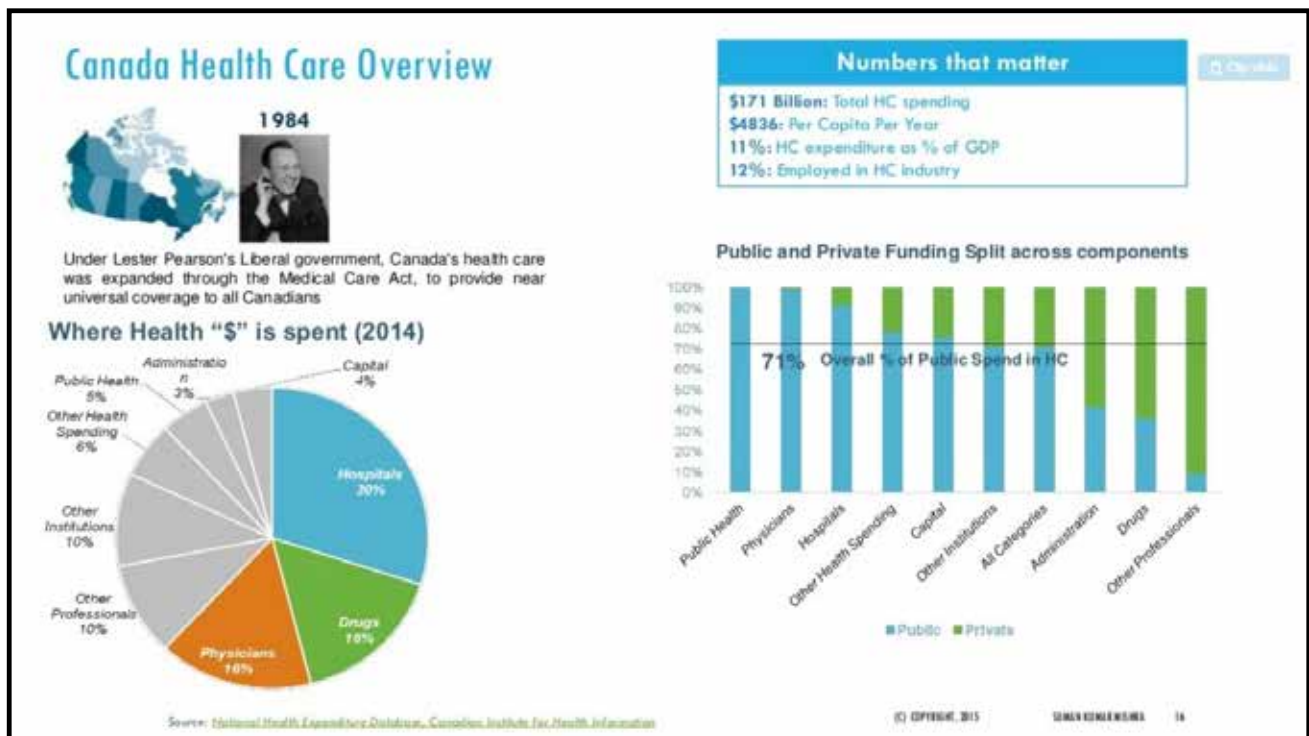
Health care in Canada

Health spending in Canada was forecast to reach \$228 billion or \$6,299 per Canadian in 2016, according to the Canadian Institute for Health Information (CIHI). CIHI's report National Health Expenditure Trends, 1975 to 2016 shows that the rate of growth of total health expenditure in 2016 is expected to be 2.7%. This increase will not keep pace with the rate of inflation and population growth combined — a continuation of a trend that began in 2011.

"The slow economic conditions Canada has experienced this decade have contributed to slower growth in health spending," said Michael Hunt, CIHI's director of Health Spending and Strategic Initiatives. "With population growth, an aging population and continuing health-sector inflation, the sustainability of Canada's modest rate of growth in health spending remains an issue to monitor. Health care dollars need to be spent strategically to meet increasing demands on Canada's systems."

Compared with overall slow growth in health spending, public drug program spending increased 9.2% from 2014 to 2015, as the companion report Prescribed Drug Spending in Canada, 2016 shows. Almost two-thirds of the growth in 2015 was due to the introduction of new drugs used to treat hepatitis C. Drug program spending still increased by 3.6%, though, when spending on these drugs was excluded.

"In addition to the introduction of new drugs, we're also seeing a reduced impact of patent expirations and generic pricing policies compared with previous years," said Michael Gaucher, CIHI's director of Pharmaceuticals and Health Workforce Information Services. "While the savings achieved persist, they are no longer leading to significant reductions in year-over-year growth."



National Health Expenditure Trends, 1975 to 2016

Hospitals, drugs and physicians have been the top 3 categories of health spending in Canada over time. In 2014, the

latest year for which actual expenditure data is available, they accounted for more than 60% of all health expenditures:

- Hospital costs accounted for 29.5% of Canadian health expenditures;
- Drugs made up 16.0% of health spending (prescribed drugs: 13.6%; non-prescribed drugs: 2.4%); and
- Physician costs represented 15.3% of health expenditures.

Prescribed Drug Spending in Canada, 2016

- In 2014, \$12.5 billion (42.6%) of prescribed drug spending was financed by the public sector.
- Individuals for whom public drug programs paid \$10,000 or more toward drug costs represented 2.1% of beneficiaries but accounted for 33.5% of public drug spending.
- Tumour necrosis factor alpha inhibitors (anti-TNF drugs), a biologic drug class used to treat conditions such as rheumatoid arthritis and Crohn's disease, accounted for the highest proportion (8.2%) of public drug program spending.
- Hepatitis C drugs accounted for 95.7% of spending on the "other antivirals" drug class, which ranked second in spending. Other antivirals contributed almost two-thirds (61.4%) of overall growth in public drug program spending even though significant claims for the new hepatitis C drugs did not appear until the second quarter of the year in most jurisdictions.

Across the provinces

National Health Expenditure Trends, 1975 to 2016

- Total health expenditure per capita is expected to be highest in Newfoundland and Labrador (\$7,256) and Manitoba (\$7,120) in 2016.
- The lowest per-person expenditures are forecast for Quebec (\$5,822) and Ontario (\$6,144).

Prescribed Drug Spending in Canada, 2016

- In 2014, the public share of prescribed drug spending varied among provinces, ranging from 29.8% in New Brunswick and 33.0% in Prince Edward Island to 45.5% in Quebec and 49.9% in Saskatchewan.

International comparisons

National Health Expenditure Trends, 1975 to 2016

- In 2014, the latest year for which internationally comparable data is available, Canada (CA\$5,543) was one of the highest per-capita spenders on health care among countries in the Organisation for Economic Co-operation and Development (OECD), comparable to the Netherlands (CA\$6,505), France (CA\$5,384) and Australia (CA\$5,187). The United States (CA\$11,126) remained the highest-spending country on health care per person among OECD countries.
- Canada's per-capita spending and spending as a share of gross domestic product were both higher than the OECD average, while the public-sector share of total health expenditure was below the OECD average.
- Drugs constitute a large category of health expenditure across OECD countries, accounting for, on average, almost a fifth of total health care spending. Canada spent CA\$952 on drugs per capita in 2014, less than the United States (CA\$1,371) but more than most other OECD countries. Canada, with a public share of 36%, was among the countries with the lowest share; this has been stable in recent years.

The Canadian life sciences sector is an important contributor to Canada's innovation economy, engaging in creating the medical innovations that will improve health care delivery and patient care in Canada and abroad.

In terms of numbers, Canada's public spending on health care has risen at a high rate over the past decade, raising concerns about the sustainability of the country's health care system. Total Canadian spending on health care in 2013 amounted to an estimated US\$206 billion, or 11.3 percent of gross domestic product (GDP).

Spending is forecast to rise by an average of 4.5 percent a year (in nominal local-currency terms) in 2014-2018, to US\$464.3 billion. Health care's share of Canadian GDP is expected to increase marginally by 2018, to 11.6 percent. Public funding accounts for around 71 percent of Canada's total health care spending. Most of the rest is split between private insurers (13 percent) and consumers' out-of-pocket (OOP) expenses (14 percent).

Composition

The Canadian health care industry spans the research, development and manufacturing continuum. Industry players include small and medium-sized companies developing diagnostics, biopharmaceuticals, pharmaceuticals and medical devices, as well as global companies with research, development and manufacturing operations in Canada, serving both domestic and international markets. Contract service providers in Canada provide industry support for research and development, clinical trials and manufacturing. Canada's world-class health research institutions and research networks are integral partners in research and knowledge translation.

Share of GDP

Given the significance of health care's share of Canada's GDP and broader fiscal constraints in the country, the focus has shifted from total spend to relative value being realized from public investment in the health system. Also, global comparative reports suggest that other industrialized countries similar to Canada are realizing better health and system outcomes from government investment in health.

Canada's health care system is primarily, but not exclusively, publicly funded and publicly delivered. High-level national health policy is set by the federal government, and partially funded through macro transfer payments to the provinces and territories. However, the provincial and territorial governments play a significant role in health policy, funding, system oversight, and administration. The result is a national framework for health with discrete, separately designed and administered provincial/territorial health systems addressing population needs.

Public spending

While public funding and open access to health is a Canadian tenant, the important role of private providers should not be overlooked. Private providers are a meaningful part of the health delivery system providing both publicly and privately funded services to Canadians. As health systems seek solutions to pressing challenges in meeting escalating health demands with limited resources, there is an emerging focus on seeking new models beyond the traditional public models in place across the country.

This focus is not on privatization of the health system but rather social innovation whereby novel approaches are being considered in health and human services which maintain social values of access and equity, while delivering improved outcomes through alternative business models involving public, private, and non-profit sectors.

Delivery mechanisms

Canada's public health system is experiencing service demand increases resulting from the advance of chronic diseases and an aging population. To address these issues, early stages of population management are emerging with a focus on key population segments and the resulting shift from episodic care to alternative approaches to managing longitudinal needs across settings of care with expectations for outcomes not volumes/outputs.

This is requiring government and health providers to shift funding models and delivery models. Simultaneously, citizen expectations continue to increase, driving the need for care that is personal, innovative, and reflects engagement of the citizen in their health management. This is a significant cultural shift from "doing to" patients to "partnering with" individuals in their health management; the culture shift is equally significant for health professionals as it is for patients and their caregivers and is expected to be a long journey.

Meeting health demands will be an ongoing challenge, as Canada's supply of doctors, nurses, hospital beds, and acute care beds is quite low relative to the size of its population compared with other OECD economies. There were 1.9 doctors per 1,000 population in 2011, and 2.1 hospital beds for the same population size. This combined with fiscal constraint requires new models of service delivery to shift the demands on limited health human resources and acute resources to other settings of care and care providers.

A shift to outcomes-based, patient-driven health care and increasing pressure to demonstrate value for money spent are all major drivers of change in Canada. Government and health system leaders are focusing on advancing innovation and productivity as catalysts to addressing systemic challenges. The Canadian health system has a strong clinical, research, education, and administrative foundation to build upon. These strengths have fostered research discovery and front-line innovation in care delivery and clinical practices. The challenge remains to spread those innovations and accelerate adoption to advance health systems' change and realize improved outcomes at a population level.

Health care in India

Health care has become one of India's largest sectors - both in terms of revenue and employment. Health care comprises hospitals, medical devices, clinical trials, outsourcing, telemedicine, medical tourism, health insurance and medical equipment. The Indian health care sector is growing at a brisk pace due to its strengthening coverage, services and increasing expenditure by public as well private players.

According to the Canadian Trade Commissioner Service in India's report on Life Science sector in India, the health care sector in India will grow to US\$160 Billion in 2017 from US\$ 81 Billion in 2014. The sector is growing at 15% CAGR. There is substantial demand for high quality and specialty healthcare services in smaller cities and towns of India. A rise in the number of hospitals and the increased requirement for healthcare facilities has led to demand for sophisticated medical devices and equipment. Most high end medical devices such as implants and imaging equipment are imported by India or are locally manufactured by multinational companies.

Despite exhibiting strong growth rates, the market remains disproportionately small and faces the problem of lower budgetary allocation. However, factors such as greater share of healthcare in budgetary allocation, increasing healthcare expenditure, changing demographic profiles and greater spread of health insurance present a lot of scope for future development.

India is a land full of opportunities for players in the medical devices industry. The country has also become one of the leading destinations for high-end diagnostic services with tremendous capital investment for advanced diagnostic facilities, thus catering to a greater proportion of population. Besides, Indian medical service consumers have become more conscious towards their health care upkeep.

India's competitive advantage also lies in the increased success rate of Indian companies in getting Abbreviated New Drug Application (ANDA) approvals. India also offers vast opportunities in R&D as well as medical tourism. To sum up, there are vast opportunities for investment in health care infrastructure in both urban and rural India.

Indian health care delivery system is categorised into two major components - public and private. The Government, i.e. public health care system comprises limited secondary and tertiary care institutions in key cities and focuses on providing basic health care facilities in the form of primary health care centres (PHCs) in rural areas. The private sector provides majority of secondary, tertiary and quaternary care institutions with a major concentration in metros, tier I and tier II cities.

India's competitive advantage lies in its large pool of well-trained medical professionals. India is also cost competitive compared to its peers in Asia and Western countries. The cost of surgery in India is about one-tenth of that in the US or Western Europe.



Market Size

The overall Indian health care market is worth around US\$ 100 billion and is expected to grow to US\$ 280 billion by 2020, a Compound Annual Growth Rate (CAGR) of 22.9 per cent. Health care delivery, which includes hospitals, nursing homes and diagnostics centres, and pharmaceuticals, constitutes 65 per cent of the overall market. The Health care Information Technology (IT) market which is valued at US\$ 1 billion currently is expected to grow 1.5 times by 2020.

Deloitte Touche Tohmatsu India has predicted that with increased digital adoption, the Indian health care market, which is worth around US\$ 100 billion, will likely grow at a CAGR of 23 per cent to US\$ 280 billion by 2020.

Over 80 per cent of the antiretroviral drugs used globally to combat AIDS (Acquired Immuno Deficiency Syndrome) are supplied by Indian pharmaceutical firms.

There is a significant scope for enhancing health care services considering that health care spending as a percentage of Gross Domestic Product (GDP) is rising. Rural India, which accounts for over 70 per cent of the population, is set to emerge as a potential demand source.

India requires 600,000 to 700,000 additional beds over the next five to six years, indicative of an investment opportunity of US\$ 25-30 billion. Given this demand for capital, the number of transactions in the health care space is expected to witness an increase in near future. The average investment size by private equity funds in health care chains has already increased to US\$ 20-30 million from US\$ 5-15 million.

A total of 3,598 hospitals and 25,723 dispensaries across the country offer AYUSH (Ayurveda, Yoga & Naturopathy, Unani, Siddha and Homoeopathy) treatment, thus ensuring availability of alternative medicine and treatment to the people.

The Indian medical tourism industry is pegged at US\$ 3 billion per annum, with tourist arrivals estimated at 230,000. It is expected to reach US\$ 6 billion by 2018, with the number of people arriving in the country for medical treatment set to double over the next four years. With greater number of hospitals getting accredited and receiving recognition, and greater awareness on the need to develop their quality to meet international standards, Kerala aims to become India's health care hub in five years.

Government initiatives and investments

The hospital and diagnostic centres attracted Foreign Direct Investment (FDI) worth US\$ 3.59 billion between April 2000 and March 2016, according to data released by the Department of Industrial Policy and Promotion (DIPP).

India's universal health plan that aims to offer guaranteed benefits to a sixth of the world's population will cost an estimated ₹1.6 trillion (US\$ 23.72 billion) over the next four years.

Some of the major initiatives taken by the Government of India to promote Indian health care industry are as follows: The government has announced that 3,000 Jan Aushadhi Stores (JAS) will be opened under Pradhan Mantri Jan Aushadhi Yojana (PMJAY) across the country by the end of March 2017.

The Ministry of Science & Technology has launched the innovative and indigenously developed fecal incontinence management system 'Qora', which was developed by M/s. Consure Medical under Department of Biotechnology (DBT), Ministry of Science & Technology supported Bio design Programme.

The Union Cabinet has approved signing of an agreement with the World Health Organisation (WHO) under which WHO will develop technical documents on traditional medicines which is expected to lead to better acceptance of Indian systems of medicines at an international level.

The NITI Aayog (National Institute for Transforming India) seeks to bring reforms in India's public health system like outsourcing primary health care to private doctors and promoting competition between government and private hospitals at the secondary level.

Provisions made in the Union Budget 2016-17:

- National Dialysis Services Programme to be initiated to provide dialysis services in all district hospitals to accommodate the increasing demand for dialysis session
- A new health protection scheme for health-cover up to ₹1 lakh (US\$ 1,504) per family.
- Setting up 3,000 medical stores across the country to provide quality medicines at affordable prices.
- Senior citizens will get additional health care cover of ₹ 30,000 (US\$ 441) under the new scheme
- Pradhan Mantri Jan Aushadhi Yojana to be strengthened, 3000 generic drug store to be opened
- Government of West Bengal has introduced G1 Digital Dispensary, which aims to provide people from rural areas access to primary health care services.
- A unique initiative for health care 'Sehat' (Social Endeavour for Health and Telemedicine) has been launched at a government run Common Service Centre (CSC) to empower rural citizens by providing access to information, knowledge, skills and other services in various sectors through the intervention of

- digital technologies and fulfilling the vision of a 'Digital India'.
- India and Sweden celebrated five years of Memorandum of Understanding (MoU). The cooperation in health care between India and Sweden will help in filling gaps in research and innovative technology to aid provisioning of quality health care.
- All the government hospitals in Andhra Pradesh would get a facelift with a cost of ₹45 crore (US\$ 6.67 million), besides the establishment of 1,000 generic medical shops across the State in the next few months.
- Mission Indradhanush launched by Mr JP Nadda aims to immunise children against seven vaccine preventable diseases namely diphtheria, whooping cough, tetanus, polio, tuberculosis, measles and hepatitis B by 2020. Government has set a target of 95 per cent immunisation cover by end of 2016.
- The E-health initiative, which is a part of Digital India drive launched by Prime Minister Mr Narendra Modi, aims at providing effective and economical health care services to all citizens. The programme aims to make use of technology and portals to facilitate people maintain health records and book online appointments with various departments of different hospitals using eKYC data of Aadhaar number.

Canada-India collaboration in health care

Canada can help India to move from an out-of-pocket to universal financed healthcare system to ensure healthcare for all class brackets. Indian health care system will require the convergence of action by financing institutions and political leadership. However, the growth of medical tourism in India is growing and patients from Europe and North America are moving to India for their treatment especially in heart related surgeries and other cosmetic surgeries which are cheaper in India as compare to other countries.

The government's low spending on health care places much of the burden on patients and their families, as evidenced by the country's out-of-pocket (OOP) spending rate, one of the world's highest. According to the World Health Organization (WHO), just 33 percent of Indian health care expenditures in 2012 came from government sources. Of the remaining private spending, around 86 percent was OOP.

Several public health insurance systems exist, such as state-level employee insurance for industrial workers and the central government's health care plan for civil servants. Large companies also operate employee health policies. While health insurance penetration in India is increasing, it has been proposed that better accessibility to quality health care could be made possible by extending coverage to all employees in the private sector and by offering inexpensive health plans for the poor. This way, people can have full coverage for themselves, their families and elders.



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Innovation + Stability = Profitability

If you are looking for a dynamic and prosperous country in which to invest, innovate, grow or expand your business on the world stage, Think Canada!

Canada welcomes foreign business investments and offers many competitive advantages:

A welcoming business environment

Canada is the best country in the G20 to do business, according to both Forbes and Bloomberg. (Forbes and Bloomberg)

A highly educated workforce

Canada's workforce is the most highly educated among members of the OECD, with half of its working-age population having a tertiary level education. (Organisation for Economic Co-operation and Development)

Low business tax costs

Total business tax costs in Canada are by far the lowest in the G7 and 46 percent lower than those in the United States. (KPMG)

Competitive R&D environment

Canada offers the lowest business costs in the G7 for R&D-intensive sectors, with a 27.7 percent cost advantage over the United States. (KPMG)

A Great place to invest, work, and live

Canada is one of the most multicultural countries in the world, with world-class universities, a universal health care system and clean and friendly cities. The OECD's Better Life Index shows Canada as best in the G7 in terms of overall living conditions and quality of life. (Organisation for Economic Co-operation and Development)

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Clean Technology

Clean Technology

Globally, a transformation to a low carbon economy is under way, fundamentally changing the way in which natural resources — including energy and water — are produced, distributed, stored, managed and consumed. The growing world population, increasing power consumption of the middle class in emerging markets and growing scarcity of natural resources around the world are driving this transformation. Energy security-related concerns, rising energy and commodity prices, and the business response to climate change are also important drivers of change. Cleantech is the technology and business model innovation that is enabling a transformation to a more resource-efficient, and a low carbon model - a shift that could signal a new industrial and technological revolution. This report, based on secondary research, describes the current scenario of the sector in Canada and India.



Clean tech sector in Canada

Canada's clean technology industry is Canada's first new industry of the 21st century. In fact, with 50,000 people employed directly in more than 800 firms, some might say Canada's clean technology industry has come of age. What is clean technology and what is a clean technology company? Clean technology is much more than technology that produces renewable energy from the sun and the wind. In Canada alone, the industry is worth almost \$12 billion and is made up of 10 clean technology sectors. These 10 sectors form the basis of the 2015 Canadian Clean Technology Industry Report and fall under three broad market segments — Upstream, Downstream, Water & Agriculture.

The industry reflects Canada's national values and its ability to invest in innovation, to protect the environment, build strong companies and create good jobs. Canadian clean technology companies are winning in global markets where competition is fierce. People working in the industry are building companies with a range and diversity that is breathtaking, including creating new career paths that combine skill sets as diverse as engineering, international business development and communications.

Canada is building an industry that boosts productivity at home and grows trade abroad. The industry is creating jobs at a stunning rate and has continued to grow at four times the rate of the overall Canadian economy. Direct employment in the clean technology industry has already exceeded direct employment in the forestry and logging industries as well as pharmaceuticals and medical devices. Employment in the Canadian clean technology industry now also exceeds that of the aerospace manufacturing sector.

In 2013 alone, Canadian clean technology firms created three times the employment of GM's largest and busiest Canadian plant – the CAMI plant in Ingersoll, Ontario. What unites these clean technology industry innovators is a collective desire to solve problems to do with the air, water and earth through know-how that wins business all over the world. They are dedicated to building companies that protect our environment and grow our economy. It is time to both highlight and capitalize on Canada's clean technology credentials. In Canada alone, the industry is worth almost \$12 billion and is made up of 10 clean technology sectors. These 10 sectors form the basis of the 2015 Canadian Clean Technology Industry Report and fall under three broad market segments — Upstream, Downstream, Water & Agriculture.

Upstream: Bio refinery products, Power generation

Downstream: Energy infrastructure / Smart Grid, Energy Efficiency / Green Buildings, Industrial Processes and Products, Extractive Processes and Products, Transportation, Recycling, Recovery and Remediation

Water and Agriculture: Water and Wastewater, Agriculture

In recent years, there is improved productivity and exports of products and services that is strengthening the economic fabric of Canada. The clean technology industry of 2015-2016 is doing what the aerospace and automotive industries have done for the last 50 years.

There is greater integration of clean technologies into current business practices across all resource sectors as well as infrastructure, electricity, buildings and manufacturing here in Canada. The industry is saving money, using natural resources more efficiently and improving environmental performance.

However, the absence of government policies to stimulate take up of these new technologies does not bode well for Canada. Innovation and market-based policies fostered by government have enabled the launch of many companies. However, in the absence of policies that stimulate the take up of new technology, the technologies fail to deliver long-term productivity and growth. Government policies that pull innovation into markets may include regular reporting on sector performance within the Canadian and global economy, inclusion of the sector in trade discussions and consultation with the sector on intellectual property protection.

Opportunities to leverage the private sector in international development and support for climate mitigation and even education on clean technology solutions that are cheaper than traditional ways of doing business would also benefit the industry.

Clean technology has the potential to become a \$50 billion industry by 2022. Canada's economy is two percent of the Global Economy, but the country currently punches above its weight and is responsible for 2.6 percent of global trade. Some industries do much better. Our civilian aerospace industry for example has a six percent global market share. Achieving just our 'fair share' of the global industry would create a \$50 billion Canadian clean technology industry by 2022. This would represent 2.5 percent of global market share.

The clean technology industry has the potential to be a source of sustainable export-led growth as commodity-led industries come under price and competitive pressures. Canada has a well-oiled machine in terms of innovation policy and programs. But Canada does not always have an integrated approach to innovation policy in relation to environmental protection, intellectual property, trade, regulatory, international development and competition policy to name but a few. In 2015, Canadian clean technology industry revenues grew at four times the rate of the overall Canadian economy. If the industry manages to sustain an eight percent annual growth rate, the industry will employ 100,000 people directly before 2022.

Financing remains a dominant concern for clean technology companies in Canada. Previous reports have highlighted the need to increase equity investment in Canadian innovation-based industries. In the future, debt financing will play an increasingly important part in assuring the growth of the Canadian clean technology industry by enabling financing of turnkey contracts.

A turnkey contract is a business arrangement, which delivers a project or good or service in a completed state, rather than developing it in stages. As companies move into full-scale commercialization of their technologies, debt will enable them to deliver turnkey solutions and projects, which in turn provide stable and predictable revenues.

Exports of clean technology industries equalled domestic revenues and reached \$5.8 billion or 50 percent of revenues, up from 48 percent in 2012 and regaining 2011 levels. More than 40 percent of exports were to non-US markets. The proportion of Canadian companies actively exporting remained strong but declined to 68 percent during 2013, down from three quarters of companies in 2012.

In 2011, a massive 85 percent of companies expected to be exporting by 2013. However, only 68 percent of companies actually achieved this. This year, the industry's forecast for the next two years remains the same, with 83 percent of companies expecting to be actively exporting in 2015.

The clean technology industry's cumulative investment in R&D was an astounding \$6.4 billion from 2008 to 2013. Of this, \$4.5 billion in R&D investments were from SMEs. This is an industry of young firms establishing new franchises in sizable niche markets through investments on a number of dimensions, including R&D and sales and marketing.

Clean tech sector in India

India is the 5th largest power generator in the world and is estimated to be the 3rd largest by the year 2030. In 2010 India accounted for 5.78% of the world's overall carbon emission and by 2030 it is expected to double. Renewable energy has started making visible impact in the Indian energy scenario by contributing to around 12% in the national electric installed capacity.

Solar and Wind Energy sectors are very active in India. Over the span of three years more than 16,000 solar home systems have been financed through 2,000 bank branches, particularly in rural areas of South India where the electricity grid does not yet extend. Launched in 2003, the Indian Solar Loan Programme was a four-year partnership between UNEP, the UNEP Risoe Centre, and two of India's largest banks, the Canara Bank and Syndicate Bank.



The Government of India has also launched Jawaharlal Nehru National Solar Mission under the National Action Plan on Climate Change. Through this plan it proposed to generate 1,000 MW of power by 2013 and up to 20,000 MW grid-based solar power, 2,000 MW of off-grid solar power and covers 20 million sq meters with collectors by the end of the final phase of the mission in 2020. The development of wind power in India has significantly increased in the last few years.

Wind power accounts for 6% of India's total installed power capacity, and it generates 1.6% of the country's power. Apart from these, activities are seen in Bio fuel and waste management sectors too.

Government Initiatives

Some of the key incentives provided by the Government of India for renewable energy industry are:

- Feed-in-tariffs for both wind and solar energy
- Up to 80 % accelerated depreciation for renewable energy investments.
- Preferential tax rate of 15%, instead of the standard 30 per cent.
- Exemption from central sales tax and customs duty concessions on soft loans for the import of material, components and equipments used in renewable energy projects.
- Establishment of National Solar Mission (NSM) which aims to deploy 20 GW of solar energy by 2020.
- Soft loans for setting up renewable energy enterprises
- Tax holiday for 10 years for biomass power projects.

Foreign Direct Investment (FDI)

The Indian Government allows 100 % FDI in the renewable energy sector and has put in place favourable policies to attract foreign companies into the sector.

Opportunities

Solar

India is endowed with vast solar energy potential. About 5,000 trillion kWh per year energy is available over India's land area with most parts receiving 4-7 kWh per sq. m per day. Hence technology routes for conversion of solar radiation into heat and electricity, namely, solar thermal and solar photovoltaics, can effectively be harnessed providing huge scalability for solar energy in India.

In the year 2015, public tender notifications were issued for electricity generation of 12,000 MW. In the year 2016 this capacity is likely to be increased to 21,000 MW. As a result of this development, in the year 2017, India will generate solar energy to the tune of 20 GW and by the year 2020 the capacity is likely to increase to 100 GW.

Opportunities:

- Thin Film technology
- Improvements in conversion efficiencies
- Grid interactive projects

- Energy Storage
- Improvements in module technology, including higher density and lighter weight modules
- Hybrid Power Systems
- Non-grid solar thermal applications
- Solar Building technology applications
- Solar cooling and solar steam generation systems for industrial process steam applications are emerging opportunities where Flemish technology can play an important role.
- High temperature solar thermal applications

Wind

“The potential for wind power generation for grid interaction has been estimated at about 1,02,788 MW. This has been done by taking into account sites having wind power density of greater than 200 W/sq. m at 80 m hub-height with 2% land availability in potential areas for setting up wind farms @ 9 MW/sq. km.”

Opportunities:

- Exporting the latest technologies with higher capacities (over 1-2 MW Systems)
- Wind energy for low wind regimes
- Better designed rotor blades, gear boxes and control systems
- Small wind machines for decentralized power generation, wind PV hybrid systems and wind mills for water-pumping applications are also largely untapped markets.

Small Hydro Power

In India, small and minimal hydro potential can provide a solution for the energy problems in remote and hilly areas where extension of grid systems is comparatively uneconomical. It is one of the least expensive and most attractive forms of renewable energy.

“Ministry of New & Renewable Energy (MNRE) has identified potential sites for small hydro projects. MNRE has also created a database of potential sites of small hydro projects wherein nearly 5,415 potential sites for projects up to 25 MW capacity have been identified. A database for potential sites of Small Hydro Projects (SHP) are also maintained by State Nodal Agencies (SNA).”

Opportunities:

- Low head power generation systems
- High efficiency systems
- Portable micro-hydro systems

Bioenergy

Bioenergy holds a great potential to meet the rural energy needs of the country. “Biomass power plants in India are based mostly on agricultural wastes. Gasifier-based power plants are providing great solution for off-grid decentralized power and are lighting up homes in several Indian states. While for providing grid-based power 8-15 MW thermal biomass power plants are suitable for Indian conditions, they stand nowhere when compared to power plants being set up in Europe which are at least 20 times bigger.

Some of the Indian States leading the pack in establishing biomass-based power supply are Karnataka, Andhra Pradesh, and Maharashtra. Ironically, States having agricultural-based economy have not properly been able to utilize the opportunity and figure low on biomass energy utilization. Only Uttar Pradesh has utilized large part of the biomass potential in North Indian States and that is mainly due to the sugarcane industry and the co-generation power plants. Interestingly Punjab and Haryana don't have much installed capacity in comparison to potential.”

Opportunities:

- Advanced biomass gasification and combustion technologies
- High pressure cogeneration system
- Technology for production of ethanol like a zeotropic distillation technology



R & D Opportunities:

- High pressure boilers
- High power gas turbines
- Combined cycle, process systems and equipment
- Advanced biomass gasification and combustion technologies
- High pressure cogeneration systems, co firing and blending technologies, and cost-effective handling
- Storage and drying of biomass

Water & Waste Water

Current Scenario in India: India has about 3 % of water resources and 16 % of world's population. Water in India is a state subject. However the central government plays a pivotal role in policy making as well as financing of the development expenditure in the sector. Drinking water investments constitute about 3 % of the national budget. About 85 % of the urban and 75 % of the rural population have access to public water supplies.

Challenges in Water sector

- Increasing water demands due to population pressure and urban sprawl
- Industrial growth
- Increasing irrigational and agricultural demands
- Water cycle imbalances and stress
- Over exploitation of water resources
- Water quality for various applications and availability
- Political and regulatory disputes.

Opportunities:

- Both demand and supply side create opportunities
- Technology & engineering related: Assessment & extraction, treatment and purification,
- metering, quality monitoring, operation & maintenance of bottled water, bore wells and irrigation

Canada-India collaboration

In March 2016, a Request for Proposals for Canadian small and medium-sized enterprises and Indian innovators seeking to accelerate solutions through market-driven collaborative research and development projects has been launched by the National Research Council of Canada (NRC) and India's Global Innovation Technology Alliance—a first under the new Canadian International Innovation Program.

Priority areas for Canada and India include: clean and green technology, energy efficiency, affordable healthcare, information and communications technologies, electronic system design and manufacturing, advanced manufacturing, and water technology.

The Request for Proposals follows the signing of a Letter of Intent between Bogdan Ciobanu, Vice President of the NRC Industrial Research Assistance Program and Dr. Arabinda Mitra, Head of International Cooperation with the Government of India's Department of Science and Technology, to identify and fund joint business-led projects in areas of mutual interest.

Funding for successful collaborations will come from the Canadian International Innovation Program, a Global Affairs Canada initiative to support collaborative industrial research and development projects between Canada and partner countries that will lead to the commercialization of Canadian technologies. The program is delivered in partnership between Global Affairs Canada and the National Research Council of Canada's Industrial Research Assistance Program and its network of technology advisors.

Joint Statement on Enhancing the Canada-India Energy Dialogue issued in September 2016 states that both the countries will facilitate and expedite cooperative efforts toward the development of an action plan that will establish the critical steps forward on the implementation of specific cooperative energy projects, with real and measurable benefits for both countries. At this pivotal moment in energy development, both countries recognize the growing complementarity between the two nations' energy agendas. As such, they will work toward expanding their dialogues to include cooperation across the spectrum of energy issues, including oil and gas, electricity and renewables, civil nuclear energy, clean energy technology and innovation, as well as global energy security.

Skills Development



Skills Development

Barring improvements to a country's international terms of trade there are really only two ways to increase national wealth: have more people employed and working longer hours, or produce more wealth per hour of work. It is no wonder that in many countries human capital strategies focusing on skills and knowledge development now occupy centre stage in public policy. If investment in human capital is not maintained through continual retraining and learning initiatives the skills and knowledge that make up a nation's economy will decline, ultimately leading to lost productivity and performance, and on-going skills gaps and skills shortages. Skills are the backbone of a successful economy and a measure of a nation's ability to survive in a global marketplace. Human capital represents an asset with the capacity to enhance productivity, innovation and employability.

This paper focuses primarily on India's need for skills development and analyses the emerging scenario in India with regard to the development of skills and vocational training and entrepreneurialism. The Canadian context of the report is dovetailed with the efforts Canadian educational institutions are making to meet the growing demand for skills development in India, and in attracting Indian students into Canada. As with the other sector sections in the India Mission 2017 report, the information is based on secondary research.

In a major move, the incumbent BJP-led NDA government in India under the leadership of Narendra Modi created a separate ministry for skills development and entrepreneurship in 2014, months after winning the general election. The rationale at that time, the Indian Prime Minister himself explained, was that in India nearly 65 percent of the population is below 35 years of age and promotion of skills development would provide ample job opportunities to educated unemployed youth not only in India but abroad as well. Even developed countries have accorded priority to promoting skilled manpower.

Hon. Rajiv Pratap Rudy appointed as the Minister of State with independent charge of the Ministry of Skills Development and Entrepreneurship. The Ministry is responsible for co-ordination of all skill development efforts across the country, removal of disconnect between demand and supply of skilled manpower, building the vocational and technical training framework, skill up-gradation, building of new skills, and innovative thinking not only for existing jobs but also jobs that are to be created.



The Ministry aims to Skill on a large Scale with Speed and high Standards in order to achieve its vision of a 'Skilled India'. It is aided in these initiatives by its functional arms – National Skill Development Agency (NSDA), National Skill Development Corporation (NSDC), National Skill Development Fund (NSDF) and 33 Sector Skill Councils (SSCs) as well as 187 training partners registered with NSDC. The Ministry also intends to work with the existing network of skill development centres, universities and other alliances in the field. Further, collaborations with relevant Central Ministries, State governments, international organizations, industry and NGOs have been initiated for multi-level engagement and more impactful implementation of skill development efforts.

The NDA government formulated the National Policy for Skill Development and Entrepreneurship in 2015, which supersedes the policy of 2009. The primary objective of this policy is to meet the challenge of skilling at scale with speed, standard (quality) and sustainability. It aims to provide an umbrella framework to all skilling being carried out within the country, to align them to common standards and centres. In addition to laying down the objectives and expected outcomes, a framework which will act as a vehicle to reach the expected outcomes.

Skills development is the shared responsibility of the key stakeholders – government, the entire spectrum of corporate sector, community based organizations, those outstanding, highly qualified and dedicated individuals who have been working in the skilling and entrepreneurship space for many years, industry and trade organisations and other stakeholders. The policy links skills development to improved employability and productivity in paving the way forward for inclusive growth in the country. The skill strategy is complemented by specific efforts to promote entrepreneurship in order to create ample opportunities for the skilled workforce.



The first National Policy on Skill Development was notified in 2009. In the aftermath of this policy, National Skill Development Corporation (NSDC) was established in 2009 to promote private sector participation via innovative funding models. NSDC has tied up with more than 211 training providers, many of whom have started scaling up their operations, to offer short term training programmes. They also supported and incubated 37 Sector Skills Councils (SSCs) which are intended to facilitate much needed participation and ownership of industry to ensure needs based training programmes. National Skills Development Agency (NSDA) which was created in June 2013 has been working with State governments to rejuvenate and synergise skilling efforts in the States. National Skills Qualification Framework (NSQF) skilling and education outcomes with the competency based NSQF levels. These efforts build on the legacy vocational training infrastructure of Industrial Training Institutes and polytechnics which have now grown in number to approximately 12,000 and 3,200 respectively.

India, however, has a big challenge ahead as it is estimated that only 4.69% of the total workforce in India has undergone formal skill training as compared to 68% in UK, 75% in Germany, 52% in USA, 80% in Japan and 96% in South Korea. While the debate on the exact quantum of the challenge continues, there is no disputing the fact that it is indeed a challenge of formidable proportion.

On demand side, a skill gap study has been conducted by NSDC over 2010-2014, which indicates that there is an additional net incremental requirement of 109.73 million skilled manpower by 2022 in twenty four key sectors. On supply side, analysis based on results of 66th and 68th round of NSSO can be seen at Appendix-II. It is observed that today the total workforce in the country is estimated at 487 million, of which approximately 57% is in the non-farm sector.

If the workforce with higher education without formal skill training are excluded, the balance workforce is estimated to be 450.4 million. Of these 256.72 million non-farm workers, a maximum of 5.4% would be formally trained and skilled (3.61% is based on 2011-12 NSSO survey and includes both farm & nonfarm). Approximately 241.86 million would either be unskilled or skilled through non formal channels. Out of these, it is estimated that approximately 170 million would be in the age group 15-45 years. This workforce will need to be mapped through recognition of existing skills and then provided with necessary skilling, reskilling and upskilling to increase productivity and provide a livelihood pathway. Similarly, in farm sector, this figure works out to be 128.25 million.

One of the major challenges in the country today is public perception on skilling, which is viewed as the last option meant for those who have not been able to progress/opted out of the formal academic system. Skill development programmes of the Central Government over the years have been spread across more than 20 Ministries/Departments without any robust coordination and monitoring mechanism to ensure convergence. The scenario is no different in most of the states except the few states which have moved towards functional convergence by creating State Missions. This legacy has resulted in multiplicity of norms, procedures, curricula, certifications etc. Further, many of these skill development initiatives often remain unaligned to demand, thus defeating its entire objective.

Different states in India face varied challenges in relation to demographics and skill development. There needs to be a shared sense of urgency to address the challenges of the changing demography. While State Skill Development Missions (SSDMs) have been launched in almost all States, there is an imminent need for capacity building and empowerment of SSDMs in many States in order to upscale quality skill development.

Efforts in the skill landscape have been largely devoid of industry/employer linkages until the last few years. This has created gaps in terms of sectoral need and availability, competency required by employer and those possessed by a trainee etc. Placement of trainees has consequently suffered. While industry has started defining their skills requirements,

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

The growth and prosperity of all economies remains highly dependent on entrepreneurial activity. Entrepreneurs are the essence of economic growth they provide a source of income and employment for themselves, create employment for others, produce new and innovative products or services, and drive greater upstream and downstream value-chain activities. Supportive environments are increasingly essential to successful entrepreneurship and these are evolving across the world. The ideal entrepreneurial environment has five pillars: Access to funding, Entrepreneurial culture, Supportive regulatory and tax regimes, Educational systems that support entrepreneurial mindsets; and a coordinated approach that links the public, private and voluntary sectors.

Make in India and Skill India are complementary to each other. The in India is to promote manufacturing economy, which will lead and consequently manpower. sectors include chemicals, IT, textiles, ports, tourism and railways, auto manufacturing, bio-technology, Correspondingly, Skill India skilled workforce which is requirements of industry so as improved productivity.



key objective of Make in 25 sectors of the to job creation need for skilled Some of these automobiles, pharmaceuticals, aviation, leather, hospitality, wellness, components, design renewable energy, mining, and electronics. aims at preparing a highly completely aligned to the to promote growth through

Skilling efforts will be completely aligned with the requirements of 25 key identified sectors of Make in India. A joint committee of stakeholders under both initiatives will be constituted to closely monitor growth of manufacturing activity under Make in India programme and anticipate skill requirements for such initiatives so that the same can be developed in coordination with various SSCs and training institutions. Pre-assessment of skill requirements for all manufacturing activities at proposal stage will be made mandatory in order to ensure an industry ready workforce once the manufacturing facilities have been set up. States will also be encouraged to align their skilling efforts with upcoming industrial activities in the State.

The main objective of global partnerships and international collaborations is to leverage best practices from across the world. Such collaborations will immensely enrich domestic training programmes by enhancing their quality through learnings from successful international models of vocationalisation of education, engaging with industry, etc. Institutional arrangements through joint working groups, secretariats, etc. will be established for regular exchange of knowledge, experiences, research findings, teaching and learning materials, and innovations in skill development.

According to US Census Bureau estimate, by 2022, countries like USA, UK and China will fall short of skilled labour by 17 million, 2 million and 10 million respectively while India will have a surplus of almost 47 million in the age group of 19-59 years. This strength can be leveraged by countries of destination to meet their labour and skill shortages. Labour mobility is the only long term solution for sustaining global growth rates. To address this aspect of skill mobility the government will pro-actively build Human Resource Mobility Partnerships (HRMP) with key countries in collaboration with the concerned parties.

Currently there are about 14 million overseas Indians, 70% of whom are unskilled or semiskilled labourers. Due to several reasons such as lack of skills, inadequate information, lack of knowledge of basic language, etc., they often have to work

in adverse circumstances with biased terms of employment. To address the existing issues faced by Indian labourers abroad the government will further enhance the scheme of skill up gradation and predeparture orientation training to emigrant workers. The scheme will have the objective of institutionalizing the process of skill development of emigrant workers and to equip them with the basic knowledge about laws, language, and culture of the destination countries for the purpose of overseas employment.

Canada's involvement in India's skills development project

Soon after the formation of the ministry for skills development and entrepreneurship was formed in India, Canadian educational institutions began to explore avenues for collaboration in this sphere. Canadian colleges signed agreements with India's national skills development corporation in April 2015, part of an effort to provide job-related training for India's rapidly growing youth population.

Twelve educational institutions, including nine colleges, signed memorandums of understanding with India's National Skill Development Corporation at an event with visiting Indian Prime Minister Narendra Modi. He was in Ottawa in April 2015 for a three-day trip that will also take him to Toronto and Vancouver. -According to the Globe and Mail, the then Indian High Commissioner Vishnu Prakash said India's growing youth population is both strength and challenge. "There is an explosion of energy which can propel your economy into a different sphere. Or, God forbid, you have a situation where there are 10 million people that don't have jobs." That's why India's government is focusing on skills development, Mr. Prakash said during the interview, adding that he hoped to see more partnerships with Canada and other countries.

Each Canadian college were paired with an Indian partner that's focused on a specific sector, such as aviation, health care or agriculture. The Indian partners would pay the colleges for their services, which could include curriculum development, education for Indian trainers and assistance with accreditation systems. The colleges will work through centres of excellence overseas that have been established by India's National Skill Development Corporation. The corporation is a public-private partnership that aims to develop large, for-profit vocational institutions across the country.

"The thing about Canada and the skills sector is that we have a very strong reputation," said Cynthia Murphy, director of partnerships in Asia and the Middle East for Colleges and Institutes Canada. "And you know, certainly the Indian government is aware of that and has wanted to capitalize on that." Ms. Murphy said her organization, which represents publicly supported colleges, polytechnics and other institutes in Canada, first signed an agreement with the corporation last year. This week's memorandums of understanding are the next step in connecting Canadian colleges to institutions in India, Ms. Murphy said.

David Agnew, president of Toronto's Seneca College, said the school will work with an Indian partner to improve skills training in India's aviation and health-care sectors. "When you think about where the world is going, and the educational needs of the world, this is a place where Canada, I think, can play an increasingly important role," he said in an interview to the newspaper. Fanshawe College will begin by focusing on textiles and apparel in India but could later expand to other sectors, such as automotive and aviation, said Wendy Curtis, executive director of the London, Ont., school's international centre. Other schools that will be signing agreements with the corporation this week include Bow Valley College in Calgary, the College of New Caledonia in Prince George and Algonquin College in Ottawa.





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Smart Cities



Smart Cities

Globally, cities occupy a small percentage of land but wield a disproportionate influence on both national and global affairs because of the concentration of population and resources in them. Urbanization is a phenomena that will envelope large parts of the world's population in this century and it will be a regular requirement to retrofit them with technologies and management techniques that become available.

In many ways, the sector has developed concomitantly with clean technology sector and there is a considerable overlap in terms of what both the sectors seek to achieve. Developments in clean technology make it possible for city managers to develop smart cities plans. The sector traditionally includes clean energy, disaster management, smart transport, safety and security, smart grid, e-governance, smart health, smart environment (water and waste management), urban planning, green buildings, among others.

Canada has a huge advantage in managing cities smartly, with city administrations taking the lead in ushering in new technology into almost all aspect of city management. However, this paper deals with the development of Smart Cities in India, as it has become a major investment and technology transfer sector in India. In 2015 the Indian federal government under Prime Minister Narendra Modi's leadership launched the Smart Cities Mission in India under the Ministry of Urban Development. The Mission's main agenda was to develop a set of parameters to develop 100 Indian cities to make them citizen friendly and sustainable through the use of technology.

Developing citizen friendly and economically viable cities is an urban initiative by the Government of India. Cities are engines of economic growth, and it is anticipated that 40% of India's population will live in cities by 2030. With the rapid rise in the proportion of people living in urban areas, there is an increasing requirement for sustainable cities.

A smart city uses information and communication technologies (ICT) to enhance quality, performance and interactivity of urban services, to reduce costs and resource consumption and to improve contact between citizens and government. The goal of building a smart city is to improve the quality of life by using technology to improve the efficiency of services and meet residents' needs.

Business drives technology and large-scale urbanization drives innovation and new technologies. Technology is driving the way city officials interact with the community and the city infrastructure. Through the use of real-time systems and sensors, data are collected from citizens and objects - then processed in real-time. The information and knowledge gathered are keys to tackling inefficiency. Technology can be used as an enabler to tell what is happening in the city, how the city is evolving, and how to enable a better quality of life.

India's Smart Cities Mission is an urban renewal and retrofitting program by the Government of India with a mission to develop 100 cities all over the country making them citizen friendly and sustainable. The 100 potential smart cities were nominated by all the states and union territories based on Stage 1 criteria, prepared smart city plans which were evaluated in stage 2 of the competition for prioritizing cities for financing. In the first round of this stage, 20 top scorers were chosen for financing during 2015-16.

Smart cities are projected to be equipped with basic infrastructure and will offer a good quality of life through smart solutions. Assured water and power supply, sanitation and solid waste management, efficient urban mobility and public transport, robust IT connectivity, e-governance and citizen participation along with safety of its citizens are some of the likely attributes of these smart cities.

India's urban population is expected to reach 600 million by 2031. Indian cities will not only need to absorb large numbers of people, they will have to do so in a way that drives economic growth, opportunity and innovation. To improve the quality of life in fast-growing urban centers, the Government of India has embarked on an ambitious Smart Cities program that aims at developing new smart cities and modernizing existing Indian cities.

To create smart cities, India needs a balanced approach that includes the redevelopment of city infrastructure and the introduction of smart technologies to enhance quality, performance and interactivity of urban services. This presents a huge opportunity for Canadian technology companies with innovative solutions for managing city assets such as energy, water, transportation, public safety, citizen services, city governance and education.

Sectoral opportunities

Water & Waste Water

Current Scenario in India: India has about 3 % of water resources and 16 % of world's population. Water in India is a state subject. However the central government plays a pivotal role in policy making as well as financing of the development expenditure in the sector.

Drinking water investments constitute about 3 % of the national budget. About 85 % of the urban and 75 % of the rural population have access to public water supplies.

Challenges in Water sector

- Increasing water demands due to population pressure and urban sprawl
- Industrial growth
- Increasing irrigational and agricultural demands
- Water cycle imbalances and stress
- Over exploitation of water resources
- Water quality for various applications and availability
- Political and regulatory disputes.

Opportunities:

- Both demand and supply side create opportunities
- Technology & engineering related: Assessment & extraction, treatment and purification,
- metering, quality monitoring, operation & maintenance of bottled water, bore wells and irrigation

Urban Design and Smart Cities

Indian urban agglomeration needs an efficient infrastructure and smart city planning that will meet the demands of a growing population. India is booming and sustainable development has become increasingly important. With cities generating two-thirds of the country's economic output, an increasing number of Indians are leaving rural areas to seek employment in cities, relying on an efficient urban infrastructure.

The sector is driven by its necessity and other market dynamics, and is a genuine sector of growth in India. High market potential consistent growth in the past few years has shown a rising trend in urban infrastructure development. The Indian economy and growth in this sector is more need-based and real than speculation. The income status of people and their education level are constantly rising with the urbanization that is happening in India.

Opportunities:

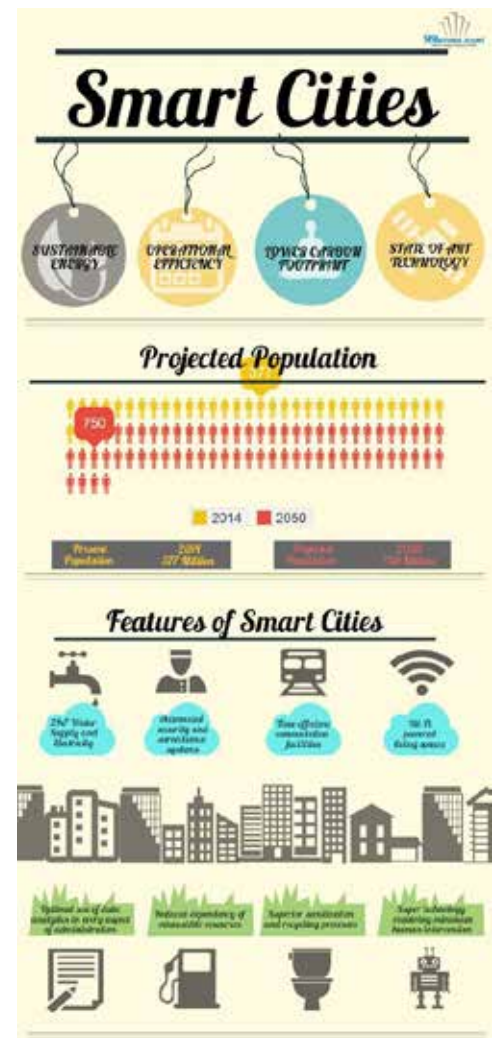
Any Indian urban agglomeration needs an efficient infrastructure and smart city planning that will meet the demands of a growing population. Providing access to healthcare and drinking water, a reliable power supply and public transportation are some of the key elements for sustainable urban development.

By 2030 it is predicted that 68 Indian cities will each have more than one million inhabitants, and six megacities will have more than 10 million inhabitants each.

Sustainable housing, transportation, water supply and sanitation, solid waste management, pollution abatement, disaster management, urban design, green architecture, town planning, renewable energy and smart infrastructure will be needed in the coming years.

Waste Management

Rapid economic growth is leading to urbanization and industrialization is generating waste which is adversely affecting the environment. Due to liberalized policy, the pace of industrialization has accelerated, which has resulted in accumulation of increasing amounts of hazardous wastes every year.



Waste management has become a matter of great concern to most City Corporations and there have been some instances of management collapse even in metropolitan cities. Since that time many Municipal Corporations have awakened to the rude shock. There has been an unpredictable increase in both industrial and domestic wastes. The Government and Corporations have now taken cognizance of things that require immediate attention and a lot of funds have been diverted to various waste management projects.

Municipal solid waste management is quite a complex process, which clearly means a lot of investment has to be facilitated in infrastructure, technology and planning.

It encompasses activities like:

- Institutional waste
- Dead animals waste at slaughter houses
- Demolition and construction wastes
- Wastes which get accumulated on the roads
- Waste derived from horticultural processes
- Treated bio-medical waste
- Waste due to drains and outlets
- Sludge from Industries
- Commercial waste from the market areas.
- Government initiatives to develop the sector

The Ministry of Environment and Forests (MoEF): Central Pollution Control Board (CPCB) and State Pollution Control Boards (SPCBs) together form the regulatory and administrative core of the sector. As Solid Waste Management (SWM) is part of public health and sanitation –according to the Indian Constitution –it falls under the State list. As this activity is of local nature, it is entrusted to the Urban Local Bodies (ULBs). Tax holiday: A 10 year, 100 % deduction of profits and gains is available for companies operating in waste projects.

Opportunities:

- Joint ventures with Indian firms to offer integrated solutions in waste treatment
- Feasibility studies, designing, technical consulting and providing operation and online maintenance services
- Demand for technologies and services for effective waste collection, transportation, disposal, its treatment and recycling
- Engineering and consulting services on waste collection and transportation, landfill treatment waste treatment plants, outdoor composting, anaerobic digestion of waste and sewage sludge, biological – mechanical waste treatment and waste to energy
- Technologies and solutions for high polluting sectors, such as thermal power stations, Chemical and Pharmaceutical industries
- Design, manufacture and installation of various types of waste management systems

Finance for Smart Cities

A total of ₹980 billion (US\$14 billion) has been approved by the Indian Cabinet for development of 100 smart cities and rejuvenation of 500 others. For the smart cities mission, ₹480 billion (US\$7.1 billion) and for the Atal Mission for Rejuvenation and Urban Transformation (AMRUT), a total funding of ₹500 billion (US\$7.4 billion) has been approved by the Cabinet. In the 2014 federal budget of India, Finance Minister Hon. Arun Jaitley allocated ₹70.16 billion (US\$1.0 billion) for the 100 smart cities. However, only ₹9.24 billion (US\$140 million) could be spent out of the allocated amount till February 2015. Hence, the 2015 Union budget of India allocated only ₹1.43 billion (US\$21 million) for the project.

First batch of 20 cities selected in the second stage of competition will be provided with central assistance of ₹2 billion (US\$29 million) each during this financial year followed by ₹1 billion (US\$15 million) per year during the next three years. The remaining money has to come from the states, urban bodies and the consortium that they form with corporate entities. Also, 10 per cent of budget allocation will be given to states / union territories as incentive based on achievement of reforms during the previous year. Urban Development Ministry had earlier released ₹2 crore (US\$290,000) each to mission cities for preparation of Smart City Plans.

Canada's experience in Smart Cities

Canada is leading in this sector; there is increased awareness across the country regarding the benefits of smart infrastructure such as smarter electrical grid systems. Factories in Canada heavily rely on coal for their operations but are now looking to embrace advanced electrical grid technologies such as renewable energy, automated distribution, and

advanced battery storage. One example is Canada's city of Ontario, which has recently accomplished moving to a coal-free electrical grid.

Canada also sees the benefit of smart grids as it consists of interconnected loads and distributed energy resources that can help identify and meet energy demands. Also, with advanced technologies, demand-response programs can be automated which allows savings in energy bills.

Opportunities for Canada-India collaboration

In addition to substantial concrete gains by different provincial premiers who have inked many MoUs with Indian entities both in public and private sector, the Canadian federal government has also initiated several measures to promote collaboration in this sphere with India. In February 2017, Global Affairs Canada is organizing a Canadian Smart Cities Mission to India to New Delhi, Chandigarh and Bengaluru. The High Commission of Canada in Delhi and the National Research Council Industrial Research Assistance Program (NRC-IRAP) are the key institutions involved with the mission.

Some of the key technology based solutions that could be implemented in the smart cities program in India are:

- Smart Environmental and Energy Solutions (Pollution Control, Public Utilities and Distribution Systems)
- Intelligent Transportation Systems and automated systems for reducing congestion
- Intelligent building management systems including energy efficiency, security, and utility supplies
- Public safety and security, citywide monitoring, sensors, tracking, dynamic resource management systems, and emergency response systems.

This Smart Cities mission to India will focus on building partnerships and will increase Canadian company knowledge of Indian market needs. It will also better position Canadian participants to develop collaborative arrangements with Indian partners, enabling them to pursue market opportunities in India.

In 2015, the then Consul General for Canada in Bengaluru (responsible for Canada's relations in Southern India), Sidney Frank led a business mission to Andhra Pradesh and Telangana on March 30-31, 2015. The delegation comprised 16 Canadian infrastructure and clean technology companies looking to contribute to the development of Indian Smart Cities. On the eve of his departure, Consul General Frank said: "Canada is eager to engage more closely with India as it strives to develop world class cities. We see great opportunities for innovative Canadian companies to contribute their products and services in support of India's Smart City Framework. Canadian companies notably have significant expertise in project management and engineering services; transportation; water and waste water management; solid waste management; and safety, security and disaster management. I hope that our visit will result in new partnerships and further strengthen the relationship between our two countries."

In January 2016, when Ontario Premier Hon. Kathleen Wynne led a 70-member delegation on the Ontario Business Mission to India, she met with the Indian Prime Minister Hon. Narendra Modi to discuss Ontario's involvement in the Smart Cities project. In a statement released by the Premier's office, Hon. Wynne said, "In particular, we discussed how Ontario is ideally positioned to help support Prime Minister Modi's Smart Cities Initiative, a program that will invest more than US\$1 trillion over 20 years in sustainable infrastructure across India. Ontario has valuable expertise that can help India reach its sustainable development and urban renewal goals. For example, we are making record-breaking investments in infrastructure, and our province is a North American leader in fighting climate change, creating innovative cleantech, and developing renewable energy."

Conclusion

Smart Cities initiative in India is a game changer that will propel Indian infrastructure development, and provide an impetus to integrated urban development. Canadian federal and provincial governments, as well as Canadian cities have a tremendous opportunity to be involved in this trillion dollar initiative. Collaborations at different levels have commenced, and will continue for a long time. The Indo-Canada Chamber of Commerce (ICCC) will take initiatives to further facilitate the process of collaborations.



* The sector analyses in this report are all based on secondary research and on information available in the public domain. The information contained herein is based on sources believed to be reliable, but its accuracy is not guaranteed. Reasonable effort has been made to determine the accuracy of information received. Readers are advised to seek appropriate legal / financial advice prior to relying on any information contained herein.

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Program

January 02-14, 2017

Mumbai, Kolkata, Hyderabad, Bengaluru, Ahmedabad, Gandhinagar and New Delhi

Departure Toronto 2 January 2017

Mumbai, January 3-5, 2017

Tuesday, January 3, 2017

Arrival at Mumbai	Depart for Hotel Taj Mahal Palace from Airport
	Check into Hotel Taj

Wednesday, January 4, 2017

09:00am	Breakfast at the Hotel
11:00am	Depart for Canadian Trade Commissioner Office
12:00noon – 2:00pm	Economic briefing by the Canadian Trade Commissioner
06:00pm – 09:00pm	Business reception with All India Association of Industries and World Trade Centre, Mumbai

Thursday, January 5, 2017

04:30	Depart for Kolkata
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Kolkata, January 5-6, 2017

Thursday, January 5, 2017

09:35	Arrive Kolkata
	Check into Hotel Taj Bengal Kolkata
1:00pm – 3:00pm	Business reception with Bengal Chamber of Commerce & Industry
	Business Meetings
05:00pm – 6:00pm	Relaxing over high tea at the Garden at Saturday Club hosted by Jay Banerjee
07:00pm – 9:00pm	Networking Dinner

Friday, January 6, 2017

9:00am	Breakfast at Hotel
11:00am	Meeting with Minister Amit Mitra, Minister for Finance and Trade
12:00noon	Meeting with Chief Minister Mamta Banerjee – TBC followed by Press conference
1:00pm	Luncheon business reception (TBC)
2:00pm	Visit to West Bengal Vidhan Sabha
3:00pm	Visit to Victoria Memorial
4:00pm	Check out from Hotel and Depart for Hyderabad

Hyderabad 6-7, January, 2017

Friday 06, January, 2017

09:55pm	Check in at Hotel Taj Krishna
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Saturday 07, January, 2017

8:00am	Breakfast at Hotel
10:00am	Meeting with Mr. K T Ramarao, Minister of Information Technology. Electronics & Communication
01:00pm	Luncheon reception with Telangana Chambers of Commerce & Industry (TECCI)

Saturday 07 January, 2017

5:00pm	Checkout from hotel and Depart for Bengaluru
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Bengaluru 07-10, 2017

Saturday 07 January, 2017

09:40pm	Arrive Bengaluru and check into Hotel Vivanta by Taj
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Sunday, January 08, 2017

7:00am	Breakfast at Hotel
9:00am	Meet in hotel lobby for briefing
10:00am – 01:00pm	PBD Day - 2 Inauguration of PBD

Remarks by Shri R.V. Deshpande, Minister for Large and Medium Scale Industries and Infrastructure Development of Karnataka

Welcome Remarks by Smt. Sushma Swaraj, Minister for External Affairs
 Remarks by Shri Siddaramaiah, Chief Minister of Karnataka
 Address by Chief Guest
 Keynote Address by Hon. Prime Minister Narendra Modi
 Vote of Thanks by General (Dr) V K Singh (Retd), Minister of State for External Affairs
 Chief Ministers' Session
 Chief Ministers address delegates

01:00pm – 2:00pm Lunch

2:00pm – 8:00pm Plenary Session-I:
 Diaspora contributing to India's Social and Developments Efforts
 Delivering Consular Services to overseas Indians

Plenary Session - II:
 Accelerating Tourism in India
 Making India the Preferred Destination for Holistic Health Care
 Cultural Programme

Monday, January 09, 2017

7:00am Breakfast at Hotel

9:00am Meet in hotel lobby for briefing

10:00am – 01:00pm **PBD Day - 3 Plenary Sessions and Pravasi Bharatiya Samman Awards Ceremony**

Plenary Session III:
 Role of Indian Diaspora Community Organization in Connecting with the Diaspora
 Managing Emigration of Indian Workers to ECR countries

Plenary Session IV:
 Connecting young Diaspora to contemporary India
 Role of Diaspora in Transferring Knowledge and Encouraging Innovation

Plenary Session V:
 Documenting history, migration and achievements of the Diaspora in Giritiya Countries

01:00pm – 2:00pm Lunch

2:00pm – 8:00pm Plenary session VI:
 Invest Karnataka – Innovate, Invent and Invest in Karnataka
 Pravasi Bharatiya Samman Awards Ceremony
 Welcome Address by Smt Sushma Swaraj, Minister for External Affairs
 Remarks by Shri Siddaramaiah, Chief Minister of Karnataka
 Pravasi Bharatiya Samman Awards - Conferred by the Hon'ble President of India
 Acceptance Speech by One of the Samman Awardees
 Valedictory Address by the Hon'ble President of India
 Vote of Thanks by Shri M J Akbar, Minister of State for External Affairs

7:00pm – 9:00pm Business reception with Federation of Karnataka Chamber of Commerce & Industry (TBC)

Tuesday, January 10, 2017

4:00am Check out hotel and depart for Ahmedabad

Ahmedabad/Gandhinagar, January 10-13, 2017

Tuesday, January 10, 2017

Vibrant Gujarat – Day 1

8:20am	Arrive Ahmedabad and Check in Hotel Lemon Tree Premier
9:00am	Breakfast at Hotel
12:00noon	Leave for Vibrant Gujarat
1:30pm – 3:00pm	Registration of Delegates
3:30pm – 6:00pm	Inauguration of VG17 by Hon. Prime Minister Narendra Modi
7:00pm – 8:30pm	Global CEO roundtable Chaired by Hon. Prime Minister Modi

Wednesday 11, 2017

Vibrant Gujarat – Day 2

9:00am	Breakfast at Hotel
1:30pm - 2:30pm	International Development Finance
2:30pm - 5:30pm	Theme & Country Seminars Event & Seminars:
5:30pm - 6:30pm	B2G meetings
6:30pm – 9:30pm	Business Dinner with Gujarat Chamber of Commerce & Industry

Thursday 12, 2017

Vibrant Gujarat – Day 3

8:00am	Breakfast at Hotel
10:00am – 1:00pm	Theme and Country Seminar
1:00pm – 2:00pm	Lunch
2:00pm – 4:30pm	Country Seminar
5:00pm onwards	Valedictory Session
6:00pm – 9:00pm	Business reception with ICBC

Friday 13, 2017

5:00am	Checkout from Hotel and Depart for Delhi
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New Delhi 13 January 2017

Friday 13 January 2017

09:50am	Arrive Delhi and Check in Hotel ITC Maurya
1:00pm – 4:00pm	Meeting with Indian Union Minister
6:00pm – 9:00pm	Dinner reception with the Canadian High Commissioner at Canada House, New Delhi

Saturday 14 January 2017

03:00	Depart for Toronto
12:25	Arrive Toronto

India Mission 2017

List of Hotels

Name of the City	Name of the Hotel	Address	Phone
Mumbai	The Taj Mahal Palace	Apollo Bandar, Colaba Mumbai, Maharashtra-400001	022- 6665 3366
Kolkata	Hotel Taj Bengal	34 B, Belvedera Road, Alipora, Kolkata, West Bengal- 700027	033- 2223 3939
Hyderabad	Hotel Taj Krishna	Rd Number 1, Mada Manzil, Banjara Hills, Hyderabad, Telangana- 500034	040- 6666 2323
Bangalore	Hotel Vivanta By Taj	2275 Tumkur Main Rd, Yeshwanthpur Ind. Area, Phase 1, Yeshwanthpur, Bengaluru, Karnataka – 560022	080- 6690 0111
Ahmedabad	Hotel Lemon Tree Premier	Off Nehru Bridge, Sabarmati River Front, Ahmedabad, Gujarat- 380001	079- 2550 5505
Delhi	Hotel ITC Maurya	Diplomatic Enclave, Sardar Patel Marg, New Delhi, Delhi- 110021	011- 2611 2233



India Mission 2017

Information about cities on the itinerary

Mumbai

Mumbai is India's largest city (by population) and is the financial and commercial capital of the country as it generates 6.16% of the total GDP. It serves as an economic hub of India, contributing 10% of factory employment, 25% of industrial output, 33% of income tax collections, 60% of customs duty collections, 20% of central excise tax collections, 40% of India's foreign trade and 4,000 crore (US\$728 million) in corporate taxes. Mumbai was ranked seventh in the list of "Top Ten Cities for Billionaires" by Forbes magazine, and first in terms of those billionaires' average wealth.

Kolkata

Kolkata (also known by its former official name of Calcutta) is the capital of the Indian state of West Bengal. Located on the east bank of the Hooghly River, it is the principal commercial, cultural, and educational centre of East India, while the Port of Kolkata is India's oldest operating port and its sole major riverine port. In 2011, the city had population of 4.5 million, while the population of the city and its suburbs was 14.1 million, making it the third-most populous metropolitan area in India. In 2008 its gross domestic product (adjusted for purchasing power parity) was estimated to be US\$104 billion, which was the third highest among Indian cities, behind Mumbai and Delhi.

Hyderabad

Hyderabad is the capital of the southern Indian state of Telangana and de jure capital of Andhra Pradesh. Occupying 650 square kilometers along the banks of the Musi River, it has a population of about 6.7 million and a metropolitan population of about 7.75 million, making it the fourth most populous city and sixth most populous urban agglomeration in India. Hyderabad contributed US\$74 billion in Indian GDP with its 90% workforce in service industry. The city is also known for its versatile pearls and diamonds business, Information Technology, Pharma and other industries.

Bengaluru (Bangalore)

Bengaluru's US\$9.53 billion economy and with an economic growth of 10.3%, Bengaluru is the second fastest growing major metropolis in India. The Forbes magazine considers the city as one of "The Next Decade's Fastest-Growing Cities". Bangalore is called the Silicon Valley of India because it contributed 33% of India's US\$ 26 billion IT exports in 2006–07. Infosys and Wipro, India's second and fourth largest software companies are headquartered in Bangalore, as are many of the global SEI-CMM Level 5 Companies.

Ahmedabad

The gross domestic product of Ahmedabad was estimated at \$59 billion in 2010. The city is the largest supplier of denim, gemstones and jewellery in India. The automobile industry is also important to the city; after Tata's Nano project, Ford and Suzuki are planning to establish plants near Ahmedabad while the ground breaking ceremony for Peugeot has already been performed. A NASSCOM survey in 2002 on the "Super Nine Indian Destinations" for IT-enabled services ranked Ahmedabad fifth among the top nine most competitive cities in the country. The city's educational and industrial institutions have attracted students and young skilled workers from the rest of India.

Gandhinagar

Gandhinagar, Gujarat's new capital has emerged as one of the fastest growing regions in the country. In addition to housing it is one of the largest manufacturing bases in India, Gujarat also accounts for a disproportionately large share of the investor and entrepreneurial population in the country. Recognizing the potential of the state as a centre for the financial services industry, the government of Gujarat formulated Gujarat International Finance Tec-City Company Limited (GIFT) as a mega project to realize this vision. GIFT is conceptualized as a global financial and IT services hub.

New Delhi

New Delhi is the national capital and second most populous city in India with a population of 16.3 million in 2011. The greater NCR urban, which includes the neighbouring cities of Baghpat, Gurgaon, Sonapat, Faridabad, Ghaziabad, Noida, Greater Noida and other nearby towns, has nearly 22.2 million residents. Delhi's Gross domestic product GDP (at 2004-05 prices), on average, grew by 10.7% between 2007 and 2012, making it one of the fastest growing cities in the region. Key service industries in Delhi are information technology, telecommunications, hotels, banking, media and tourism. Construction, power, health and community services, and real estate are also important to the city's economy.



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Meet our Team



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Amal Nayyar
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Vasim Shaikh
(Immigration Consultant and
a Member of ICCRC)

Nanda and Associates Professional Corporation is a law firm based in Mississauga, Ontario, Canada. The firm was founded in 2003 by Mr. Jagmohan Singh Nanda. Nanda & Associate Lawyers provide reliable legal representation to Corporates and individual clients. With more than 173 years of collective legal experience, we deliver an unparalleled level of service. Strategic focus, competence and dedication to the case are the hallmarks of our services. Whether it is Immigration, Real Estate, Corporate/Business services, Civil litigation or any other legal issue, we deliver the right solutions that favor our clients.

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Canadian Immigration Services

- Business Investors and Entrepreneur programs for Canada
- Corporate Immigration (Intra Company Transfers)
- Provincial Nominee Programs for Entrepreneurs
- Skilled worker immigration
- Student visas and Work permits
- Parent and Spouse sponsorship applications
- Refused sponsorship cases and Immigration appeals
- Citizenship & PR card renewal applications
- Immigration status issues or any appeal related matters

Real Estate

- Buy and Selling House and Condo in Canada
- Construction and Management
- Real Estate Asset Management
- Real Estate Development and Planning
- Real Estate Finance
- Real Estate Funds and Private Equity
- Real Estate Investment and Trusts
- Real Estate Litigation

Corporate Sector

- Corporate Structuring including Incorporations and registrations
- Due diligence searches
- Reorganizations and Restructuring
- Trust funds, Succession Planning
- Merger and Acquisitions
- Public Company and Corporate governance
- Management and advisory arrangements

Civil Litigation

- Creditor and Debtor Rights
- Contractual Disputes
- Shareholder's disputes
- Construction Liens
- Estate Litigation
- Court Motions, Applications, and Appeals
- Wrongful Dismissal
- Powers of Foreclosure/Sale
- Wills Validity
- Tribunal Hearings
- Board Hearings
- Enforcement issues



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