

MVIRDC World Trade Centre Mumbai

Presents

WORLD TRADE DAY

On

Enhancing Export Opportunities for MSMEs

May 19-June 27, 2018

Ahmednagar | Nashik | Kolhapur | Ichalkaranji | Aurangabad | Nagpur

17 June

18 June

19 June

20 June

20 June

23 June

Bhubaneswar

19 May

Goa

29 May

Jaipur

27 June





MVIRDC

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Devendra Fadnavis

Chief Minister
Maharashtra



Mantralaya
Mumbai 400 032

21st June 2018

MESSAGE

International trade has been a significant contributor to the economic progress of this nation. Maharashtra contributes 25% to the overall exports of India. As the state aspires to become a USD 1 trillion economy by 2025, international trade will continue to be a major catalyst in achieving this milestone. There are more than 6.1 million units, including SMEs, women entrepreneurs and industry clusters in Maharashtra. Each one of these units must exploit the business opportunity offered by World Trade Centre Mumbai.

I extend my hearty congratulation to MVIRDC World Trade Centre Mumbai for this laudable initiative of organizing World Trade Day Maharashtra across several regions of the state. I hope this initiative will inspire entrepreneurs to look beyond borders and expand their business horizon.

(Devendra Fadnavis)

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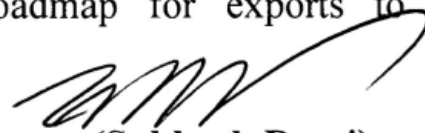
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Mantralaya, Mumbai 400 032
www.maharashtra.gov.in

Date : - 6 JUN 2018

MESSAGE

I am indeed happy to know that World Trade Centre Mumbai is organizing World Trade Day 2018 in cities across Maharashtra, namely, Aurangabad, Nashik, Nagpur, Ichalkaranji and Kolhapur which will give a boost to the major industries in their regions. Maharashtra as a whole has contributed significantly to India's exports. MSMEs form a major portion of these industries including women entrepreneurs, innovators and startups that have contributed to the growth of these regions and are aspiring to export to international markets.

I am sure this initiative will provide the much-needed direction for budding entrepreneurs, aspiring startups and to new and existing MSMEs a roadmap for exports to international markets.



(Subhash Desai)

Foreword



Dr. Harshdeep Kamble
(I.A.S)
Development
Commissioner
(Industries), Directorate of
Industries, Government of
Maharashtra

I compliment World Trade Centre Mumbai and its support partners for organizing the second edition of World Trade Day Maharashtra across various regions in the state. This programme is a timely intervention by World Trade Centre Mumbai to encourage micro, small and medium enterprises (MSMEs) to explore international market.

Maharashtra is the leading exporter in India as it accounts for 25% of the country's merchandise exports. However, there is tremendous scope to enhance this share by linking local MSMEs, women entrepreneurs and clusters to global markets.

I am glad to note that the District Industries Centre (DIC) of Industries Department have actively participated in this programme across various regions and created awareness about industrial policies for MSMEs, women entrepreneurs and weaker sections of the society.

Government of Maharashtra has introduced several policies to promote industrial development and exports. Some of these policies are Maharashtra's Industrial Policy 2013, Single Window Policy, Electronic Policy, Maharashtra's Logistics Parks Policy-2018, Special Economic Zone Policy and Maharashtra COIR Policy-2018, to name a few. In order to develop clusters across various sectors, the state government is implementing Maharashtra State Industrial Cluster Development Programme (MSI-CDP).

Armed with these forward looking policies and an enterprising population, the state government aims to grow the size of the state's economy to USD 1 trillion by 2025 from the current level of USD 400 billion.

Such an ambitious target calls for co-ordinated efforts of all the stakeholders viz. policymakers, trade support institutions, local industry chambers, financial institutions, export promotion councils (EPCs), MSMEs and large corporate houses.

I am glad to note that this event has facilitated interaction of MSMEs and local industry chambers with India's leading financial institutions viz. EXIM Bank and ECGC. EXIM Bank, SIDBI and ECGC have a major role to play in addressing the trade credit needs of MSMEs.

The event has also featured inspiring success stories from multinational companies such as ABB and Keihin Fie and leading Indian exporters such as Ajanta Pharma, Reliance Industries and Sun Pharma. These stories will serve as an inspiration and valuable guide for MSMEs to enhance their quality standards to meet the aspirations of global consumers.

I am confident that World Trade Day Maharashtra has encouraged many MSMEs and aspiring exporters to explore business opportunities in the global market. Once again, I congratulate World Trade Centre Mumbai for taking this commendable initiative and I wish success in its future endeavours as well.

Preface



Mr. Kamal Morarka
Chairman
MVIRDC World Trade
Centre Mumbai

International trade has played an important role in industrialisation and regional development of many countries. While the significance of international trade for economic development is well appreciated, there is a need to create awareness about the challenges and opportunities involved in international trade, especially for micro, small and medium enterprises (MSMEs).

Specifically, MSMEs need to be sensitised about the challenges such as competing with foreign suppliers on cost, adherence to quality standards of foreign countries, product labelling and packaging norms, meeting strict delivery timelines, among others.

In order to create awareness about these factors that affect the competitiveness of MSMEs in the global market, World Trade Centre Mumbai organised the second edition of World Trade Day Maharashtra across Nashik, Aurangabad, Ahmednagar, Ichalkaranji, Kolhapur and Nagpur.

World Trade Day Programmes in these districts featured knowledge sessions on procedures involved in foreign trade, norms for availing tax incentives, potential foreign markets for local MSMEs, access to trade finance, among others.

These knowledge sessions were addressed by senior officials from District Industries Centres, Government of Maharashtra, German Consulate General Mumbai, EXIM Bank, ECGC, SIDBI, MSAMB, Mumbai Customs, Government of India, among others. These sessions generated useful interactions between industry and various administrative agencies.

The sessions also featured presentation of inspiring success stories from Indian and multinational companies viz. Ajanta Pharma, Reliance Industries, ABB India, Sun Pharmaceuticals and Keihin Fie.

World Trade Day Maharashtra received overwhelming response from MSMEs, women-owned enterprises, industry clusters and local industry bodies in these districts. More than 500 representatives from trade and industry attended the knowledge sessions and participated in B2B and G2B meetings in these districts.

On behalf of World Trade Centre Mumbai, I take this opportunity to thank all our support partners for making this initiative a grand success. Especially, I thank Nashik Industries & Manufacturers Association, Association of Ahmednagar Manufacturing Industries, Vidarbha Industries Association, Marathwada Association of Small Scale Industries & Agriculture, URJA Foundation, Converse International, Saturday Club Global Trust, Lions Club Ichalkaranji, Ahmednagar Auto & Engineering Association, Ichalkaranji Engineering Association, The Ichalkaranji Powerloom Weaver's Co-op. Association, Kolhapur Chamber of Commerce & Industries for their valuable support to this initiative.

We are confident that this programme has inspired MSMEs and aspiring entrepreneurs to explore export opportunities with foreign countries. We hope that the discussions, deliberations and fruitful suggestions put forth by speakers during these knowledge sessions will form the basis for building a visionary plan for enhancing Maharashtra's export competitiveness.

This report documents the key highlights of World Trade Day programmes across various districts of Maharashtra and also in other cities of India (Bhubaneshwar, Goa and Jaipur). We are confident that this report will be a useful reference for industry, policymakers, think tanks, academic and research institutions and media organizations.

Executive Summary

International trade offers promising opportunity for Micro, Small and Medium Enterprises (MSMEs) to diversify their source of revenue, improve scale of operation, identify alternative sources of raw materials and improve productivity. The benefits of foreign trade spills over to society in terms of generation of new employment opportunities, improvement in the standard of living and reduction in poverty. Several Asian countries have attained remarkable economic growth driven by internationalization of their MSMEs.

Even in India, international trade has benefitted MSMEs, women entrepreneurs, industry clusters, especially in leather, textile, agro-products and handicrafts sector. Policymakers, both at the central and state governments offer various incentives to promote exports from MSMEs. The development of information and communication technology, especially the advent of e-commerce, has improved the ease of trading across borders for MSMEs.

However, many MSMEs still struggle to create a footprint in the international market because of difficulty in accessing trade credit, stringent global quality standards, ignorance about foreign market opportunities and complex procedures for exports. The determinants of competitiveness of MSMEs in the global market are significantly different from those in the domestic market. Competitiveness of MSMEs in the global market is determined by their adherence to strict delivery timelines, conformity to global standards, changes in exchange rates, cost of shipping and logistics, among others.

World Trade Day is a historic event in the calendar of several World Trade Centers across the world to honour the trading community for their exemplary contribution to regional economic development through international trade.

MVIRDC World Trade Centre Mumbai, which is a member of World Trade Centers Association, New York organized the second edition of World Trade Day Maharashtra in various districts from June 17-June 23, 2018 with a view to provide an effective platform to MSMEs to voice their views on international trade and also to get first hand information from experts, business leaders, bankers, diplomats and others on international trade.

Maharashtra accounts for 25 per cent of India's exports. Especially, the state is in the forefront of export of agro commodities. Maharashtra is also a leading exporter of engineering goods, gems and jewellery, textile, pharmaceuticals and other commodities.

Micro, small and medium enterprises (MSMEs) have a major role to play in driving the export growth of Maharashtra as they constitute 50 per cent of industrial output. There are more than 45.45 lakh establishments, employing 1.18 crore people, in Maharashtra and engaged in different economic activities (other than agriculture). The objective of World Trade Day Maharashtra is to create awareness among these establishments on the significance of international trade for the economic development of the region and the national economy.

Through a series of knowledge sessions, World Trade Day Maharashtra brought together government officials, representatives from India's leading financial institutions, consultancy organizations, MSMEs and multinational companies on a common platform. The programme offered a unique opportunity to all the stakeholders to exchange innovative ideas for improving MSME competitiveness.

World Trade Day Maharashtra was organised in Kolhapur, Ichalkaranji, Nagpur, Aurangabad,

Ahmednagar and Nashik to explore the hidden export potential in these districts and guide aspiring exporters on opportunities and challenges in international trade.

World Trade Day Maharashtra received overwhelming response from existing and aspiring exporters, start-up enterprises, industry clusters and women entrepreneurs from these districts. More than 500 delegates from these industries participated in the programme in the above districts. The overwhelming response vindicates the aspiration of the local business community to explore global market.

The programme was addressed by experts from government departments, multinational companies, export promotion councils and others. Some of the speakers of the programme were Dr. Jurgen Morhard, Consul General, Consulate General of Germany in Mumbai; Mr. Sudhir Gogate, Executive Director, Keihin Fie; Mr. S. D. Shelke, General Manager, District Industries Centre, Ichalkaranji; Mr. Abhaysinh Jaysinh Phalake, Deputy Commissioner, Mumbai Customs Zone; Mr. Rajat Srivastava, Regional Director-Western region, Engineering Export Promotion Council; Mr. Sameer Gohkale, Marketing Manager, Maharashtra Airport Development Company Ltd.; Mr. Vinod M. Paratkar, Director, INDO-ASEAN Business Advisory; Mr. Sunil Uttarwar, Associate Vice President - Manufacturing, Sun Pharmaceuticals Industries Ltd.; Ms. Sunita Sindwani, Chief General Manager, EXIM Bank; Mr. Ganesh Kothawade, Vice President-Distribution Solutions, ABB India Ltd. and Mr. Nitin Mumdaware, Regional Head, MTDC Nashik, among others.

MVIRDC World Trade Centre Mumbai partnered with organisations such as Association of Ahmednagar Manufacturing Industries, Ahmednagar Auto and Engineering Association, Engineering Export Promotion Council India, EXIM bank, Export Credit guarantee Corporation of India, Maharashtra Industry Trade & Investment Facilitation Cell, Nashik Industries & Manufacturers Association, Converse International, Kolhapur Chamber of Commerce & Industries, Urja Kranti Business Foundation, Saturday Club Global Trust, Rotary Club – Kolhapur, The Ichalkaranji Powerloom Weaver's Co-operative Association Ltd., Ichalkaranji Lions Club, Ichalkaranji Engineering Association, Marathwada Association of Small Scale Industries & Agriculture, Vidarbha Industries Association, M/s S. N. Mohanty Group of Companies, Gemini Consulting & Services and Ministry of Micro, Small & Medium Enterprises – Government of India in conducting the event.

This report offers glimpses of the knowledge sessions held in these districts as part of World Trade Day Maharashtra and attempts to skim the key takeaways for policymakers and MSMEs. The report also features the key highlights of World Trade Day held in Goa, Bhubaneswar and Jaipur.

World Trade Day in Bhubaneswar focused on the theme 'International Trade - Gateway for Odisha's Prosperity' and was graced by dignitaries such as Shri. Prafulla Samal, Hon'ble Cabinet Minister, MSME, Government of Odisha and Shri. L.N. Gupta, IAS, Additional Chief Secretary, Department of MSMEs, Government of Odisha. As a part of the programme, World Trade Centre Bhubaneswar also presented awards to its MSME members.

World Trade Day in Goa addressed the theme 'The 4th Industrial Revolution and its Impact on World Trade'. World Trade Centre Jaipur collaborated with MSME Jaipur to celebrate United Nations International MSME Day at the state office of MSME Development Jaipur. A live telecast of 'UDYAM SANGAM- 2018', organized by Ministry of MSME, New Delhi, featured a speech by Honorable President of India, Shri. Ram Nath Kovind celebrating the 2nd United Nations Micro, Small and Medium-Sized Enterprise Day for local industrial associations, District Industries Centre (DIC) and other stake holders. A session on export-related issues was also addressed by eminent speakers.

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WORLD TRADE DAY MAHARASHTRA IN AHMEDNAGAR
 on
Enhancing Export Opportunities for MSMEs
Sunday, June 17, 2018 at 3:00 pm
Venue: Ahmednagar Auto and Engineering Association(AAEA), Yashokar, G-47/5, M.I.D.C
 Ahmednagar M.S. 414111, Maharashtra



Maharashtra as a whole has contributed significantly to India's exports. MSMEs form a major portion of these industries including women entrepreneurs, innovators and start-ups that have contributed to the growth of these regions and are aspiring to export to international markets. I am sure that World Trade Day Maharashtra will provide the much – needed direction for budding entrepreneurs, aspiring start-ups and to new and existing MSMEs a roadmap for exports to international markets.

- Shri Subhash Desai
Minister of Industries and Mining, Government of Maharashtra

Speakers

Mr. Ravindra Awati Associate President Reliance Industries Ltd.	Mr. Sunil Uttarwar Associate Vice President Manufacturing Sun Pharmaceuticals	Ms. Sunita Sindwani Chief General Manager EXIM Bank
Mr. S. S. Gavali General Manager District Industries Centre Ahmednagar	Mr. Mukesh Samtani Assistant Director EEPC Mumbai	Mr. Shivaji M. Narvekar General Manager ECGC Ltd.

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World Trade Day Maharashtra in Ahmednagar

Sunday, June 17, 2018 at 3:00 pm

Venue: Ahmednagar Auto and Engineering Association (AAEA)
Yashokar, G-47/ 5, M. I. D. C, Ahmednagar, M. S. 414111, Maharashtra

Programme

2.30 pm - 3.00 pm	Registration
3.00 pm - 3.15 pm	Welcome Address by Ms. Dolly Awati, Joint Director - Corporate Communication and Trade Promotion, MVIRDC World Trade Centre Mumbai
3.15 pm - 3.35 pm	Special Address by Mr. K. M. Bhingare, Chairman, Ahmednagar Auto Engineering Association
3.35 pm - 3.40 pm	Felicitation of Speakers and Co-organisers
3.40 pm - 4.00 pm	Improving MSME Competitiveness to be Export Ready Mr. S. S. Gavali, General Manager, District Industries Centre, Ahmednagar
4.00 pm - 4.20 pm	How Telecom is Transforming the way MSMEs Export in Ahmednagar Mr. Ravindra Awati, Associate President, Reliance Industries Ltd.
4.20 pm - 4.40 pm	Opportunities and Challenges of API Exports from India Mr. Sunil Uttarwar, Associate Vice President–Manufacturing, Sun Pharmaceutical Industries Ltd.
4.40 pm - 5.00 pm	Role of EXIM Bank in Promoting Exports Ms. Sunita Sindwani, Chief General Manager, EXIM Bank
5.00 pm - 5.20 pm	Credit Risks for MSME Exports in the Region Mr. Shivaji M. Narvekar, General Manager, Export Credit Guarantee Corporation of India
5.20 pm - 5.40 pm	Role, Activities and Services of EEPC India to Grow Engineering Exports Mr. Mukesh Samtani, Assistant Director, Engineering Exports Promotion Council (EEPC) India
5.40 pm - 6.00 pm	Doing Business with Columbia and Philippines Mr. Pratap Singh Bharda, Executive Officer, Engineering Exports Promotion Council (India)
6.00 pm - 6.15 pm	Question and Answer
6.15 pm - 6.30 pm	Vote of Thanks by Mr. Ashok R. Sonawane, President, Association of Ahmednagar, Manufacturing Industries
6.30 p.m. onwards	High Tea and Networking

AHMEDNAGAR | June 17, 2018

MSMEs in Ahmednagar Must Avail Government Schemes through DIC and focus on new areas to enhance exports

The inaugural programme of the 2nd edition of World Trade Day Maharashtra was held in Ahmednagar on 'Enhancing Export Opportunities in the Region' in association with Ahmednagar Auto & Engineering Association (AAEA) and Association of Ahmednagar Manufacturing Industries (AAMI) on June 17, 2018. This programme was supported by Maharashtra Industry Trade & Investment Facilitation Cell (MAITRI), an initiative by Government of Maharashtra.

International trade offers opportunities for micro, small and medium enterprises. World over contribution of MSMEs in international trade and global value chains (GVCs) is immense. World Trade Day Maharashtra was organised to promote participation of MSMEs from Maharashtra in global trade.

Ahmednagar: fast growing business hub

Located in the middle of western Maharashtra, Ahmednagar is the largest district in the state with 14 talukas. Sugarcane, Bajra and Jawar are the major crops grown in the district. Farmers also cultivate fruits such as grapes, orange and pomegranate. The district has many co-operative units in sugar processing, spinning, paper manufacturing and

dairy, among others. Forestry is another source of livelihood for some people as they grow hirda, custard apple, fuel wood, grass, gum and tendu leaves.

Ahmednagar has expertise in several industry sectors with many clusters of auto and engineering units, which provide employment to thousands of people in the district and neighbouring areas. Some of the exportable items from this district are automobiles, electric motors, switchgears, seamless tubes, print circuit board, forging items, pharmaceuticals etc.

Auto and Engineering Cluster

Mr. K. M. Bhingare, Chairman, Ahmednagar Auto & Engineering Association said that AAEA acts as a one-stop shop for solutions in collective bargaining of raw material procurement besides building a liaison



Mr. K. M. Bhingare
Chairman
Ahmednagar Auto &
Engineering Association



From (L-R): Mr. Sudarshan Ingale, Chief Manager, EXIM India; Ms. Dolly Awati, Joint Director - Corporate Communication and Trade Promotion, MVRDC World Trade Centre Mumbai; Mr. K. M. Bhingare, Chairman, AAEA; Mr. Pratap Singh Bharda, Executive Officer and Mr. Mukesh Samtani, Assistant Director, EEPIC India Ltd.; Mr. Shivaji Narvekar, ECGC Ltd.; Mr. Ashok Sonawane, President, AAMI; Ms. Sunita Sindwani, Chief General Manager, EXIM Bank and Mr. Deepak Shivdas, Manager, District Industries Centre - Ahmednagar.

between its members and government agencies, banks, etc. Ahmednagar Auto Cluster is formed under MSE – CDP Programme to facilitate MSME (Micro Small and Medium Enterprise). This Cluster provides “World Class Facilities” for machining and inspection, training to improve skills of MSME workers and managers and will enable MSME’s to be “Competitive” on “Global Scale”.

Mr. Bhingare further added that AAEA also conducts training sessions for corporates to enhance productivity and help MSMEs by organising knowledge programmes. He also explained benefits of membership in terms of services and facilities provided by the association.

Maharashtra Government has identified wooden furniture, agro-processing and miscellaneous manufacturing as potential industries for development of this district. Considering the predominance of the sugarcane sector, there is huge potential to harness waste generated from sugar mills for manufacturing bio-coal briquettes, card boards, particle board etc. According to a report by the Ministry of MSME, the industrial scenario of the district can be transformed by establishing co-operative and mini Industrial areas in each taluka of Ahmednagar. In the services sector, Ahmednagar has potential in computer training institute, automobile repairs and certain professional services.



Mr. D. K. Shivdas
Manager
District Industries Centre,
Ahmednagar

Taking this forward, Mr. D. K. Shivdas, Manager, District Industries Centre, Ahmednagar briefed about the policies of the state government for the development of MSMEs. He also explained various incentives provided for promotion of industries in Maharashtra.

Mr. Ravindra Awati, Associate President, Reliance Industries Ltd. emphasised the impact of Jio in the telecom sector and digital communication for



Mr. Ravindra Awati
Associate President
Reliance Industries Ltd.

industry, MSMEs and start-ups. He mentioned that the Company is currently working on 4G technological advancements which will largely benefit its users in the future. He emphasised the importance of digital technology and stressed that entrepreneurs must excel in their online presence and optimally utilise the mobile platform as it is the best medium to reach stakeholders effectively, in a cost-effective manner. This will maximise their profit and also help in exploring opportunities in international markets.

India is the largest provider of generic drugs globally with the Indian generics accounting for approximately 20 per cent of global exports in terms of volume. According to pharma industry experts, standard of the drugs is one of the major concerns.



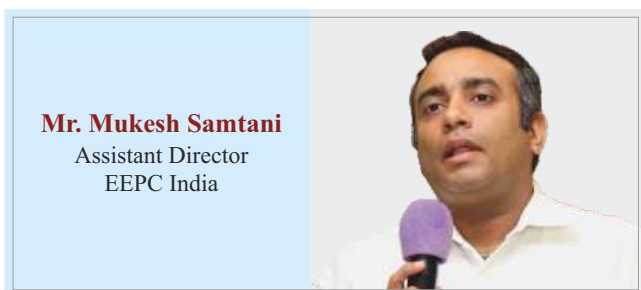
**Mr. Sunil Govind
Uttarwarr**
Associate Vice President -
Manufacturing
Sun Pharmaceutical
Industries Ltd.

Echoing this, Mr. Sunil Govind Uttarwar, Associate Vice President – Manufacturing, Sun Pharmaceutical Industries Ltd. said that skilled technicians as well as advanced testing facilities are required for accurate test results of the product. He also mentioned that manufacturing facilities harmonizing global standards, strict quality control programmes, procedures and latest technologies should be adopted to ensure consistent product quality. He advised participants to focus on high-tech products and quality management systems to become compliant with international quality standards and regulations that differ as per the region.

**Mr. Sudarshan Ingale**Chief Manager
EXIM India

Mr. Sudarshan Ingale, Chief Manager, Export Import Bank of India said that SME growth is essential for country's development as they significantly contribute to the Indian economy by providing livelihood for millions. One of the key challenges is to acquire finances for MSMEs. This has profound impact on technology upgradation and capacity enhancement, marketing, etc.

Elaborating on this, Mr. Ingale explained the role of Exim Bank in promoting exports from small and medium enterprises in India. He invited SMEs to avail of short-term and long-term credits offered by the Bank and take advantage of other initiatives such as EXIM Mitra and Grassroots Initiative and Development (GRID). He also informed that EXIM Bank conducts matchmaking, skill development and capacity building initiatives to promote exports of MSMEs.

**Mr. Mukesh Samtani**Assistant Director
EEPC India

Mr. Mukesh Samtani, Assistant Director – EEPC India explained the role of EEPC in the growth of engineering exports. Engineering sector is the backbone of the economy and the largest segment of the Indian industrial sector. He informed that in 2017-18, Indian engineering exports were US\$76.2 billion, the highest since independence, surpassing previous all time high of US\$170 billion in 2014-15, registering a 16.81 percent year-on-year-growth, and that EU is India's top trading partner. He also mentioned that EEPC has over 12,000 members, of which 60% constitute MSMEs and stressed on the

services provided by EEPC specifically to the MSME sector.

**Mr. Pratap Singh Bharda**Executive Officer
EEPC India


Mr. Pratap Singh Bharda, Executive Officer, EEPC India gave a presentation on 'Doing Business in Latin America and Philippines'. He mentioned that Colombia has become one of the main destinations for India's exports in the region. As a result of this, there has been an increase in the number of delegations from India to Colombia mainly from export promotion councils such as EEPC which have led to fruitful collaborations. EEPC had led a delegation of 151 Indian companies to participate in the Bogota International Fair in October 2010. Philippines is one of the fastest growing economies in the 10-member ASEAN bloc, with a GDP growth of 9.8% in 2016. India's engineering export to Philippines has grown to 22% during 2017-18, and many more Indian companies are exploring this rapidly growing market. He invited companies to participate in INDEE Philippines which coincides with International Metalworking Philippines in Manila, which attracts approximately 15,000 visitors from various countries schedule for August 22-25, 2018.


The Vote of Thanks was proposed by Mr. Mukund Deshmukh, Vice President, Ahmednagar Auto and Engineering Association. He thanked WTC Mumbai for organising this programme and invited WTC Mumbai to organise more such programmes for the benefit of local MSMEs in exports. He opined that World Trade Centres' vast international network will help to access global network in over 90 countries and it will help MSMEs immensely.


The event was attended by more than 70 representatives of MSMEs, women enterprises, large corporate houses and multinational companies from industrial areas of Shrirampur, Supa-Parner, Rahuri, Newasa etc.


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WORLD TRADE DAY MAHARASHTRA IN NASHIK
 on
Enhancing Export Opportunities for MSMEs
Monday, June 18, 2018 at 3:00 pm
Venue: Seminar Hall, NIMA House, P-14, M.I.D.C. Satpur, Nashik, Maharashtra



Maharashtra as a whole has contributed significantly to India's exports. MSMEs form a major portion of these industries including women entrepreneurs, innovators and start-ups that have contributed to the growth of these regions and are aspiring to export to international markets. I am sure that World Trade Day Maharashtra will provide the much – needed direction for budding entrepreneurs, aspiring start-ups and to new and existing MSMEs a roadmap for exports to international markets.

- Shri Subhash Desai
Minister of Industries and Mining, Government of Maharashtra

Speakers

Dr. Jürgen Morhard
Consul General
German Consulate General Mumbai

Mr. P. D. Rendalkar
General Manager
DIC, Govt. of Maharashtra


Mr. K.L. Dhingra
Regional Chairman
EEPC INDIA(WR)

Mr. Ganesh Kothawade
Vice President, Distribution Solutions
ABB India Ltd.


Mr. Rajat Kumar Srivastava
Regional Director
EEPC INDIA

Mr. Nitin Mundaware
Regional Head
MTDC Nashik


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Y. R. Warerkar
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Rupa Naik
Senior Director
MVIRDC WTC Mumbai

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World Trade Day Maharashtra in Nashik
'Enhancing Export Opportunities for MSMEs'
Monday, June 18, 2018 at 3:00 pm

Venue: Seminar Hall, NIMA House, P – 14, M. I. D. C., Satpur, Nashik, Maharashtra

Programme

2.30 pm – 3.00 pm	Registration
3.00 pm – 3.15 pm	Welcome Address Ms. Dolly Awati, Joint Director - Corporate Communication and Trade Promotion, MVIRDC World Trade Centre Mumbai
3.10 pm – 3.25 pm	Felicitation of Speakers and Co-organiser
3.25 pm – 3.45 pm	Trade Opportunities for Indian MSMEs in Germany Dr. Jurgen Morhard , Consul General, Consulate General of Germany in Mumbai
3.45 pm – 4.05 pm	Improving MSME Competitiveness to be Export Ready Mr. P. D. Rendalkar, General Manager, District Industries Centre, Ahmednagar
4.05 pm – 4.25 pm	Significance of Innovation for Competitiveness in the Global Market Mr. Ganesh Kothawade , Vice President-Distribution Solutions, ABB India Ltd.
4.25 pm – 4.45 pm	Address on Role, Activities and Services of EEPC India to Grow Engineering Exports Mr. K. L. Dhingra , Regional Chairman, EEPC India (Western Region)
4.45 pm – 5.05 pm	Doing business with Europe & LAC countries (Colombia and Philippines) Mr. Rajat Srivastava, Regional Director-Western Region, EEPC India
5.05 pm - 5.25 pm	Nashik Tourism Mr. Nitin Mundaware, Regional Head, MTDC Nashik
5.25pm – 5.45 pm	Question and Answer
5.45 pm – 6.00 pm	Vote of Thanks Mr. Mangesh Patankar, President, Nashik Industries Manufacturers Association
6.00 pm onwards	High Tea and Networking

NASHIK | June 18, 2018

Value-added production is 'key to success' for MSMEs in Nashik

The second programme of the 2nd edition of World Trade Day Maharashtra was organised in Nashik in association with Nashik Industries Manufacturers' Association on June 18, 2018.

Agri and food processing hub of Maharashtra

Nashik is the second largest producer of food grains in Maharashtra, with a contribution of 6.35 percent to the total food grain output. Besides sugarcane and grape production, some of the enterprising farmers have shifted to pomegranate cultivation. Mumbai, the financial capital of India, relies largely on the supply of fruits and vegetables from Nashik. Maharashtra is the leading producer of grapes in the country contributing to 83.5 per cent of the total grape output of India, owing much of it to Nashik with flourishing grape farming. Being the major producer and exporter of wines, Nashik is also called the Wine Capital of India.

Food processing is one of the dominant sectors in the district. There are seven sugar factories out of which five are run on co-operative basis. Rich availability of fruits and vegetables has supported food processing and wine processing industry in this district. Satpur, Ambad and Sinnar are some of the industrial areas of this district and the state government plans to develop industries in Malegaon Sayane Area and some more areas in Sinnar.

The district is also famous for livestock and poultry farming as it has the largest number of livestock population in Maharashtra, with 7.97 million livestock or 24.53 percent of entire state. Lasalgaon, a village at Niphad tehsil of Nashik, has the largest market for onion in Asia from where the vegetable is supplied to many parts in India and abroad.

Nashik is also a major contributor to the industrial development of Maharashtra. Automobile components, engineering and electrical goods, metals, food processing and pharmaceuticals are



From (L-R): Mr. Rajat Kumar Srivastava, Regional Director - Western Region, EEPC India; Dr. Jürgen Morhard, Consul General, Consulate General of Germany in Mumbai; Mr. Ganesh Kothawade Vice President-Distribution Solutions, ABB India Ltd.; Mr. Krishanlal Dhingra, Regional Chairman, EEPC India (Western Region); Mr. Shrikant Bachchav, Hon. General Secretary, Nashik Industries Manufacturers' Association (NIMA); Mr. Nitin Mundaware, Regional head, MTDC Nashik and Ms. Dolly Awati, Joint Director-Corporate Communication and Trade Promotion, MVIRDC World Trade Centre Mumbai.

some of the major contributors to the economy of this district. Recognising the industry-friendly atmosphere in this district, reputed companies such as Mahindra & Mahindra, Siemens, Crompton Greaves, L&T, Ceat and Jyoti Structures have set up their manufacturing operations here.

Indo-German Partnership in the 21st century

Chief Guest, Dr. Jürgen Morhard, Consul General, Consulate General of Germany in Mumbai remarked that Germany is India's most important EU trade partner as both countries share excellent relations with India being Germany's 25th most important trade



partner (ranking 28th in the area of imports and 27th for exports). He also added that in the year 2000, both countries took a decisive step towards greater bilateral co-operation by signing the Agenda for Indo-German Partnership in the 21st century.

Mr. Morhard further mentioned that India has demonstrated great ability to grow rapidly as its key economic indicators show positive developments particularly with regard to inflation, budget deficits and currencyability.

Mr. Ganesh Kothawade, Vice President – Distribution Solutions, ABB India Ltd., remarked that innovation is important for surviving in competition and that conventional products being manufactured with



traditional and outdated technologies result in products that are unfit for international markets. Mr. Kothawade stressed on the importance of adhering to international standards of product quality and recommended manufacturers to adapt their products according to consumer demands in order to be competitive in global markets.



Mr. Rajat Kumar Srivastava, Regional Director - Western Region, EEPC India informed that India's engineering exports surpassed the export target and was US\$ 76.2 billion during 2017-18, recording a 16.81 percent growth. He further added that in the last five years, contribution of engineering exports to India's total exports grew notably and reached 25.16 percent during 2017-18. He also mentioned that since the last five years Europe as a region was India's largest export destination, with India's engineering exports to Europe having increased from US\$ 12748.5 million in 2013-14 to US\$ 18059.4 million in 2017-18, registering a growth of more than 40 percent. This has shown that India's growth rate of engineering exports to Europe was higher than that of India's global engineering exports.

Mr. Srivastava said that manufacturers must participate in the India Engineering Exhibition (INDEE) which will be held in Philippines. The Exhibition is a great platform for trade, investments, joint ventures and business-to-business meetings.

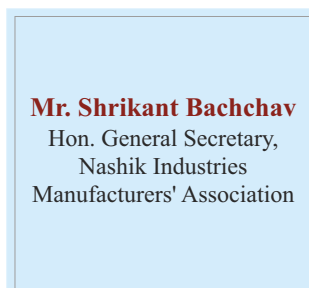
Mr. Nitin Mundaware, Regional Manager, Maharashtra Tourism Development Corporation (MTDC) Nashik, informed that MTDC has launched various schemes such as Bed & Breakfast Scheme where travellers can stay and savour local cuisine at affordable prices. The main objective of this scheme is to create a wide network of affordable stays at



Mr. Nitin Mundaware
Regional Manager,
Maharashtra Tourism
Development Corporation
(MTDC) Nashik

lesser known places of tourist interest. He also briefed about Mahabhraman Scheme which includes Experiential and Agri Tourism (planting samplings, plucking fruits and vegetables, riding bullock cart, studying pearl culture etc.) and Village Tourism (showcasing tribal lifestyle, local cuisine, clothing, festivals, local arts and handicrafts). These schemes help generate income in the region while providing tourists with unique experiences.

Mr. Mundaware announced that MTDC will soon launch wellness centers across Nashik which will further boost tourism of the region.



Mr. Shrikant Bachchav
Hon. General Secretary,
Nashik Industries
Manufacturers' Association

Mr. Shrikant Bachchav, Hon. General Secretary, Nashik Industries Manufacturers' Association while thanking participants and speakers announced that NIMA plans to organise such programme more often with World Trade Centre Mumbai to help local MSMEs in creating access to international market.

The event was attended by more than 100 representatives of MSMEs, women enterprises, large corporate houses and multinational companies from industrial areas of Sayane near Malegaon and Yeola, Sinnar, Satpur and Ambad to name a few.



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नाशिक
शुक्रवार, १५ जून २०१८

PRESS CLIPPINGS

June 19, 2018 - **Pudhari**



सावधानी : निम्न ह्यउत्तरमध्ये खालील ट्रेड सेंटर्स डे-इन महागष्ट कार्यक्रमात उपस्थित मान्यवर. (छात्रा : सागर आनप)

**‘ट्रेड फेअर’मधून बाजारमूल्य
समजण्याची संधी : डॉ. मोन्हार्ड**

मराठपूर : वार्ताहर

[illegible]

महसंचालक डॉली आवटी यांनी
बल्ड ट्रेड सेंटरची संकल्पना स्पष्ट
केली.

नेतृत्वकर्तव्य २३२ गॅट्टर असल्याचे सांगून, त्याच ८८ देशांच्या २१ हजार उद्योजक संस्थांच्या समावेश असल्याचे सांगितले. आतापर्यंत या गॅट्टरच्या माध्यमातून ७५ हून जास्त प्रदर्शनांचे आयोजन करण्यात आले असून, वर्षभरात ६० हून जास्त परदेशी शिष्टमंडळांनी भेट दिल्याचे सांगितले. भूषण यांनी मुख्यमंत्रालय केले, तर अर्जीत बळराव यांनी आभार मानले. यावेळी उद्योजक मोठा संख्येने उपस्थित होते.

Nashik Edition
19 Jun, 2018 Page No. 9
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**NASHIK INDUSTRIES &
MANUFACTURERS ASSOCIATION**



MATTERS

जागतिक व्यापार दिवस नशिक

सूचना, लघु आणि मध्यम उद्योजकांना आंतरराष्ट्रीय बाजारपेठेत सामील होण्याची सुवर्णसंधी

सोमवार, १८ जून २०१८, दुपारी ३ वा.

स्थळ : सेमिनार हॉल, निमा हाउस, पी- १४, एमआयबीसी सातपुर, नशिक, महाराष्ट्र




“महाराष्ट्राचे योगदान आपल्या देशाच्या निर्यातीत लक्षणीय आहे. या योगदानात MSMEs तसेच महिला उद्योजक, नव-उद्योजक आणि प्रारंभिक व्यवसायिकांचा उल्लेखनीय सहभाग आहे. मला विश्वास आहे “जागतिक व्यापार दिवस” महाराष्ट्रातील उद्योजक, MSMEs आणि नव-उद्योजकांना आंतरराष्ट्रीय बाजारपेठेत सामील होण्यासंबंधी उपयुक्त माहिती आणि शिक्षित संधी प्राप्त करून देईल”

- श्री. सुभाष देसाई
उद्योग आणि व्यापारमंत्री, महाराष्ट्र सरकार

Speakers

<p>Dr. Jürgen Morhard Consul General German Consulate General Mumbai</p> <p>Mr. K. L. Dhingra Regional Chairman, EEPC India (WR)</p> <p>Mr. Rajat Kumar Srivastava Regional Director EEPC INDIA</p>	<p>Mr. P. D. Rendalkar General Manager DIC, Govt. of Maharashtra</p> <p>Mr. Ganesh Kothawade Vice President, Distribution Solutions ABB India Ltd.</p> <p>Mr. Nitin Mundaware Regional Head MTDC Nashik</p>
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विनामूल्य संधी : अमेरेंडर सॅलॅरी करणे अनिवार्य आहे

सहभागी होण्यासाठी संपर्क साधा :
एमबीसीआयबीसीसी वर्ल्ड ट्रेड सेंटर मुंबई
दूर : ०२२ ६६३८ ४२४२ / ४३४२ / ४३८४
ई : bhupendra@wtcmumbai.org / kadambari@wtcmumbai.org

सहयोगी




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PRESS CLIPPING

'Opportunity for Indian industrialists to find business partner through trade fair'

NASBEEK: The majority of Germany is based on small and medium-sized enterprises, vocational training, trade fairs and industrial clusters. It is in this area that Germany has the advantage to understand market values in Germany. While searching for power opportunities for business through IM, they would get an opportunity to search right people for business through this trade fair, said Dr. Rüdiger W. Nasbeek, President General Manager, Swissair General Manager.

He was speaking in a programme World Trade Fair Multinational in Souths organized by World Trade Centre on at Nikhil House on Saturday. Dr. Nasbeek spoke on various opportunities for business MSMEs in Germany.

S. L. Dhillon, Regional Chairman, ICEA

general Director, S.P.C. India asked about joint business with Europe and L.M. Sangre (Colombia and Philippines). While M. Sangre said that S.P.C. and M.T.C. had no such agreements, he also expressed his views.

While discussing introductions abroad, Dr. G. A. Aron, Area Director, World Trade Centre explained the concept of World Trade Centre. He informed that there are 117 centres in 100 countries and 12000-15000 Australian members from 80 countries represent it. So the centre has 75 export zones organized by the W.T.C. and over 80 foreign delegations visited the Centre within a year.

Hussein expressed the programme, while M. Sangre and M. Sangre presented the rate of duties. India's role is prominent in international trade. He said that the Centre is a member of this programme.

P. D. Bordekar, Regional Chairman, EPCF India, says that the Government of Maharashtra, India, has approved the construction of a 100-MW lignite-fired power plant in the Nellore district of Andhra Pradesh, India. The plant is being developed by the Nellore Lignite Project, Andhra Pradesh, India. The plant is being developed by the Nellore Lignite Project, Andhra Pradesh, India. The plant is being developed by the Nellore Lignite Project, Andhra Pradesh, India.

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लोकमत

भारतीयांना जर्मनीत चांगल्या संधी : मोरहार्ड

लोकमत न्यूज नेटवर्क

साक्षरपूर : जर्बनीत ८५ टक्के लघु उद्योग अस्तु, त्यात ८० टक्के गृहउद्योग आहेत. भविष्यात भारतीयांना जर्बनीत चांगल्या संधी निर्माण होणार असल्याने जर्बनी आणि भारत हे वैश्विक भागीदार होऊ शकतात, असे प्रतिपादन जर्बनीचे मॅनेजिंग डायरेक्टर जनरल डॉ. जुर्वीन मोरहाई यांनी केले.

निमा हाऊस येथे वर्ल्ड ट्रेड सेंटरच्या वतीने वर्ल्ड ट्रेड सेंटर डेचे आयोजन करण्यात आले होते.

● वर्ल्ड ट्रेड सेंट्रलच्या सहसंचालक डीली आबदी यांनी वर्ल्ड ट्रेड सेंट्रली संकल्पना स्पष्ट केली. त्यात त्यांनी न्यूयॉर्क नेटवर्कमध्ये २३२ सेंट्रर असल्याचे सांगून, त्यात ८८ देशांच्या २५ हजार उद्योजक सदस्यांचा समावेश असल्याचे स्पष्ट केले. अतापर्यंत या सेंट्रलच्या माध्यमातून हून जास्त प्रदर्शनाचे आयोजन करण्यात आले असून, वर्षभराने ६०० हजार परदेशी शिष्टाचारक्षेत्री भेट दिव्याचे सांगितले.

यावेळी योलताना मोठाई यांना सांगितले की, भविष्यात जर्मनी भारतीय उद्योगांना मोठ्या संख्येने उपलब्ध होणार आहेत. जर्मनीतील लघु उद्योग देऊ करणाऱ्यांची संख्या भारतीय उद्योगांना मिळणार

असत्याचे त्यांनी म्हात केले. वाघेकी इंग्रजीची मुंबईचे विभागाध्यक्ष जतन श्रीवास्तव यांनी सांगितले की, अमेरिकन किंवा युरोपकडे जाण्याचेकडे आशियाई देशात उद्योग घ्यासावात्यासाठी अधिक अडथळे. आशियाई देश युद्ध संपवती देत आहे त्याचा लोभ घ्यावा, असे आवाहन केले. वाघेकी इंग्रजीचे कर्मचारी उपस्थित राहणारे कोळारद, इंद्रीनीसी हॉटेलाचे पंचिम विभागाची अध्यक्ष के. एल. डिग्ग, पर्यटन विभागाचे सारिक विभागाध्यक्ष नितीन मुंकाचे यांनीही यत्नयोजक केले. स्वागत व प्रस्ताविक निवाचे सार्वजनिक श्रीकांत वर्यज यांनी केले.

June 19, 2018 - **Lokmat**

Nashik Main
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Pudhari - June 18, 2018

Business Standard - June 18, 2018


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WORLD TRADE DAY MAHARASHTRA IN KOLHAPUR

on

Enhancing Export Opportunities for MSMEs

Tuesday, June 19, 2018 at 5:30 pm

Venue: Residency Club, Near Head Post Office, Tarabai Park
Warna Colony, Kolhapur, Maharashtra



Maharashtra as a whole has contributed significantly to India's exports. MSMEs form a major portion of these industries including women entrepreneurs, innovators and start-ups that have contributed to the growth of these regions and are aspiring to export to international markets. I am sure that World Trade Day Maharashtra will provide the much – needed direction for budding entrepreneurs, aspiring start-ups and to new and existing MSMEs a roadmap for exports to international markets.

- Shri Subhash Desai
 Minister of Industries and Mining, Government of Maharashtra

Speakers

Mr. Sudhir Gogate Managing Director Keihinfi	Mr. S.D. Shelke General Manager District Industries Centre, Kolhapur	
Mr. Nitin Deshpande Regional Head Bank of India	Mr. Mukesh Samtani Assistant Director Engineering Export Promotion Council	Mr. Sunny Garg Manager EXIM Bank

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World Trade Day Maharashtra in Kolhapur
'Enhancing Export Opportunities for MSMEs'
 Focus: Agri-commodities and Engineering Products
Tuesday, June 19, 2018, 5.30 pm
 Venue: Residency Club, Near Head Post Office,
 Tarabai Park, Warna Colony, Kolhapur

Programme

5.30 pm - 6.00 pm	Registration
6.00 pm - 6.10 pm	Welcome Address Mr. Anil Velde, Joint Director-Trade Promotion and Marketing, MVIRDC World Trade Centre Mumbai
6.10 pm - 6.30 pm	Government of Maharashtra Initiatives to Promote MSME Competitiveness Mr. S. D. Shelke, General Manager, District Industries Centre, Kolhapur
6.30 pm - 6.50pm	Opportunities in Engineering Products for International Trade Mr. Sudhir Gogate, Executive Director, Keihin FIE
6.50 pm – 7.10 pm	Accessing Finance for MSMEs Mr. Nitin Deshpande, Zonal Manager, Bank of India
7.10 pm – 7.30 pm	Role of EEPC INDIA to grow Engineering Exports and Doing Business with Colombia and Philippines Mr. Mukesh Samtani, Assistant Director and Mr. Pratap Singh, Executive Officer EEPC India
7.30 pm -7.50 pm	Export Facilitation through EXIM Bank Mr. Sunny Garg, Manager, EXIM Bank
7.50 pm – 8.15 pm	Question and Answer Session (Moderator: Mr. K. K. Birnale, CEO, Converse International)
8.15 pm onwards	Vote of Thanks Mr. Milind Patil , International Business Head, Saturday Club

KOLHAPUR | June 19, 2018

Kolhapur Can Benefit from USD 18 Billion Untapped Export Potential

The Third programme of the 2nd edition of World Trade Day Maharashtra (WTD) was organised in Kolhapur in association with Saturday Club Global Trust with a support from Maharashtra Industry Trade and Investment Facilitation Cell (MAITRI) on June 19, 2018. The programme generated insightful discussions and interactions on various topics including access to export finance and working capital, procedures to apply for government incentives, latest technology developments in automobile and electric vehicle industry, access to schemes of EXIM Bank and EEPC.

Kolhapur: Western Maharashtra Business Hub

Located on the Pune-Bangalore National Highway Number 4, Kolhapur is the ninth largest district in

Maharashtra in terms of population (with 3.87 million inhabitants¹). In terms of the size of its economy, Kolhapur is the sixth largest district in Maharashtra with gross value added of Rs 68,689 crore². The district also ranked sixth in terms of annual credit plan (ACP), which stood at Rs 9627 crore³ in 2017-18. ACP is the aggregate credit disbursement target set by all the commercial and co-operative banks for the district in a particular financial year. This credit is disbursed to farmers, MSMEs, large industries, exporters, retailers and other commercial organisations in the district.

The district is endowed with considerable forest resource as 22% of the area is covered by forest. The forest resource offers livelihood opportunity for local population as they derive firewood, grass, cashew,



Mr. Nitin Deshpande, Zonal Manager, Bank of India (3rd Left) lighting the lamp. From (L-R): Mr. Anil Velde, Joint Director-Trade Promotion and Marketing, MVIRDC World Trade Centre Mumbai; Mr. K. K. Birnale, Chief Executive Officer, Converse International; Mr. Sudhir Gogate, Executive Director, Keihin Fie; Mr. Milind Patil, Head-International Cell, Saturday Club Global Trust; Mr. Sunny Garg, Manager, EXIM Bank and Mr. Mukesh Samtani, Assistant Director, Engineering Export Promotion Council (EEPC).

¹ Maharashtra Economic Survey 2017-18

² Gross District Value Added (Current Prices), Maharashtra Economic Survey 2017-18

³ Maharashtra Economic Survey 2017-18

⁴ Brief Industrial Profile of Kolhapur District, MSME Development Institute, Ministry of MSME, Government of India

shikakai, silver cotton, ani, wax and other products from it. Kolhapur is not endowed with much mineral resources as it is rich in only mud used for making bricks, sand and metal stone used for construction purpose⁴.

Micro, small and medium enterprises (MSMEs) are dominant in Kolhapur as they contribute more than 50% to employment in the district. Most MSMEs in the district are involved in agro-based industries, especially cotton textile, readymade garments and embroidery, paper and paper products etc. Other popular sectors of MSMEs in the district are leather-based industries, steel fabrication, rubber, plastics etc. Cluster development is a cornerstone of MSME competitiveness in any district. Kolhapur has famous clusters in foundry & engineering, silver ornaments, jaggery and footwear sectors.

Some of the export-oriented industries in Kolhapur produce agro-based goods, leather, foot wear, engineering goods, including autocomponents. Some of the industrial areas of Kolhapur are Jaysingpur, Ichalkaranji, Hupri, Hatkangale, Yadrav and Shirol.

Considering the traditional industrial base, skill and natural resource endowment, the district of Kolhapur offers huge potential for units in leather, electrical equipments, chemical, metal products, glass and ceramics, plastics and food processing.

Mr. Anil Velde, Joint Director-Trade Promotion and Marketing, MVIRDC World Trade Centre Mumbai explained the objective of World Trade Day programme in Maharashtra and other pioneering initiatives of World Trade Centre Mumbai to connect local MSMEs to global markets. He invited MSMEs in Kolhapur and other neighbouring districts to participate and benefit from the events of World Trade Centre Mumbai. Further, the Centre also provides a platform for businesses to explore global markets and benefit from business opportunities, as it is part of World Trade Centers Association, New York's network of 320 World Trade Centers across 80 countries, connecting one million businesses across sectors.



Mr. S. D. Shelke
General Manager
District Industries Centre,
Kolhapur

Mr. S. D. Shelke, General Manager, District Industries Centre, Kolhapur said that Kolhapur is the leading district in implementing Government of Maharashtra's incentive schemes for micro, small and medium enterprises (MSMEs) and receives nearly 30% of the entire expenditure of Government of Maharashtra towards incentives for MSMEs.

The numbers of registered MSME units in Kolhapur have been growing at an annual rate of 15-20%, the highest in the state, from 6,000 units in 2005, today this number has reached to 40,000 units and by 2025 it is expected to expand 1.5 times the current level. He invited local industries to take advantage of various incentives offered by the State Government under different policies, viz. Package Scheme of Incentive (PSI) 2013, Dr. Babasaheb Ambedkar Scheduled Caste/Scheduled Tribe Development Programme and Women Entrepreneurship Policy.

Sharing details about the status of MSME cluster development projects in Kolhapur, Mr. Shelke pointed out that various clusters have been developed in the textile and foundry sectors. Additionally, some clusters are under implementation in printing and cashew sectors while some are proposed in leather, jaggery, silver and spices. These clusters are developed under the schemes of Government of Maharashtra and Government of India.

Mr. Sudhir Gogate, Executive Director, Keihin Fie emphasised on the importance of adherence to international quality standards to be competitive in global markets. He suggested MSMEs to focus on five key areas of competitiveness, namely, quality, cost, delivery, development and management. He said Indian companies have already emerged cost competitive in some segments of the engineering

Mr. Sudhir GogateExecutive Director
Keihin Fie

industry; for instance, India has surpassed China to become the largest manufacturer and exporter of two-wheelers. Many auto-component suppliers from Ichalkaranji, Kolhapur and other areas cater to global brands such as Mercedes and Volkswagen, without facing any quality related complaints.

Thus, local manufacturers are demonstrating zero defects in their production process which may open up numerous opportunities for them in the entire value chain of the automobile industry, from raw material procurement, casting, fabrication, right up to assembly of the final product.

Pointing out recent trends in the automotive industry, Mr. Gogate remarked that globally auto-components industry is witnessing a major shift from metal components to plastics and composites. Therefore, local manufacturers must consider use of plastics as raw material instead of metal and in the next five years, he pointed, India's auto-components industry will witness a tectonic shift. Speaking about the emerging electric vehicle industry, he informed that globally this segment is growing at a remarkable pace and there has been 700% growth in the number of patents filed by different players in the electric vehicle industry.

During his presentation, he also highlighted other aspects of MSME export competitiveness, such as association with reputed brands, understanding cultural differences in foreign markets, adopting latest technologies and upgrading enterprise management skills.

Mr. Mukesh Samtani, Assistant Director, EEPC India, while sharing his views on engineering exports from India, stated that India's export of engineering goods rose from a mere 0.5% of total exports in 1955-56 to 25% in 2017-18 and that the engineering sector was

Mr. Mukesh SamtaniAssistant Director
EEPC India

the backbone of Indian economy as it accounts for a considerable share of the industrial activity and the country's foreign exchange revenue.

Mr. Samtani suggested engineering companies in Kolhapur and neighbouring areas to take advantage of business opportunities in Columbia and Philippines. Columbia is the second largest market after Brazil for India's engineering goods in the entire Latin America. He suggested engineering companies to participate in the Bogota International Trade Show, which is said to be the largest trade fair in Latin America with more than 700 exhibitors and 50,000 visitors. The trade fair is scheduled for September 2018.

Speaking about Philippines, Mr. Samtani said it is the fastest growing economy in the 10-member ASEAN bloc, with a GDP growth of 9.8% in 2016. India's engineering export to Philippines has grown to 22% during 2017-18 and many Indian companies were exploring this rapidly growing market. He invited companies to participate in INDEE Philippines which coincides with International Metalworking Philippines in Manila (August 22-25, 2018), the largest metalworking show in Philippines that attracts more than 15,000 visitors from various countries.

Mr. Sunny GargManager
EXIM Bank

Mr. Sunny Garg, Manager, EXIM Bank pointed out that Kolhapur has a huge untapped export potential in sugar and allied products, cotton and other natural fabrics, articles of iron and steel and machinery.

Together, these products have untapped export potential to the tune of US\$ 18 billion from India. He explained the role of EXIM Bank in promoting exports of small and medium enterprises in India and invited SMEs to avail of short-term and long-term credit offered by EXIM Bank and take advantage of other initiatives such as EXIM Mitra and Grassroots Initiative and Development (GRID). He also informed that EXIM Bank conducts match making, skill development and capacity building initiatives to promote exports of MSMEs.



Mr. Nitin Deshpande, Zonal Manager, Bank of India addressed the concerns of MSMEs in availing bank credit. As a lead banker for three districts in the vicinity of Kolhapur, he assured participants that Bank of India will take the lead in addressing all concerns of MSMEs and would take their grievances to the appropriate forum.

Mr. Deshpande suggested exporters to opt for export credit instead of working capital as they would have an advantage of extending the initial duration of 180 days to almost 360 days, depending on the

repayment capacity of the borrower. He also explained the advantages of availing foreign currency loans for exporters as they earn their revenue in US dollars.

Mr. Deshpande advised MSME units to apply for bank credit through Udyog Mitra portal, under which banks sanction loans upto Rs 5 crore within 12 working days and loans above Rs 5 crore within 21 working days.

Proposing the vote of thanks, Mr. Milind Patil, Head-International Cell, Saturday Club Global Trust informed that his organisation has 48 chapters across Maharashtra and more than 2,000 members, who are small and medium enterprises and that he is looking forward to organising more such programmes with MVIRDC World Trade Centre Mumbai.

World Trade Day Kolhapur was supported by Kolhapur Chamber of Commerce and Industry, EXIM Bank, Engineering Export Promotion Council (EEPC), URJA Kranti Business Foundation and several other industry associations.

The event was attended by more than 180 representatives of MSMEs, women enterprises, large corporate houses and multinational companies from industrial areas of Shirol, Five Star, Ichalkaranji, Satara, Sangli, etc.



Seated (L-R): Mr. K. K. Birnale, Chief Executive Officer, Converse International; Mr. Nitin Deshpande, Zonal Manager, Bank of India; Mr. Anil Velde, Joint Director-Trade Promotion and Marketing, MVIRDC World Trade Centre Mumbai; Mr. S. D. Shelke, General Manager, District Industries Centre, Kolhapur; Mr. Sudhir Gogate, Executive Director, Keihin Fie; Mr. Milind Patil, Head-International Cell, Saturday Club Global Trust; Mr. Mukesh Samtani, Assistant Director, Engineering Export Promotion Council (EEPC) and Mr. Sunny Garg, Manager, EXIM Bank.



Representatives of MSMEs, women enterprises, large corporate houses and multinational companies

PRESS CLIPPING

लोकमत

सुधीर गोण्टे : जागतिक व्यापार दिनानिमित्त चर्चासत्र; जागतिक व्यापार केंद्र, सेंटर्ड ग्लोबल ट्रस्टर्फे आयोजन निर्यातीच्या संधी साधा; गुणवत्तेमध्ये तडजोड नको

लोकमत न्यूज नेटवर्क

कोल्हापूर : औद्योगिक उत्पादनाची गुणवत्ता, दर्जा चांगला असेल, तर निर्यातीच्या क्षेत्रात प्रचंड संधी आहेत. या संधी साधण्यासाठी गुणवत्तेमध्ये तडजोड करू नका, असे आवाहन 'किटिन फाई'चे कार्यकारी संचालक सुधीर गोण्टे यांनी मंगळवारी येथे केले.

जागतिक व्यापार दिनानिमित्त सूक्ष्म, लघु व मध्यम उद्योगांतील (एमएसएमई) स्पर्धात्मकता आणि निर्यात वाढविण्याबाबत मार्गदर्शन करण्याच्या उद्देशाने जागतिक व्यापार केंद्र (मुंबई) आणि सेंटर्ड ग्लोबल ट्रस्टर्फे आयोजित चर्चासत्रात ते बोलत होते. रॅसिडेन्सी क्लवमधील या चर्चासत्रास कोल्हापूर जिल्हा उद्योग केंद्राचे सार्वजनिक एस. डी. शेळके, इजिनिअर एक्सपोर्ट प्रमोशन



कोल्हापुरात मंगळवारी जागतिक व्यापार केंद्र (मुंबई) आणि सेंटर्ड ग्लोबल ट्रस्टर्फे आयोजित चर्चासत्राचे उद्घाटन जिल्हा उद्योग केंद्राचे सार्वजनिक एस. डी. शेळके यांच्या हस्ते झाले. यावेळी शेजारी अनिल वेलदे, नितीन देशपांडे, सुधीर गोण्टे, मुकेश समतानी, सनी गर्ग, आदी उपस्थित होते.

कौन्सिलचे सहायक संचालक मुकेश समतानी, पुणे येथील सनी गर्ग, बँक ऑफ इंडियाचे विभागीय व्यवस्थापक नितीन देशपांडे, कन्वर्जन इंटरनॅशनलचे मुख्य कार्यकारी

अधिकारी के. के. घिरनाळे प्रमुख उपस्थित होते. सुधीर गोण्टे म्हणाले, गुणवत्ता, किंमत, वितरण, विकासाची पायले आणि व्यवस्थापन यांची योग्य सांगड निर्यात वाढीसाठी महत्वाची

आहे. या चर्चासत्राचे उद्घाटन प्रमुख उपस्थितांच्या हस्ते दीपप्रज्वलनाने झाले. यावेळी प्रतापसिंग भट्टा, 'सेंटर्ड क्लव'चे विभागीय सचिव हर्षवर्धन भुरके, मनोज गुणे, जयेश पाटील,

कोल्हापुरात ३० टक्के खर्च

वस्तुसंस्करणे सर्वात जास्त प्रकल्प कोल्हापूरमध्ये आहेत. या जिल्ह्यातील उद्योगवादींचा वेग अधिक आहे. सन २००५ मध्ये येथे सहा हजार उद्योगांची संख्या होती. सध्या ती ४० हजारवर पोहोचली आहे. उद्योगाच्या एकूण बजेटपैकी ३० टक्के खर्च कोल्हापुरात होतो, असे एस. डी. शेळके यांनी यावेळी सांगितले.

सारिका बक्रे, आशा माळी, अजित तांबेकर, आदी उपस्थित होते. वर्ल्ड ट्रेड सेंटरचे सहसंचालक अनिल वेलदे यांनी स्वागत केले. मनीषा पाटील, शुभदा हिमठ यांनी सूत्रसंचालन केले. 'सेंटर्ड क्लव'चे मिलिंद पाटील यांनी आभार मानले.

Hello Kolhapur
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WORLD TRADE DAY MAHARASHTRA IN ICHALKARANJI
 on

Enhancing Export Opportunities for MSMEs

Wednesday, June 20, 2018 at 5:30 pm
Venue: Rotary Club Hall, Near Mahesh Seva Samiti Date Mala, Ichalkaranji, Maharashtra



Maharashtra as a whole has contributed significantly to India's exports. MSMEs form a major portion of these industries including women entrepreneurs, innovators and start-ups that have contributed to the growth of these regions and are aspiring to export to international markets. I am sure that World Trade Day Maharashtra will provide the much – needed direction for budding entrepreneurs, aspiring start-ups and to new and existing MSMEs a roadmap for exports to international markets.

- Shri Subhash Desai
 Minister of Industries and Mining, Government of Maharashtra

Speakers

Mr. S.D. Shelke General Manager District Industries Centre, Ichalkaranji	Mr. Abhaysinh Jaysinh Phalake Deputy Commissioner Mumbai Customs
Mr. Mukesh Samtani Assistant Director Engineering Export Promotion Council	Mr. N. D. Mhatre Director General (Technical) Indian Textile Accessories & Machinery Manufacturer's Association
Mr. Bhagwan Chandnani Regional Head SIDBI	

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**World Trade Day Maharashtra in Ichalkaranji
'Enhancing Export Opportunities for MSMEs'**

Focus – Textile and Engineering

Wednesday, June 20, 2018. 5.30 pm

Venue: Rotary Club hall, Near Mahesh Seva Samiti, Date Mala, Ichalkaranji

Programme

5.30 pm - 6.00 pm	Registration
6.00 pm - 6.10 pm	Welcome Address Mr. Anil Velde, Joint Director-Trade Promotion and Marketing, MVIRDC World Trade Centre Mumbai
6.10 pm - 6.30 pm	Special address Mr. Abhaysinh Jaysinh Phalake, Deputy Commissioner, Mumbai Customs Zone
6.30 pm - 6.50 pm	Government of Maharashtra Initiatives to Promote MSME Competitiveness Mr. S. D. Shelke, General Manager, District Industries Centre, Kolhapur
6.50 pm - 7.10 pm	Access to Finance Mr. Bhagwan Chandnani, Regional Head, SIDBI
7.10 pm - 7.30 pm	Importance of Cutting-edge Technology in Textile Manufacturing Mr. N. D. Mhatre, Director General (Technical), Indian Textile Accessories & Machinery Manufacturer's Association
7.30 pm - 7.50 pm	Role of EEPC INDIA to Grow Engineering Exports and Doing Business with Colombia and Philippines Mr. Mukesh Samtani, Assistant Director and Mr. Pratap Singh, Executive Officer, EEPC India
7.50 pm – 8.15 pm	Question and Answer (Moderator: WTC Mumbai)
8.15 pm onwards	Vote of Thanks – Urja Foundation

ICHALKARANJI | June 20, 2018

MSME Cluster Development Projects in Ichalkaranji Will Enhance Exports from Maharashtra

The forth programme of the 2nd edition of World Trade Day Maharashtra was held in Ichalkaranji at Rotary Club Hall on June 20, 2018. The focus of the programme was booming textile, textile machinery and engineering sectors.

Ichalkaranji: Manchester of Maharashtra

Ichalkaranji is one of the leading industrial towns in the district of Kolhapur and it is famously known as 'Manchester of Maharashtra' because of its strong textile industry. Textile products made in handlooms and power looms in Ichalkaranji are supplied to different parts of India and abroad. The yarn produced in these units are either exported directly or sent to other parts of India for further processing before being exported. The weaving community in Ichalkaranji caters to domestic and international fashion brands. Some of these names include Raymonds, Armani, Banana Republic, Hugo Boss, and Paul Smith.

Besides textile, the economy of Ichalkaranji depends on the engineering industry. Significantly, the town is famous for production of measurement instruments used in engineering and other manufacturing industries. Other engineering goods produced in Ichalkaranji are parts and accessories of motor vehicles and articles of iron or steel, to name a few.

Sugarcane industry is another significant contributor to the economy of Ichalkaranji. The town hosts several sugar mills that produce jaggery and bagasse, which is the residue from sugarcane processing. Bagasse has multiple uses such as biofuel, pulp and as raw material for producing paper.

In his welcome address, Mr. Anil Velde, Joint Director-Trade Promotion and Marketing, MVIRDC World Trade Centre Mumbai said that World Trade Day was organised in Ichalkaranji since it is a textile hub of Maharashtra. He suggested that MSMEs in Ichalkaranji and neighbouring areas to explore global markets. This can be achieved by taking advantage of



From (L-R): Mr. Anil Velde, Joint Director-Trade Promotion and Marketing, MVIRDC World Trade Centre Mumbai; Mr. Sandeep Koshti, President, Powerloom Association Ichalkaranji; Official of Powerloom Association Ichalkaranji; Ms. Urmila Gaikwad, President, Urja Foundation; Dr. Ashok Dandekar, President, Powerloom Workers' Association; Mr. Mukesh Samtani, Assistant Director, Engineering Export Promotion Council; Mr. Abhaysinh Phalake, Deputy Commissioner, Mumbai Customs Zone; Mr. N.D. Mhatre, Director General (Technical), Indian Textile Accessories & Machinery Manufacturers' Association (ITAMMA); Mr. Gajanan Horade, President, Lions Club and Mr. Manish Munot, President, Rotary Club.

World Trade Centre Mumbai's affiliation with World Trade Centers Association and its network of 320 World Trade Centers across 80 countries, connecting one million businesses across sectors.

Mr. Abhaysinh Phalake

Deputy Commissioner
Mumbai Customs Zone



Chief Guest Mr. Abhaysinh Phalake, Deputy Commissioner, Mumbai Customs Zone, in his Keynote Address, spoke on various concerns of exporters and briefed on government's steps to ease procedural complexities in GST. He informed participants that Mumbai customs had cleared all pendency of Integrated Goods and Services Tax (IGST) refunds of exporters and was fully equipped to settle all claims of duty drawback within three days. He also advised exporters to ensure that their shipping agencies must submit Export General Manifest (EGM) to the customs office on time to enable timely settlement of IGST refunds. He explained procedures for claiming Rebate on State Levies (RoSL) and suggested exporters to register their bank account with the Customs Department to get hassle-free refunds.



Mr. S. D. Shelke

General Manager
District Industries Centre,
Kolhapur

Mr. S. D. Shelke, General Manager, District Industries Centre, Kolhapur stated that Kolhapur district had some of the fastest growing MSME clusters in Maharashtra and the textile cluster in Ichalkaranji is a leading example of it. He mentioned that the district receives nearly 30% of the entire expenditure from the Government of Maharashtra towards incentives for MSMEs and have recorded phenomenal growth in the number of MSMEs.

He also enlightened participants on various government schemes and incentives to support MSMEs in Maharashtra. Specifically, he mentioned about the Package Scheme of Incentive (PSI) 2013, Dr. Babasaheb Ambedkar Scheduled Caste/Scheduled Tribe Development Programme and Women Entrepreneurship Policy.

Mr. Bhagwan Chandnani

Regional Head,
SIDBI



Mr. Bhagwan Chandnani, Regional Head, SIDBI said that the bank catered to more than 3.60 lakh beneficiaries, including at least 500 MSME clusters in the country. He suggested textile companies in Ichalkaranji to become globally competitive by taking advantage of Government of India's technology upgradation fund scheme, popularly known as TUFs. Allaying concerns about tedious procedures for applying loan, Mr. Chandnani advised MSMEs to apply loans online through its 'mitra' portals. In this SIDBI portal, MSMEs can access services of 1.25 lakh bank branches across the country without physically visiting them. They can also make requests to more than 17,000 handholding agencies for filing loan applications, financial training, skill training, mentoring, and access to margin money or subsidy, among others.

Mr. Mukesh Samtani

Assistant Director
EEPC India



Mr. Mukesh Samtani, Assistant Director, Engineering Export Promotion Council, India urged textile machinery manufacturers and engineering companies in Ichalkaranji and neighbouring areas to explore business opportunities in Columbia and Philippines. Columbia is the second largest market

after Brazil for India's engineering goods in the Latin America. He invited engineering companies to participate in the Bogota International Trade Show scheduled in September 2018 which is the largest trade fair in Latin America with more than 700 exhibitors and 50,000 visitors. Speaking about Philippines, Mr. Samtani said it is the fastest growing economy in the 10-member ASEAN bloc, with a GDP growth of 9.8% in 2016. India's engineering export to Philippines has grown to 22% during 2017-18 and many Indian companies were exploring this rapidly growing market. He invited companies to participate in INDEE Philippines which coincides with International Metalworking Philippines in Manila (August 22-25, 2018), the largest metalworking show in Philippines that attracts more than 15,000 visitors from various countries.



Mr. N. D. Mhatre, Director General (Technical), Indian Textile Accessories & Machinery Manufacturer's Association (ITAMMA) guided MSMEs on adopting cutting-edge technologies to become globally competitive. He emphasised that cutting-edge technologies not only enhance productivity but also improve product quality, save energy, reduce waste and protect environment. Referring to cutting-edge technologies that are redefining fashion in the textile industry, he shared an example of how world's leading footwear firm Nike is adopting 3D-printed clothing to enhance performance of athletic footwear. Pointing to the unmet demand for textile machineries, he mentioned that India produces only

US\$ 1.2 billion worth of textile machines against the market size of US\$ 2.7 billion.

Ms. Urmila Gaikwad, President, Urja Foundation presented the vote of thanks. Ms. Gaikwad remarked that the powerloom industry in Ichalkaranji is globally competitive and the quality of textile machinery manufactured is on par with imported equipment. However in recent years, this industry is facing several challenges such as power cut, labour shortage, compliance burden of GST, etc.

The textile industry is the major source of livelihood in this area and the above challenges faced by them are affecting the entire economy of Ichalkaranji. Ms. Gaikwad further mentioned that programmes such as World Trade Day may serve as useful platforms to bring together industry and policy implementing agencies to discuss fruitful solutions and the way forward.

World Trade Day Ichalkaranji was supported by Rotary Club, Kolhapur Chamber of Commerce and Industry, EXIM Bank, Engineering Export Promotion Council (EEPC), Converse International, The Ichalkaranji Powerloom Weaver's Co-operative Association Ltd, Ichalkaranji Lions Club, Ichalkaranji Engineering Association, Saturday Club Global Trust and local industry body SLIMA.

The programme was supported by Maharashtra Industry Trade and Investment Facilitation Cell (MAITRI) and Urja Foundation. It received an overwhelming response from over 150 representatives of MSMEs, women entrepreneurs, large corporate houses, multinational companies, non government organisations and trade associations from industrial areas in and around Ichalkaranji.



PRE COVERAGE

June 19, 2018 - **Daily Mahasatta**June 19, 2018 - **Daily Sakal**

‘जागतिक व्यापार’ या विषयी आज चर्चासत्र

इचलकरंजी, ता. १९-
वर्ल्ड ट्रेड सेंटर मुंबई, उर्जा फौंडेशन, सलिमा असोसिएशन, लायन्स क्लब स्लिमा असोसिएशन, रोटरी, पॉवरलूम असोसिएशन यांच्यावतीने जागतिक व्यापार या विषयावर ता. २० जून २०१८ रोजी रोटरी क्लब दाते मळा येथे सायं. ५ वाजता चर्चासत्राचे आयोजन केले आहे. यामध्ये मुंबई कस्टमचे डे. कमिशनर अभयसिंह फाळके, एन.डी. म्हात्रे (डायरेक्टर जनरल इंडियन टेक्स्टाईल अॅक्सेसरीज अँड. मशिनरी), मुकेश समतानी (असिस्टंट डायरेक्टर इंजिनिअरिंग प्रमोशन कौन्सिल), भगवान चंदानी (रिजनल हेड), सीडबी एस.डी. शेळके, जनरल मॅनेजर जिल्हा उद्योगकेंद्र आदिंचे मार्गदर्शन लाभणार आहे. यामध्ये सर्व व्यावसायिकांनी सहभागी व्हावे याबाबत अधिक माहितीसाठी सौ. उर्मिला गायकवाड यांचेशी संपर्क साधावा.

जागतिक व्यापारावर उद्या चर्चासत्र

सकाळ वृत्तसेवा

इचलकरंजी, ता. १८ : ‘जागतिक व्यापार’ या विषयावर वर्ल्ड ट्रेड सेंटर मुंबई यांच्या सहकार्याने येथे चर्चासत्र आयोजित करण्यात आले आहे. येथील रोटरी क्लब दाते मळा याठिकाणी बुधवारी (ता. २०) सायंकाळी पाच वाजता हा कार्यक्रम होणार आहे.

देशाच्या निर्यातीत राज्याचे योगदान मोठे आहे. आंतरराष्ट्रीय बाजारपेठेत नवीन उद्योजकांना सामील होण्यासाठी उपयुक्त अशा माहितीवर यावेळी चर्चा होणार आहे. निर्यातमधील नवीन संधी, जागतिक अर्थकारण, क्लस्टरमधून व्यवसाय वाढ आणि उद्योग क्षेत्राबद्दल शंका समाधान आणि चर्चा, असे याचे स्वरूप आहे. यामध्ये मुंबईतील कस्टम खात्यातील उपायुक्त अभयसिंह फाळके, इंजिनिअरिंग प्रमोशन कौन्सिलचे मुकेश समतानी, इंडियन टेक्स्टाईल मॅन्युफॅक्चर असोसिएशनचे डायरेक्टर जनरल एन. डी. म्हात्रे, सीडबीचे भगवान चंदानी, जिल्हा उद्योग केंद्राचे जनरल मॅनेजर एस. डी. शेळके हे यामध्ये सहभागी होणार आहेत.

येथील उर्जा फौंडेशन, स्लिमा असोसिएशन, लायन्स क्लब, रोटरी क्लब, पॉवरलूम असोसिएशन, इंजिनिअरिंग असोसिएशन आदी संस्था यामध्ये सहभागी होणार आहेत. या चर्चासत्राचा लाभ घ्यावा, असे आवाहन संयोजिका उर्मिला गायकवाड यांनी केले आहे.

PRESS CLIPPING

June 23, 2018 - **Daily Mahasatta**

जागतिक व्यापार विषयावर चर्चासत्र उत्साहात

इचलकरंजी, ता. २३-
नवीन उद्योजकांना आंतरराष्ट्रीय बाजारपेठेत सामील होण्यासंबंधी उपयुक्त माहिती आणि विविध संधी यावरील चर्चासत्र पार पडले. उद्योजकांकरीता निर्यातमधील नवीन संधी, जागतिक अर्थकारण प्रगती, क्लस्टरमधून व्यवसाय वाढ आणि एकूणच सर्व उद्योग क्षेत्राबद्दल चर्चा आणि शंका समाधान करण्यात आले.

अभयसिंह फाळके (डेप्युटी कमिशनर, मुंबई कस्टम), मुकेश समतानी (असिस्टंट डायरेक्टर, इंजिनिअरिंग प्रमोशन कौन्सिल), ए. डी. म्हात्रे (डायरेक्टर जनरल, इंडियन टेक्स्टाईल अॅक्सेसरीज अँड मशिनरी मॅन्युफॅक्चर असोसिएशन), भगवान चंदानी (रिजनल हेड, सीडबी), एस. डी. शेळके (जनरल मॅनेजर, जिल्हा उद्योग केंद्र) अशा मार्गदर्शकांचे मार्गदर्शन लाभले.

चर्चासत्राच्या शुभारंभप्रसंगी उपस्थित मान्यवर

वर्ल्ड ट्रेड सेंटर, उर्जा फौंडेशन, स्लीमा असोसिएशन, लायन्स क्लब, रोटरी क्लब ऑफ इचलकरंजी, पॉवरलूम असोसिएशन, इंजिनिअरिंग असोसिएशन आदी संस्था यामध्ये सहभागी होत्या. उर्जा फौंडेशनच्या अध्यक्ष सौ. उर्मिला गायकवाड यांनी स्वागत केले. सन्माननीय मार्गदर्शकांचा सत्कार लायन्स क्लबचे अध्यक्ष गजानन होगाडे, अध्यक्ष मनिष मुनोत, पॉवरलूम असोसिएशनचे अध्यक्ष सतिश कोष्टी, प्रकाश सातपुते, राहुल खंजरे यांच्या हस्ते करण्यात आले.

वर्ल्ड ट्रेड सेंटर, मुंबई जाईट डायरेक्टर, अनिल वेल्डे यांनी कार्यक्रमाचे उद्देश स्पष्ट केली. स्लीमा असोसिएशनचे अध्यक्ष शीतल केटकाळे यांनी सूत्रसंचालन केले. गजानन होगाडे यांनी आभार

AURANGABAD**Pre Coverage Advertisement**

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WORLD TRADE DAY MAHARASHTRA IN AURANGABAD

on

Enhancing Export Opportunities for MSMEs

Wednesday, June 20, 2018 at 2:00 pm

Venue: MASSIA Conference hall, P-15, M.I.D.C. Area Waluj, Aurangabad-431136



Maharashtra as a whole has contributed significantly to India's exports. MSMEs form a major portion of these industries including women entrepreneurs, innovators and start-ups that have contributed to the growth of these regions and are aspiring to export to international markets. I am sure that World Trade Day Maharashtra will provide the much – needed direction for budding entrepreneurs, aspiring start-ups and to new and existing MSMEs a roadmap for exports to international markets.

- Shri Subhash Desai
Minister of Industries and Mining, Government of Maharashtra

Speakers

<p style="color: #e67e22;">Mr. Rajat Srivastava Regional Director Western region, Engineering Export Promotion Council (EEPC)</p>	<p style="color: #e67e22;">Ms. Sunita Sindhvani General Manager EXIM Bank</p>
<p style="color: #e67e22;">Mr. Vinod M. Paratkar Director, INDO-ASEAN Business Advisory (IABA)</p>	<p style="color: #e67e22;">Mr. Suresh Todkar Deogiri Electronics Cluster Pvt. Ltd.</p>

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**World Trade Day Maharashtra in Aurangabad
'Enhancing Export Opportunities for MSMEs'
Wednesday, June 20, 2018 at 2.00 p.m.**

Venue: MASSIA Conference hall, P-15, M.I.D.C Area Waluj, Aurangabad-431136

Programme

2.00 pm - 2.30 pm	Registration
2.30 pm - 2.50 pm	Welcome Address Mr. A. O. Kuruvila, Advisor-Trade & Education, MVIRDC World Trade Centre Mumbai and Kishor Rathi, President, MASSIA
2.50 pm - 3.10 pm	Recent Promotional Initiatives of the Government to Promote the Competitiveness of MSME Mr. D. S. Guralwar, General Manager, District Industries Centre, Aurangabad
3.10 pm - 3.30 pm	Export Opportunities for the Engineering Products: Doing Business with LAC, Columbia and Philippines Mr. Rajat Srivastava, Regional Director-Western Region, EEPC India
3.30 pm - 3.50 pm	Export Facilitation through EXIM Bank Mr. Rupesh Kumar, Regional Head, EXIM Bank
3.50 pm - 4.10 pm	Business Opportunities in ASEAN Countries Mr. Vinod M. Paratkar, Director, Indo-ASEAN Business Advisory
4.10 pm - 4.30 pm	Emerging Opportunities in the Electronic Sector Mr. Suresh Todkar, Director, Deogiri Electronics Cluster Pvt. Ltd.
4.30 pm - 4.50 pm	Presentation on Ajanta Pharma Mr. Lalit Amru, Deputy General Manager, Ajanta Pharma
4.50 pm - 5.10 pm	Question and Answer
5.10 pm - 5.20 pm	Vote of thanks Ms. Dhanashree Gawankar, Officer-Trade Promotion, MVIRDC World Trade Centre Mumbai
5.30 pm onwards	High Tea

AURANGABAD | June 20, 2018

MSMEs in Aurangabad Must Explore Opportunities in Latin America and ASEAN Countries

The fifth programme of the 2nd edition of World Trade Day Maharashtra was organised in Aurangabad in association with Maharashtra Industry Trade and Investment Facilitation Cell (MAITRI) and Marathwada Association of Small Scale Industries & Agriculture (MASSIA) on June 20, 2018 at MASSIA Conference Hall.

Aurangabad: Pharmaceutical auto components hub of Maharashtra

Aurangabad is the 10th most populous district in Maharashtra with a population of 3.7 million and 13th largest district in terms of area (10,107 sq. km.). Jowar and cotton are the principal crops grown in Aurangabad. Other crops in the district are bajra, pulses, wheat and sugarcane. Aurangabad and its

neighbouring district of Jalna have significant presence of industries, especially in sectors such as automotive, engineering, pharmaceutical, agro-based industries, breweries, construction, steel and consumer durable goods. Chikhalthana Industrial Estate and Waluj Industrial Estate in Aurangabad house companies in automotive, forgings, electrical equipment and other machinery sector.

Aurangabad is famous for its export-oriented auto components industry and the goods are shipped to more than 50 countries. Similarly, pharmaceutical is another dominant sector in Aurangabad with the presence of more than 60 companies. The city is home to five pharmaceutical companies that are approved by the U.S. Food & Drug Administration.



Mr. A. O. Kuruvila, Advisor-Trade & Education, MVIRDC World Trade Centre Mumbai addressing the audience. Seated (L-R): Mr. Rajat Srivastava, Regional Director- Western Region, EEPC India; Mr. Rupesh Sharma, Regional Head, EXIM Bank; Mr. Kishor Rathi, President, Marathwada Association of Small Scale Industries and Agriculture (MASSIA); Mr. Dilip Shankar Guralwar, General Manager, District Industries Center Aurangabad; Mr. Vinod Paratkar, Director, Indo-ASEAN Business Advisory (IABA) and Mr. Suresh Todkar, Director, Deogiri Electronics Cluster Pvt. Ltd.

An emerging sector in this district is electronic manufacturing. In 2017, Government of India decided to set up the first brownfield electronics manufacturing cluster, in two phases in Aurangabad at a total cost of around Rs. 48 cr.

Aurangabad is also a popular tourist destination of India as it houses the UNESCO World Heritage Site of Ellora, featuring historical monuments and artworks.

In his welcome address, Mr. A. O. Kuruvila, Advisor-Trade & Education, MVIRDC World Trade Centre Mumbai said that the main objective of World Trade Day Aurangabad is to inspire and guide existing and aspiring entrepreneurs about emerging opportunities and challenges in international trade. I hope this event will generate useful insights and business leads for micro, small and medium enterprises (MSMEs) to take their business to the international market.

The administrative division of Aurangabad includes districts such as Jalna, Beed, Parbhani, Hingoli, Latur, Osmanabad and Nanded. Government of Maharashtra is promoting industrialisation in these districts by offering various fiscal incentives. This division contributes 15.9% to the total population of Maharashtra and 10.1% to the total economic output of the state.

In future, the ambitious Delhi-Mumbai Industrial Corridor (DMIC) project is also expected to contribute tremendously to the industrial development of Aurangabad. Under this project, Government of India will develop industrial corridor on 84.17 sq km extending from the existing Maharashtra Industrial Development Corporation's (MIDC) Shendra Industrial Park to the town of Bidkin. This proposed industrial corridor, also known as Shendra Bidkin Industrial Area (SBIA) is located around 15 km from downtown Aurangabad.

Elaborating on the district's export contribution, Mr. Dilip Shankar Guralwar, Senior District Manager, District Industries Centre Aurangabad informed that there are 174 enterprises who held Import Export Code in Aurangabad in 2016-2017. The district witnessed export worth Rs. 13985 crore from 56

Mr. Dilip Shankar Guralwar

General Manager
District Industries Center
Aurangabad



companies (including MSMEs and large corporate houses).

Mr. Rupesh Sharma, Regional Head, EXIM Bank pointed out that Aurangabad has a huge untapped export potential in fabrics (cotton and silk), pharmaceuticals, cereals and plastic tubes. He mentioned that approximately 40% of India's total export is from the MSME sector. Apart from agriculture, MSMEs are the creator of large scale manpower employment and is a source of livelihood for millions. He explained the role of EXIM Bank in

Mr. Rupesh Sharma

Regional Head
EXIM Bank



promoting exports from small and medium enterprises in India. He invited SMEs to avail of the short-term and long-term credit offered by the Bank and take advantage of other initiatives such as EXIM Mitra and Grassroots Initiative and Development (GRID). EXIM Bank conducts matchmaking, skill development and capacity building initiatives to promote exports from MSMEs.

Mr. Suresh Todkar

Director
Deogiri Electronics Cluster
Pvt. Ltd



Mr. Suresh Todkar, Director, Deogiri Electronics Cluster Pvt. Ltd said that India's demand in 2020 for

electronic goods will increase to US\$ 400 billion. He also discussed government's initiative in the electronic sector like Modified Special Incentive Package Scheme (M-SIPS) to offset disability and attract investments in electronic manufacturing. The scheme provides capital subsidy of 20% in SEZ (25% in non-SEZ) for units engaged in electronics manufacturing.



Mr. Rajat Srivastava, Regional Director-Western Region, EEPC India shared views on engineering exports from India. He mentioned that India's export of engineering goods rose from a mere 0.5% of total exports in 1955-56 to 25% in 2017-18. Engineering sector is the backbone of Indian economy as it accounts for a considerable share of the industrial activity and the country's foreign exchange revenue.

Mr. Srivastava suggested engineering companies in Aurangabad and neighbouring areas to take advantage of business opportunities not only in English-speaking countries but also neighbouring countries in Asia as well as Latin America Countries. Columbia is the second largest market after Brazil for India's engineering goods in the entire Latin America. He suggested engineering companies to participate in the Bogota International Trade Show, which is said to be the largest trade fair in Latin America with more than 700 exhibitors and 50,000 visitors. The trade fair is scheduled in September 2018.

Speaking about Philippines, Mr. Srivastava said it is the fastest growing economy in the 10-member ASEAN trading bloc, with a GDP growth of 9.8% in 2016. India's engineering exports to Philippines has grown to 22% during 2017-18 and many Indian companies are exploring this rapidly growing market. He invited companies to participate in INDEE Philippines which coincides with International Metalworking Philippines in Manila (August 22-25,

2018), the largest metalworking show in Philippines that attracts more than 15,000 visitors from various countries.



Explaining the vast trade potential and opportunities in ASEAN countries, Mr. Vinod Paratkar, Director, Indo-ASEAN Business Advisory said that two-way trade between India and ASEAN moved up to approximately USD 72 billion in 2016-17 from USD 65 billion in 2015-16. In 2017, India's exports of goods to ASEAN countries stood at approximately USD 31 billion while imports stood at approximately USD 41 billion. India has export potential in areas like petroleum products, organic chemicals, automobiles (including auto parts), pharmaceuticals, gems and jewellery, engineering goods, domestic products and apparel and clothing accessories. IT, banking, healthcare, education are areas in services having export potential.

The event was attended by more than 70 representatives of MSMEs, women enterprises, trade and industry, administrative agencies, financial institutions, academic and research institutions. The knowledge session featured insightful presentations from senior officials of district industries centre, export promotion council, export finance institution and consultancy organisations.



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WORLD TRADE DAY MAHARASHTRA IN NAGPUR

Enhancing Export Opportunities for MSMEs

Saturday, June 23, 2018 at 2:00 pm

Venue: Vidarbha Industries Association, Udyog Bhavan Civil Lines, Nagpur



Maharashtra as a whole has contributed significantly to India's exports. MSMEs form a major portion of these industries including women entrepreneurs, innovators and start-ups that have contributed to the growth of these regions and are aspiring to export to international markets. I am sure that World Trade Day Maharashtra will provide the much – needed direction for budding entrepreneurs, aspiring start-ups and to new and existing MSMEs a roadmap for exports to international markets.

- Shri Subhash Desai
 Minister of Industries and Mining, Government of Maharashtra

Speakers

Mr. Rajat Srivastava
 Director & Regional Head
 EEPC Mumbai (India)

Ms. Sunita Sindhwani
 Chief General Manager
 EXIM Bank

Mr. Pankaj P. Borkar,
 Dy. Controller of P&D, GL-IPO
 Mumbai and Head, Rajiv Gandhi
 National Institute of Intellectual
 Property Management

Mr. G. O. Bharti
 General Manager
 District of Industries
 Center

Mr. Sameer Gokhale
 Marketing Manager
 Maharashtra Airport
 Development Company Ltd

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**World Trade Day Maharashtra in Nagpur
'Enhancing Export Opportunities for MSMEs'
Saturday, June 23, 2018 at 2.00 p.m.**

Venue: Vidarbha Industries Association, Udyog Bhavan Civil Lines, Nagpur

Programme

2.00 pm – 2.30 pm	Registration
2.30 pm – 2.45 pm	Welcome Address Mr. A. O. Kuruvila, Advisor-Trade & Education, MVIRDC World Trade Centre Mumbai
2.45 pm – 2.55 pm	Opening Remarks Mr. Atul Pande, President, Vidarbha Industries Association
2.55 pm – 3.15 pm	Recent Promotional Initiatives of the Government to Promote Competitiveness of MSMEs Mr. G. O. Bharti, General Manager, District Industries Centre Nagpur
3.15 pm – 3.35 pm	Export Opportunities for Engineering Products : Doing Business with LAC (Columbia and Philippines) Mr. Rajat Srivastava, Regional Director-Western Region, EEPC India
3.35 pm– 3.55 pm	Significance of Trade Finance for SMEs/Role of EXIM Bank in Promoting Exports Ms. Sunita Sindhwani, General Manager, EXIM Bank
3.55 pm– 4.15 pm	MIHAN – A Catalyst for Exports from Nagpur Mr. Sameer Gokhale, Marketing Manager, Maharashtra Airport Development Company Ltd.
4.15 pm – 4.35 pm	Question & Answer
4.35 pm– 4.40 pm	Vote of thanks Ms. Vrushali Khopkar, Senior Officer-Trade Promotion, MVIRDC World Trade Centre Mumbai
4.40 pm onwards	High Tea

NAGPUR | June 23, 2018

MSMEs in Nagpur Must Explore Opportunities in Latin America Countries

The concluding programme of the 2nd edition of World Trade Day Maharashtra was held in Nagpur on June 23, 2018, in association with Vidarbha Industries Association (VIA) and supported by Maharashtra Industry Trade & Investment Facilitation Cell (MAITRI).

Nagpur: Beyond the Orange City

Nagpur is the geographical center of India. It is the fifth most populous district in Maharashtra and the fourth largest contributor to the overall economic output of the state. The geographic advantage of the district facilitates Nagpur as a logistics hub of India.

Nagpur's connectivity with Mumbai will get a major boost when the proposed eight-lane expressway 'Maharashtra Samruddhi Mahamarg' (701-km long and 120-metre wide) is completed. This expressway will enable people and cargo to reach Mumbai from Nagpur in eight hours. Nagpur is ranked the cleanest

city and the second greenest city in the entire country. The City is a major commercial and political center of the Vidarbha region of Maharashtra.

The main crops grown in the district are paddy, Jowar, soyabean, cotton wheat and tur. Nagpur is popularly known as 'Orange City' as it is a major producer of oranges in India. It is endowed with rich mineral resources such as coal, manganese, dolomite, limestone, iron ore, clay, copper ore, chromites, tungsten ore, zinc ore, lead ore, granite, quartz, etc.

Nagpur has a well-diversified manufacturing sector with MSMEs and industrial clusters engaged in food processing, electrical and electronic goods, textile, apparel, articles of wood, rubber, base metals, auto components etc. Some of the exportable items from Nagpur are steel bar, rice, manganese oxide, spun yarn, aluminium sheet, castings, fabric, steel forging, dal, mango puree, partially oriented yarn, spun yarn, wool yarn and others.



Seated (L-R): Mr. Gaurav Sarma, Chairman, Vidarbha Industries Association; Mr. Rajat Srivastava, Regional Director-Western Region, EEPIC India; Mr. Atul Pande, President, Vidarbha Industries Association; Mr. A. O. Kuruvila, Advisor-Trade & Education, MVIRDC World Trade Centre Mumbai; Ms. Sunita Sindwani, Chief General Manager, Export Import Bank of India and Mr. Dinesh Daga, Deputy General Manager, Maharashtra State Agriculture, Marketing Board (MSAMB).

In order to promote regional development and exports, Government of Maharashtra is developing a 'Multi-Model International Passenger and Cargo Hub Airport at Nagpur' (MIHAN). A key feature of this project is the development of a 2000-hectare Special Economic Zone (SEZ) that will house export-oriented units in information technologies, gems and jewellery, garments, electronic goods, pharmaceuticals, processed foods and others. MIHAN project has state-of-the-art airport, road terminal, rail terminal, various other allied services such as housing, health city and international school to name a few.

Nagpur underwent development with the government investing approximately Rs. 5000 crore towards setting up business infrastructure. Presently, the Butibori industrial area forms a major portion of the economic backbone of Nagpur which is the biggest in Asia.

The major product of the region is synthetic polyester yarn. Hyundai Unitech, KEC, ACC Nijon Casting Limited and Videocon Washing Machine and several textile companies have set up facilities in Nagpur. Another important factor that has enhanced Nagpur's business and economy is the industries that exist on the western side of the city which include Hingna Industrial Estate comprising 900 medium and small plants such as NECO Limited, Mahindra and Mahindra, Bajaj Auto Group, Ajanta Toothbrushes, Candido, Vicco Laboratories and many units of international combustion.

Mr. A. O. Kuruvila, Advisor-Trade & Education, MVIRDC World Trade Centre Mumbai in his welcome address said that the main objective of World Trade Day Nagpur was to inspire and guide existing and aspiring entrepreneurs about the opportunities and challenges in international trade. He expressed hope that the event would generate useful insights and business leads for micro, small and medium enterprises (MSMEs) to explore business opportunities in international market.

Mr. Atul Pande, President, Vidarbha Industries Association mentioned about the long association

World Trade Centre Mumbai has with Vidharbha Industries Association (VIA) and how both organisations have been promoting international trade among their respective regions.



Mr. Samarth Chaturvedi
Chief Manager
EXIM Bank

Mr. Samarth Chaturvedi, Chief Manager, EXIM Bank presented on EXIM Bank's role in facilitating export opportunities in the region. He explained the role of EXIM Bank in promoting exports of small and medium enterprises in India. He invited SMEs to avail the short-term and long-term credit offered by EXIM Bank and take advantage of other initiatives such as EXIM Mitra and Grassroots Initiative and Development (GRID). EXIM Bank conducts matchmaking, skill development and capacity building initiatives to promote exports from MSMEs.



Mr. Dinesh Daga
Deputy General Manager
Maharashtra State
Agriculture, Marketing
Board

Mr. Dinesh Daga, Deputy General Manager, Maharashtra State Agriculture, Marketing Board (MSAMB) informed about various export promotion activities undertaken by MSAMB. These include mandarin export from Karanja Ghadge: Wardha District; meeting of stakeholders of oranges in Karanja Ghadge; orange export facility to Mahaorange (orange growers co-operative societies); revolving fund of Rs. 50 Lakh given to Mahaorange with 40 containers of oranges exported to Sri Lanka and trail shipments to Bahrain and Singapore.

Further, green chili and okra exports from Amravati District; banana export from Akola District; awareness programmes on exports and marketing; participation in international exhibitions and horticulture export training courses were other successfully executed initiatives by MSAMB.



Mr. Rajat Srivastava, Regional Director-Western Region, EEPC India shared views on engineering exports from India. He specified that India's export of engineering goods rose from a mere 0.5% of total exports in 1955-56 to 25% in 2017-18. Engineering sector is the backbone of Indian economy accounting

for a considerable share of the industrial activity and the country's foreign exchange revenue.

Mr. Srivastava suggested engineering companies in Nagpur and neighbouring areas to take advantage of business opportunities in neighbouring countries in Asia as well as Latin America Countries. Columbia is the second largest market after Brazil for India's engineering goods in the entire Latin American Region.

He suggested engineering companies to participate in the Bogota International Trade Show, which is the largest trade fair in Latin America with more than 700 exhibitors and 50,000 visitors. The trade fair is scheduled for September 2018.

World Trade Day Nagpur received an overwhelming response from more than 80 participants representing trade and industry, administrative agencies, financial institutions, academic and research institutions.



Representatives of MSMEs, women enterprises and large corporate houses.

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NATIONAL INTERNATIONAL SPORTS ENTERTAINMENT POLITICS BUSINESS

'World Trade Day is for enhancing core competencies of various regions'

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Business Bureau

World Trade Centre Mumbai in association with Vidarbha Industries Association (VIA) jointly organised the second series of World Trade Day (WTD) on the topic "Enhancing Export Opportunities for MSMEs" recently at VIA D Kuruvila, Advisor-Trade & Education, World Trade Centre, Mumbai, in his welcome address said 'World Trade Day' is a unique initiative of World Trade Centre and Trade Promotion Organisations across the world to create awareness among Micro, Small and Medium Enterprises (MSMEs), women entrepreneurs, industry clusters and aspiring entrepreneurs about the significance of international trade for economic development and regional growth.

The second edition of World Trade Day Maharashtra was conducted across different regions of the State by WTRC WTC, Mumbai in the month of June 2018 in the cities including Ahmednagar, Nashik, Kolhapur, Aurangabad, Ichalkaranji and Nagpur between June 17 and 23. The event received overwhelming response from industries representatives, Government officials and academic institutions. Kuruvila said World Trade Day Maharashtra organised the event with a view to enhance core competencies of various regions of Maharashtra and facilitate global trade, educate the local business community about the benefits of trade to the region and sensitize the stakeholders on how to explore global markets and engage in international trade.

PRESS CLIPPING

June 26, 2018 - Lokmat Times (Nagpur)

WTD aims to enhance export opportunities for MSMEs

■ Second series of World Trade Day organised at VIA



Dignitaries present during the 2nd series of World Trade Day (WTD) organised by World Trade Centre Mumbai in association with Vidarbha Industries Association on 'Enhancing Export Opportunities for MSMEs'.

BUSINESS CORRESPONDENT
NAGPUR, JUNE 25

World Trade Centre Mumbai in association with Vidarbha Industries Association (VIA) jointly organised the 2nd series of World Trade Day (WTD) on the topic "Enhancing Export Opportunities for MSMEs" recently at VIA.

Advisor (trade & education) World Trade Centre Mumbai, AO Kuruvila said World Trade Day is a unique initiative of World Trade Centres and trade promotion organisations across the world to create awareness among Micro, Small and Medium Enterprises (MSMEs), women entrepreneurs, industry clusters and aspiring entrepreneurs about the significance of

response from industries representatives, government officials and academic institutions.

He said World Trade Day is organised this a view to enhance core competencies of various regions of Maharashtra and facilitate

● Besides Nagpur, the 2nd edition of World Trade Day Maharashtra conducted at Ahmednagar, Nashik, Kolhapur, Aurangabad, Ichalkaranji

to global trade, educate the local business community, sensitize the stakeholders on how to explore global markets and engage in international trade.

World Trade Day Nagpur is supported by Vidarbha Industries Association (VIA), Maharashtra State Agriculture Marketing Board, Trade and Investor

trade and economic cooperation and to strengthen friendly relations.

VIA EXIM Forum chairman Gaurav Sarda said, "we were organising programmes at regular intervals for the benefits of our members and exporters of

our region. Our region offers huge potential for units in engineering goods, auto-components, agro based industries, leather, electrical equipment, chemicals, metal products, glass and ceramics, plastics and food processing."

Regional director (Western Region) of

Show (IESS), exhibitions abroad. Buyer-Seller meets (BSM) in India as well as abroad, invite / send trade delegations, providing details of business opportunities / tenders information, market surveys and product-specific conferences / work shops among others. He also informed about India and ASEAN Trade.

Chief general manager, EXIM Bank, Sunita Sindwani and chief manager, EXIM Bank, Samarth Chaturvedi conducted a joint session on "Significance of trade finance for SMEs/Role of EXIM Bank in promoting exports." Presentation on "Agriculture, Marketing & Export Opportunities" was conducted by Dinesh Daga, deputy general

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&

Annual Members Meet

Chief Guest

Shri. Prafulla Samal

Hon'ble Cabinet Minister

Department of Micro Small & Medium Enterprises

Government of Odisha

Saturday, 19th May 2018 | 5:30 pm Onwards

Conference Hall, 5th floor

New Extension Building, IDCO Towers, Bhubaneswar

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**WORLD TRADE CENTRE®
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**Celebration of World Trade Day & Annual Members Meet
International Trade - Gateway for Odisha's Prosperity
Saturday, May 19, 2018**

Programme

5.30 pm - 6.00 pm	Registration
6.00 pm - 6.10 pm	Welcome Address by Ms. Rupa Naik, Director, World Trade Centre Bhubaneswar
6.10 pm - 6.20 pm	Address by Shri. L. N. Gupta, IAS, Additional Chief Secretary, Department of MSMEs, Government of Odisha
6.20 pm - 6.30 pm	Address by Shri. Sanjeev G. Dewalwar, IRS, Commissioner, Central Excise, Customs & Service Tax, Bhubaneswar
6.30 pm - 7.15 pm	Theme Address Prof (Dr.) K. Rangarajan, Head, Indian Institute of Foreign Trade, Kolkata
7.15 pm - 7.30 pm	Address by Shri. Prafulla Samal, Hon'ble Cabinet Minister, Department of MSME, Government of Odisha
7.30 pm - 7.40 pm	Address by Shri. Chittaranjan Satapathy, Ex-Commissioner of Customs, Mumbai Airport
7.40 pm - 7.45 pm	Address by Mr. Sushant Kumar Mohanty, Chief General Manager (Land), Odisha Industrial Infrastructure Development Corporation
7.45 pm - 8.00 pm	Presentation of Awards and Announcement of Sectoral Think Tanks
8.00 pm	Vote of Thanks Ms. Nimeshika Natarajan, Assistant Director, World Trade Centre Bhubaneswar
Networking Dinner	

WORLD TRADE CENTRE BHUBANESWAR | 19 May, 2018

Odisha MSMEs Contribute Immensely to Exports of State



Seated (L-R): Prof. (Dr.) K. Rangarajan, Head, Indian Institute of Foreign Trade, Kolkata; Shri. L. N. Gupta, IAS, Additional Chief Secretary, Department of MSMEs, Government of Odisha; Shri. Prafulla Samal, Hon'ble Cabinet Minister, Department of MSME, Government of Odisha; Shri. Sanjeev G. Dewalwar, IRS, Commissioner, Central Excise, Customs & Service Tax, Bhubaneswar and Ms. Rupa Naik, Director, World Trade Centre Bhubaneswar.

World Trade Centre Bhubaneswar celebrated World Trade Day on the theme 'International Trade – Gateway to Odisha's Prosperity' in Bhubaneswar on May 19, 2018. On the occasion, Chief Guest Mr. Prafulla Samal, Hon'ble Minister of Micro, Small & Medium Enterprises, Government of Odisha said that the MSME Sector was vital to the State of Odisha and its government was making concerted efforts to energise the sector making it sustainable and vibrant. The sector contributes significantly to GDP of the State and provides large-scale employment.

Odisha has made considerable progress in enhancing exports in recent years and the Government of India had named Odisha as the 'Champion State in growth of Exports' in 2016-17. Mr. Prafulla Samal commended the efforts of the World Trade Centre Bhubaneswar in consolidating the business and trade landscape of Odisha. He assured every assistance in furthering the activities of the Centre for the promotion of trade and industry in the State.

According to Shri. L. N. Gupta, IAS, Additional Chief Secretary, Government of Odisha, and that the state lays special emphasis on exports and Odisha was making every effort to create a viable ecosystem for the promotion of international trade. Admittedly, today exports is a priority for the State and the State had set a target of Rs. 1 lakh crore of exports by 2025 from the current level of Rs 48, 000 crore (around 7 billion). In 2016-17, Odisha achieved an impressive export growth of 114% and with this outstanding performance the State has clinched the 10th position among all states in the country, Mr. L. N. Gupta revealed.

The Draft Export Policy of Odisha would be released shortly which will set out the strategy for exports. Mr. Gupta urged trade to focus on improving the standards and quality of products and gradually switching over to value-added production. Product and market diversification are crucial aspects in developing new markets and businesses must focus on downstream and ancillarisation of industries. Mr. Gupta urged businesses to explore setting up units in the Aluminium Park in Angul and Plastic Park at

Paradip. In the tourism sector there are ample opportunities for eco-tourism, Mr. Gupta observed.

Speaking on trade facilitation, Mr. Sanjeev G. Dewalwar, IRS, Commissioner, Central Excise, Customs and Service Tax said that the state, endowed with a long coastline, has ample opportunities for the development of coastal tourism. In respect of port facilities, Paradip, Dhamra and Gopalpur are natural harbours which can bring mother vessels to the shore. Greater concentration should be on improving port infrastructure, warehouses, availability of electricity, etc. MSMEs can play a major role in developing port ancillaries, Mr. Dewalwar said.

Deliberating on the role of Odisha Infrastructure and Industrial Development Corporation (IDCO), Mr. Sushant Kumar Mohanty, Chief General Manager (Land), Odisha Industrial Infrastructure Development Corporation stated that the Corporation had plans to set up an exhibition and convention centre and was looking for suitable land for the project. Odisha is blessed with raw materials and other resources and has been able to attract a lot of investments in various sectors in recent years. Now the primary focus is on the auto, hydro power, food processing, tourism, aviation industry, pharma, among others and the real value addition has to come from MSME units. With the Government's policy of Ease of Doing Business, IPR 2015 and Start-up Policy, industry and trade will receive great impetus in the coming years, Mr. Mohanty observed.

Speaking on this occasion Professor (Dr.) K. Rangarajan, Director, Indian Institute of Foreign Trade, Kolkata highlighted the opportunities for enhancing exports from the state. According to Dr. Rangarajan, Odisha needs to strategise its exports keeping in view the developments in the global spectrum and the State's inherent strength and resources. Globally developing economies accounted for 41% of merchandise trade and 34% of services trade. Further, Intra-Asian trade last year rose by 12%, nearly two times faster than world trade. In terms of commodities, world exports of agriculture products rose by 5% p.a. to \$1588 billion. Odisha needs to tap these emerging opportunities to

promote faster growth of its exports. The State has rich mineral resources namely, aluminium, bauxite, iron and steel. It has vast agricultural and marine resources. Odisha has skilled manpower and good infrastructure. In the context of the emerging developments, Odisha needs to focus on the emerging Asian markets in the sectors of processed foods, garments, electronics, engineering goods and arts and crafts. In 2016-17, MSME exports from Odisha were to the tune of USD 2.3 billion, Dr. Rangarajan revealed.

Dr. Chittaranjan Satapathy, former Commissioner of Customs, Mumbai Airport, urged industry to work with the Government in a sustained manner so as to understand the pulse of commerce in the State. On the part of the government there should be greater engagement with trade and business to mitigate their day-to-day problems and constraints. Dr. Satapathy commended the work of World Trade Centre Bhubaneswar and hoped that the scope of activities of the Centre would intensify in the coming years keeping in view the specific needs of trade and industry.

Ms. Rupa Naik, Director, World Trade Centre Bhubaneswar, mentioned that this was the second edition of World Trade Day being organised in Bhubaneswar, which is a reflection of the renewed interest in this event. Through World Trade Day, WTC Bhubaneswar was aiming to reach out to trade and industry of Odisha to make them aware of the importance and relevance of international trade in building a strong economy for the State of Odisha.

Odisha today is a thriving economy and is an important partner in the country's journey in building fruitful collaborations in international markets. With India's progressive integration with the global economy, the State of Odisha is beginning to feel the pulse of globalisation and the State must seize the opportunities that arise as this process of globalisation intensifies, Ms Naik remarked.

Further awards were presented to MSMEs under the categories of Business Leadership, Small Business Global Trade, MSME Export Achievement and Innovative Enterprise.

Business Leadership awards were given to - Mr. Debasish Patanaik, Director, Hotel Sukhmaya (The Crown); Mr. Ramesh Mahapatra, Chairman, Magnum Group of Industries; Mr. Sidhartha Palo, Executive Director, Siddhartha Engineering Pvt Ltd; Mr. Pradipta Mohanty, Chairman, SN Mohanty Group of Companies and Mr. Mahendra Gupta, Gupta Power and Infrastructure Pvt. Ltd.

Small Business Global Trade awards were given to - Mr. Shakti Mishra, Managing Director, Kalinga Exports; Ms. Saswati Pattnaik, Managing Director, Oneness Kalinga Organics Exports Ltd; Mr. Piyush Agarwal, Managing Director, Salubrity & Pabulum Healthcare and Mr. Benjamin Simon, Managing Director, Travel Link Pvt. Ltd.

MSME Export Achievement awards were given to - Mr. Dev Kumar Patra, Director, Cold Chain Solutions; Mr. Amarjit Patnaik, Managing Director, Eastern Gourmet and Mr. A. K. Sharda, Managing Director, Shree Sampanna Foods Pvt Ltd.

Innovative Enterprises awards were given to - Mr. Pawan Mohta, Founder, 3 Sixty Retails; Mr. Subrata Panigrahi, Director Institute of Quality & Environment Management Services; Mr. Jeevan Sangram Dash, Founder, Kalpavriksh; Mr. Aurobindo Panda, Managing Director, Lex Protector International Law Office; Mr. Sujeet Kumar, Founder, LexMantra; Mr. Devasis Sarangi, Co-Founder, Little Steps; Mr. Narasingha Panigrahi, Director, Shree Ganesh Recycling and Mr. Pradeep Kumar, Director, Weightrack.

The awards were presented by Mr. Prafulla Samal, Hon'ble Cabinet Minister, Department of Micro, Small & Medium Enterprises, Government of Odisha; Mr. L. N. Gupta, IAS, Additional Chief Secretary, Department of Micro, Small & Medium Enterprises Government of Odisha; Mr. Sanjeev Dewalwar, IRS, Commissioner Central Excise, Customs & Tax, Bhubaneswar; Mrs. Rupa Naik, Director, World Trade Centre Bhubaneswar and other senior officials from the government as well as the trade and industry fraternity.

"It's a great initiative taken by World Trade Centre Bhubaneswar to award MSMEs for their exemplary contributions to the economic activities of the State. This recognition is a great encouragement for them to pursue international trade", said Mr. Samal after presentation of the awards.

WTC Bhubaneswar announces 'Sectoral Think Tanks'

On the sidelines of World Trade Day celebration World Trade Centre Bhubaneswar announced Sectoral Think Tanks (STTs). The Centre took the initiative to identify important and potential sectors of the State of Odisha and formed think tanks under the categories of Agriculture & Food Processing, Tourism & Hospitality, Women Forums, Technology Innovation & Start-ups, and Infrastructure & Smart City.

The think tanks comprised members of World Trade Centre Bhubaneswar. Leading business members from the identified sectors headed the think tanks as Honorary Convenors and Co-convenors. The think tanks were constituted with the purpose of understanding how these sectors could further develop and conduct business both domestically and internationally with the help of WTC Bhubaneswar.

Mrs. Rupa Naik, Director, World Trade Centre, Bhubaneswar felicitated the Convenors and Co-convenors in the presence of Mr. Prafulla Samal, Hon'ble Cabinet Minister, Department of Micro, Small & Medium Enterprises Government of Odisha, Mr. L. N. Gupta, IAS, Additional Chief Secretary, Department of Micro, Small & Medium Enterprises, Government of Odisha, Mr. Sanjeev Dewalwar, IRS, Commissioner Central Excise, Customs & Tax, Bhubaneswar and other senior officials from the government as well as the trade and industry fraternity.

The initiative was well received by the august gathering. "We shall diligently get involved in the activities of the centre for development of international trade with focus on the prime sectors", said one of the members present on the occasion.

GLIMPSES



PRESS CLIPPINGS

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ଝାଲିତ ଚେତ ସେଣ୍ଟର ଭୁବନେଶ୍ୱର
ପକ୍ଷରୁ ଝାଲିତ ଚେତ ଦିବସ ପାଳନ

ଭୁବନେଶ୍ୱର, ୧୯/୪ (ନ.ପ୍ର.): ଖୁବନେଶ୍ୱର ଚୈତ୍ର ସେଞ୍ଚର (ତତ୍କାଳିନୀ) ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ଖୁବନେଶ୍ୱର ଚୈତ୍ର ଦିବସ ପାଳନ କରାଯାଇଛି । ଏହି ସଂସ୍ଥାର ସମସ୍ତ ସଦସ୍ୟମାନେ ପୂର୍ବ ବର୍ଷର ସଫଳତା ପାଳନ ଏବଂ ଆଗାମୀ ବର୍ଷର କାର୍ଯ୍ୟାଳୟ ପ୍ରସ୍ତୁତି ପାଇଁ ବାର୍ଷିକ ବୈଠକରେ ସାମିଲ ହୋଇଥିଲେ । ତତ୍କାଳିନୀ ପକ୍ଷରୁ ମଧ୍ୟ ସଚେତନତା ଏବଂ ପ୍ରଭାବଶାଳୀ କାର୍ଯ୍ୟ କରିବା ପାଇଁ କିଛି ଚୟନିତ ସ୍ଥାନରେ ଏକାଡେମିକ, ପଲିସି ଏବଂ ଉଦ୍ୟୋଗ ସେକ୍ଟରାଲ ଥିକ ଟ୍ୟାକର ଶ୍ରଦ୍ଧାଋତ୍ନ କରାଯାଇଛି । ଏହି ଅବସରରେ ମହା ଶ୍ରୀ ପ୍ରଫୁଲ୍ଲ ସାମଲ, କ୍ୟାବିନେଟ ମନ୍ତ୍ରୀ, ଏମ୍‌ଏସ୍‌ଏମ୍‌ଲ, ଓଡ଼ିଶା ସରକାର, ମୁଖ୍ୟ ଅତିଥିଭାବେ ଯୋଗ ଦେଇ ବ୍ୟବସାୟ ପାଇଁ ଓଡ଼ିଶା ସରକାରଙ୍କ ପଦକ୍ଷେପ ଏବଂ ଓଡ଼ିଶାକୁ ଦକ୍ଷତା ବିକାଶ ପାଇଁ ଜାତୀୟ ସ୍ୱାଧୀନ ସମ୍ପର୍କରେ କହିଥିଲେ । ସେହିପରି ସେଠାରେ ଅନ୍ୟାନ୍ୟ ପ୍ରତିଷ୍ଠିତ ବ୍ୟକ୍ତିକ ମଧ୍ୟରେ ଶ୍ରୀ ସଞ୍ଜୀବ କି. ଦେଓରାୟ, ଆଇଆରଏସ୍, କମିଶନର, ସେକ୍ସଲ ଏକ୍ସକ୍ୟୁଟିଭ କମିଶନ ଏବଂ ସର୍ବିସ ଟାକ୍ସ ବିଭାଗ ଭୁବନେଶ୍ୱର, ଡଃ. କେ. ରଞ୍ଜନାକର, ମୁଖ୍ୟ ପ୍ରଫେସର, ଇଞ୍ଜିଆନ ଇନସ୍ଟିଚ୍ୟୁଟ ଅଫ ଫରେନ ଟ୍ରେଡ୍, କୋଲକାତା ପ୍ରମୁଖ ଉପସ୍ଥିତ ରହି ନିଜ ମତ ବ୍ୟକ୍ତ କରିଥିଲେ । ଶେଷରେ ତତ୍କାଳିନୀ ସହ-ନିର୍ଦ୍ଦେଶକା, ନିମିଶିକ୍ଷା ନିର୍ଦ୍ଦେଶକାଙ୍କ ଧନ୍ୟବାଦ ଆଇନ୍‌ଷ୍ଟାଇନ୍ ଟାଉନ କାର୍ଯ୍ୟକ୍ରମ ଶେଷ କରାଯାଇଥିଲା । ଏହି ଅବସରରେ ଶ୍ରୀ ଏଲ୍.ଏନ ଗୁପ୍ତା, ଆଇଏଏସ୍, ଏମ୍‌ଏସ୍‌ଏମ୍‌ଲର ବିଭାଗର ଅତିରିକ୍ତ ମୁଖ୍ୟ ସଚିବ, ଓଡ଼ିଶା ସରକାର, ନିଜ ବିଭାଗର ସଫଳତା ଗୁଡ଼ିକ ଉପରେ ଆଲୋଚନା କରିବାସହ ଆସନ୍ତା ବର୍ଷ ଏଥିରେ ଉନ୍ନତି ହେବାର ଆଶା ଦର୍ଶାଇଥିଲେ । ସେ ଓଡ଼ିଶାକୁ ଦ୍ରୁତ ଚାପାନ୍ ଆସନ୍ତା ବର୍ଷରେ ଉନ୍ନତି ହେବାର ଆଶା ରଖୁଛନ୍ତି ବୋଲି ସେ କହିଥିଲେ । ଖୁବନେଶ୍ୱର ଚୈତ୍ର ସେଞ୍ଚର

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Duniya Khabar (Page 3)

World Trade Centre Bhubaneswar Observes World Trade Day- An- nounces Sectoral Think Tanks



Bhubaneswar: 19 May 2018: World Trade Center (WTC), Bhubaneswar, celebrated World Trade Day here in the city. Members of the trade body joined together for the Annual meeting to celebrate last year's achievements and to chart a productive path for the next year.

Chief Guest Shri. Prafulla Samal, Hon'ble Cabinet Minister, MSME, Government of Odisha, highlighted the initiatives by the Odisha government in simplifying business and getting national recognition in skills development. He shared that Odisha is greatly poised to be the most important destination for startups.

Shri. L.N. Gupta, IAS, Additional Chief Secretary, Department of MSMEs Government of Odisha highlighted the achievements of his department and shared his positive expectation for the next year. He spoke about the rapid growth in the exports from the state. "We are confident to achieve the target of 1 lakh crore export" he added.

Shri.Sangeeta Q. Dewalwar, IRS, Commissioner, Central Excise, Customs & Service Tax, Bhubaneswar spoke about the GST interventions and the need for simplified tax procedures in the expansion of trade.

Prof (Dr) K. Rangarajna, IITD, Indian Institute of Foreign Trade, Kolkata. He focused on the utility of trade in economic development and peacebuilding. Speaking on "International Trade - Gateway for Odisha's Prosperity", he highlighted the inter-relationship of trade with poverty eradication.

Earlier Ms. Rupa Naik, Senior Director, World Trade Centre Mumbai and Director, World Trade Centre Bhubaneswar welcomed the guests, "World Trade Day is a unique platform for trade and industry to understand the emerging issues of global business. Through World Trade Day we are aiming to reach out to trade and industry of Odisha to make them aware of the importance and relevance of international trade in building a strong economy of the State of Odisha."

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Odisha Bhaskar (Page 4)

ବିଶ୍ୱ ଗ୍ରେଡ଼ ଦିବସ ପାଳିତ

ଭୁବନେଶ୍ୱର, (ଆପ୍ର): ଭୂମିତ ଚୈତ୍ର
 ଦେଶର (ଉତ୍କଳିୟ) ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ
 ଭୂମିତ ଚୈତ୍ର ଦିବସ ପାଳନ କରାଯାଇଛି
 ଏହି ଅଞ୍ଚଳର ସମସ୍ତ ସଦାସନାନେ ପୂର୍ବ
 ବର୍ଷର ସେବକା ପାଳନ ଏବଂ ଆଗାମୀ
 ବର୍ଷର କାର୍ଯ୍ୟାଳୟ ପ୍ରସ୍ତୁତି ପାଇଁ ବର୍ଷକ
 ବୈଦିକରେ ସମ୍ପାଦିତ ହୋଇଥିଲା । ଉତ୍କଳିୟ
 ପକ୍ଷରୁ ମଧ୍ୟ ସବେତନତା ଏବଂ
 ପ୍ରାଚୀନଶାଳା କାର୍ଯ୍ୟ କରିବା ପାଇଁ କିଛି
 ଚୟନିତ ପ୍ରାଣରେ ଏକାଡେମିକ, ପଲିସି
 ଏବଂ ଉଦ୍ୟୋଗ ସେକ୍ଟରରୁ ଥିବା ଶାଳକର
 ଶୁଭାବଳ କରାଯାଇଛି । ଏହି ଅବସରରେ
 ମହା ପ୍ରଭୁଙ୍କ ସମ୍ପାଦନା ପ୍ରଣୟ ଉପରେ ଉଦ୍ଦେଶ୍ୟ
 ଯୋଗ ଦେବା ବ୍ୟବସାୟ ପାଇଁ ଉଦ୍ଦେଶ୍ୟ
 ସରକାରଙ୍କ ପଦକ୍ଷେପ ଏବଂ ଉଦ୍ଦେଶ୍ୟକୁ
 ଦକ୍ଷତା ବିଶାଳ ପାଇଁ ଜାତୀୟ ସମ୍ମାନ
 ସ୍ୱୀକୃତିରେ କରାଯାଇଛି । ସେହିପରି ସେଠାରେ
 ଅନ୍ୟାନ୍ୟ ପ୍ରତିଷ୍ଠିତ ବ୍ୟକ୍ତିଗଣ ମଧ୍ୟରେ ସମ୍ମାନ
 ବି. ଦେବୀକାନ୍ତର, ଆଇଆରଏସ୍, ଏସ୍
 କମିଶନର, ସେକ୍ଟର ଏକ୍ସପାର୍ଟ
 କଣ୍ଠ ଏବଂ ସର୍ବସ୍ୱ ଗାନ୍ଧୀ, ବିଶାଳ
 ଭୁବନେଶ୍ୱର, ଡି.କେ.ରଙ୍ଗରାଜନ,
 ପ୍ରମୁଖ ପ୍ରଦେସର, ଉତ୍କଳୀୟ ଜନଶିକ୍ଷା
 ଅଫିସ୍ ପରେ ଚୈତ୍ର, କୋଲକାତା
 ପ୍ରମୁଖ ପ୍ରଦେଶର ଥିଲା । ଶେଷରେ

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May 20, 2018 - **Sambad** (Page 16)

ସ୍ଥାନୀୟ ଗ୍ରହଣ ଦିବସ —————
ରାଜ୍ୟରେ ରଥାନ୍ତୀ ଏଲକ୍ସ କୋଟି ଟପିବ



ଭବନେଶ୍ୱର, ଚାଟୋଟ (ପିପିତପା): ପ୍ରାଚୀନ ଘୋଡ଼ ମେଣ୍ଡେ (ଚକ୍ରୁଟି) ଭବନେଶ୍ୱର ପାଖରୁ ପ୍ରାଚୀନ ଘୋଡ଼ ବିଦ୍ୟ ପାଳନ କରାଯାଇଛି । ଏହି ସ୍ଥାନର ଘୋଡ଼ ସହସମାଜରେ ପୂର୍ବ ବର୍ଷର ସଫଳତା ପାଳନ ଏବଂ ଆଗାମୀ ବର୍ଷର କାର୍ଯ୍ୟଧାରା ପ୍ରସ୍ତୁତି ପାଇଁ ବାର୍ଷିକ ବୈଠକରେ ସାମିଲ ହୋଇଥିଲେ । ଏହି ଅବସରରେ ଏମ-ଏସଏମ ନିଆ ପ୍ରଫୁଲ୍ଲ ସମାଜ, ମୁଖ୍ୟ ଅତିଥିଭାବେ ଯୋଗ ଦେଇ ବ୍ୟବସାୟ ପାଇଁ ଓଡ଼ିଶା ସରକାରଙ୍କ ପରାମର୍ଶ ଏବଂ ଓଡ଼ିଶାକୁ ରକ୍ଷତା ଦିବାଳୀ ପାଇଁ ଚାହାଣ ସମାଜ ସମ୍ପର୍କରେ କହିଥିଲେ । ସୈଦିପୁର ଗୋଷ୍ଠରେ ଆଧ୍ୟାତ୍ମିକ ଧ୍ୟାନରେ ସନ୍ତୋଷ : ଦେବପ୍ରାଣପ୍ରାଣ, ଆଧ୍ୟାତ୍ମିକ, ଜନଶକ୍ତି, ଯେହୁଳ ଏହାପାଇଁ କମ୍ପାନୀ ଏବଂ ସର୍ବସ୍ୱ ପ୍ରାଣ, ଦିବାଳୀ ଭବନେଶ୍ୱର, ଚଟୋଟ, ଚଟୋଟ, ମୁଖ୍ୟ ପ୍ରତିଷ୍ଠାପକ, ଉତ୍ତିଷ୍ଠିତ କର୍ମକ୍ଷେତ୍ର ଆପ

ଓଲଟ ଟେବୁଲ୍ ସେଣ୍ଟର ପକ୍ଷରୁ ବିଶ୍ୱ ବାଣିଜ୍ୟ ଦିବସ

ଭୁବନେଶ୍ୱର, ୧୯/୫ (ଇମିଆ) : ଓଡ଼ିଶା ଚୈତ୍ର ସେଣ୍ଟ୍ରାଲ୍ ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ବାଣିଜ୍ୟ ଦିବସ ସ୍ଥାନୀୟ ଇଟକୋ ଟାଉର ସମିଳନୀ କକ୍ଷରେ ପାଳିତ ହୋଇଯାଇଛି । ଏହି ସଂସ୍ଥାର ସମସ୍ତ ସଦସ୍ୟ ପୂର୍ବ ବର୍ଷର ସଫଳତା ଏବଂ ଆଗାମୀ ବର୍ଷର କାର୍ଯ୍ୟଧାରା ପ୍ରସ୍ତୁତ ପାଇଁ ଏହି ଉତ୍ସବରେ ସାମିଲ ହୋଇଥିଲେ । ଡବ୍ଲ୍ୟୁଟିସି ପକ୍ଷରୁ ସଚେତନତା ଏବଂ ଅନ୍ୟ କାମ କରିବା ପାଇଁ କିଛି ସ୍ଥାନରେ ଏକାଡେମିକ୍, ପବ୍ଲିସି ଏବଂ ଉଦ୍ୟୋଗ ସେକ୍ଟରାଲ ଥିଙ୍ଗ୍ ଟ୍ୟାଲର ଶୁଭାଭିମୁକ୍ତ କରାଯାଇଛି । ଏହି ଅବସରରେ ଏମ୍.ଏସ୍.ଏମ୍.ଏଲ୍ ମନ୍ତ୍ରୀ ପ୍ରଫୁଲ୍ଲ ସାମଲ ମୁଖ୍ୟ ଅତିଥି ଭାବେ ଯୋଗଦେଇ ବ୍ୟବସାୟ ପାଇଁ ଓଡ଼ିଶା ସରକାରଙ୍କ ପଦକ୍ଷେପ ଏବଂ ଓଡ଼ିଶାକୁ ଦକ୍ଷତା ବିକାଶ ପାଇଁ ମିଳିଥିବା ଜାତୀୟ ସମ୍ମାନ ସଂପର୍କରେ କହିଥିଲେ । ଅନ୍ୟମାନଙ୍କ ଭିତରେ ଭୁବନେଶ୍ୱରର ସେଣ୍ଟ୍ରାଲ୍ ଏକ୍ସକ୍ୟୁଟିଭ୍ କମିଟି ଏବଂ ସଭିଏସ୍ କମିଟି ସଭ୍ୟ ଚିତ୍ତେଶ୍ୱରୀ ଦେଓଡ଼ିଆ, ଇଣ୍ଡିଆନ୍ ଇନଷ୍ଟିଚ୍ୟୁଟ୍ ଅଫ୍ ଫରରେନ୍ କ୍ରେଡିଟ୍ ଉପରେ ମୁଖ୍ୟ ପ୍ରଦେସର ଡ. କେ ରଙ୍ଗରାଜନ ପ୍ରମୁଖ ଉପସ୍ଥିତ ରହି ନିଜ ମତ ଉପସ୍ଥାପନ କରିଥିଲେ । ଶେଷରେ ଡବ୍ଲ୍ୟୁଟିସିର ସାଥ୍ ନିର୍ଦ୍ଦେଶକ ନିମିଶା ଖାନ୍ ନବରାଜନ ଧନ୍ୟବାଦ ଦେଇଥିଲେ ।

July 23, 2018- **Prameya** (Page 19)

ଡବ୍‌ବ୍‌ସି ଭୁବନେଶ୍ୱରରେ
ବିଶ୍ୱ ବାଣିଜ୍ୟ ଦିବସ

ଭୁବନେଶ୍ୱର, ୨୭/୫ (ବ୍ୟବେଶ): ଖ୍ରୀଷ୍ଟ ଚେତ୍ର ଯେଷ୍ଠର (ତତ୍କାଳିନୀ) ଭୁବନେଶ୍ୱର ପଞ୍ଚରାଜ ବିଶ୍ୱ ବାଣିଜ୍ୟ ନିବନ୍ଧ ପାଲଟି ହୋଇପାରେ। ଏଥିରେ ତତ୍କାଳିନୀ ଭୁବନେଶ୍ୱର ଆଗାମୀ ବର୍ଷ ପାଇଁ ନିଜର କାର୍ଯ୍ୟାଳୟ ପ୍ରସ୍ତୁତ କରିଥିଲା। ଏହି କାର୍ଯ୍ୟକ୍ରମରେ ଉପସ୍ଥିତ ଅଟେ, କ୍ଷମା ଓ ମଧ୍ୟମ



ଜିହ୍ଵାପାତ (ଏମ୍‌ଏସ୍‌ଏମ୍‌ଜି) ମାତ୍ରା ପ୍ରସ୍ତୁତ ସାମାଜିକ କହିଛନ୍ତି, ନିକଟ ଅତୀତରେ ଓଡ଼ିଶା ସରକାର ବହୁ ବ୍ୟବସାୟ ଅନୁକୂଳ ପଦକ୍ଷେପ ଗ୍ରହଣ କରିଛନ୍ତି । ସେହିଭଳି ଦକ୍ଷତା ବିକାଶ ପାଇଁ ରାଜ୍ୟ ଅନେକ ପଦକ୍ଷେପ ନେଇଛି । ଅନ୍ୟମାନଙ୍କ ମଧ୍ୟରେ ଏମ୍‌ଏସ୍‌ଏମ୍‌ଜି ସବିବ ଏଲ୍ ଏନ୍ ଗୁପ୍ତା, କେନ୍ଦ୍ରୀୟ ଉତ୍ପାଦ ଶୁଳ୍କ ଓ ସେବାକର କମିସନର ସଂସ୍କାର କି ଦେଖିଲାହୁଏ, ଇଣ୍ଡିଆନ୍ ଇନ୍‌ଷୁରନ୍ସ ଅଫ୍ ଫରେନ୍ ଟ୍ରେଡ୍, କୋଲକାତାର ମୁଖ୍ୟ ପ୍ରଫେସର ଡ. କେ ରଙ୍ଗରାଜନ, ଡିପ୍ୟୁଟି ସିଇ-ନିର୍ଦ୍ଦେଶିକା ନିମିଷିକା ନଟରାଜନ ପ୍ରମୁଖ ଉପସ୍ଥିତ ଥିଲେ ।

May 20, 2018 - **Samaya** (Page 4)

ସ୍ଥାପନା କ୍ଷେତ୍ର ସେଣ୍ଟର ଭୁବନେଶ୍ୱର
ପକ୍ଷରୁ ବିଶ୍ୱ ବାଣିଜ୍ୟ ଦିବସ

ସ୍ବପ୍ନେଶ୍ବର (ସଂଘ)
 ଗ୍ରାମିକ ଟ୍ରେଡ଼ ଦେବଦର
 (ବୃକ୍ଷଚିତ୍ର) ଶୁବନେଶ୍ବର ପକ୍ଷରୁ
 ଦୃଶ୍ୟର ଟ୍ରେଡ଼ ବିବର ପାଦନ
 କରାଯାଇଛି । ଏହି ସଂସ୍କାର
 ସମସ୍ତ ସର୍ବସମ୍ପାଦନେ ପୂର୍ବ
 ପ୍ରକାଶିତ ସଂସ୍କରଣ ପାଦନ ଏବଂ
 ଆଶାମାନ ବର୍ଣ୍ଣନା କାର୍ଯ୍ୟାଳୟ
 ପ୍ରସ୍ତୁତି ପାଇଁ ବାର୍ଷିକ
 ଚିତ୍ରକଳାରେ ସାମିଲ ହୋଇଥିଲେ ।
 ଟି. ଚନ୍ଦ୍ରଶିଖର ପକ୍ଷରୁ ମଧ୍ୟ
 ସଂଶୋଧନ ଏବଂ ପ୍ରକାଶନ
 କାର୍ଯ୍ୟ କରିବା ପାଇଁ ଚିହ୍ନି
 ପ୍ରଦାନିତ ଗ୍ରାମରେ ଏକତ୍ତେନିକ,
 ଯଦିଓ ଏବଂ ଉଦ୍ୟୋଗ
 ସେଠାରେ ଥିବା ବ୍ୟାଙ୍କର
 ଶ୍ରାବଣ କରାଯାଇଛି ।

ଏହି ଅବସରରେ
 ଏକ ସଂସ୍କରଣ ମଧ୍ୟ ପ୍ରସ୍ତୁତ
 ସାମାଜିକ ମୁଖ୍ୟ ଅଭିପ୍ରାୟରେ
 ଯୋଗ ଦେବ ବ୍ୟବସାୟ ପାଇଁ
 ଗ୍ରାମର ସଂସ୍କରଣ ଚଳାଉଥିବା
 ଏବଂ ଟିକିଆରୁ ଉତ୍ପାଦନ ବିକାଶ
 ପାଇଁ କାର୍ଯ୍ୟ ଉତ୍ସାହ
 ଉତ୍ସାହରେ ଚାଲିଥିଲେ । ସେହିପରି
 ସେଠାରେ ଅନ୍ୟାନ୍ୟ ପ୍ରକଳ୍ପ
 ବ୍ୟକ୍ତିକ ମଧ୍ୟରେ ସାଦର ବି.
 ଉଦ୍ୟୋଗର, ନିର୍ମାଣର, ସେହିକି
 ଏକାକାର କଳ୍ପନ ଏବଂ ସର୍ବତ୍ର
 ଚାଲି, ବିକାଶ ଶୁଭକ୍ଷେତ୍ର, ଉ.
 କେ. ଉତ୍ସାହାବଳ, ମୁଖ୍ୟ
 ପ୍ରକଳ୍ପରେ, ଉତ୍ତୀର୍ଣ୍ଣାବଳ ଉତ୍ସାହରୁ
 ଅତି ପରେକ ଟ୍ରେଡ଼, କୋଲୋକା
 ପ୍ରସ୍ତୁତ କରାଯିବ ରହି ନିଜ
 ମନୋବଳ କରିଥିଲେ । ଶେଷରେ
 ଚନ୍ଦ୍ରଶିଖର ସହ-ନିର୍ଦ୍ଦେଶକ,
 ନିର୍ଦ୍ଦେଶକ ନବୋଦୟନ ଧର୍ମପାଳ
 ଅଭିଶାସନ ଦ୍ବାରା କାର୍ଯ୍ୟାଳୟ
 ଶେଷ କରାଯାଇଥିଲା ।

ଏହି ଅବସରରେ ଆଶାଏସ,
 ଏକ ସଂସରଣର ବିକାଶରେ
 ଅଭିପ୍ରାୟ ମୁଖ୍ୟ ସହିତ ଏକ, ଏକ
 ପ୍ରସ୍ତୁତ ନିଜ ବିକାଶରେ ସଫଳତା
 ଗୁଣିତ ଉତ୍ପାଦନ ଆଲୋଚନା
 କରିବା ସହ ଆସନ୍ତା ବର୍ଷ ଏଥିରେ
 ଉନ୍ନତି ହେବାର ଆଶା
 ବର୍ଣ୍ଣନା ହେବାର । ସେ ଟିକିଆରୁ ବୃଦ୍ଧ
 କର୍ମାଳୀ ସମ୍ପର୍କରେ ନିଜର ସହ
 ଆଶାମାନ ଚିନ୍ତାରେ ଟିକିଆରୁ ଉତ୍ପାଦନ
 ଓ ଉତ୍ସାହରେ ଚଳିବାର ଆଶା
 ରଖିଛନ୍ତି ବୋଲି କହିଥିଲେ ।

ଆଶିକ ଟ୍ରେଡ଼ ଦେବଦର ମୁଖ୍ୟ
 ଏବଂ ନିର୍ଦ୍ଦେଶକ ତଥା ବହିର
 ନିର୍ଦ୍ଦେଶକ, ଉତ୍ସାହୀ ଉତ୍ସାହ
 ମାନ୍ୟତା ଗ୍ରାମିକ ଟ୍ରେଡ଼ ଦେବଦର
 ଚଳାଉଥିବାରେ ସମସ୍ତ
 ଅଭିପ୍ରାୟକୁ ଗ୍ରାମର ଲୋକ
 ନିଶ୍ଚିତରେ, ଚଳିଥିବାରେ, ଚଳିଥିବାରେ
 ବ୍ୟବସାୟର ନୂତନ ଟିକିଆରୁ
 ଉତ୍ପାଦନ ବ୍ୟବସାୟ ଏବଂ
 ଉଦ୍ୟୋଗ ପାଇଁ ଗ୍ରାମିକ ଟ୍ରେଡ଼
 ଦେବଦର ଏକ ସଫଳ ପ୍ରାପ୍ତି ।
 ଗ୍ରାମର ଟ୍ରେଡ଼ ଦେବଦର ମଧ୍ୟରେ
 ଟିକିଆର ଉଦ୍ୟୋଗ ଏବଂ
 ବ୍ୟବସାୟର ଆହୁରି ତାହା
 ଟ୍ରେଡ଼ର ମୁଣ୍ଡର ସମ୍ପର୍କରେ
 ଅବଗତ କରିବା ସହିତ ଟିକିଆର
 ଆର୍ଥିକ ଗୁଣିତ ସୁଦୃଢ଼ କରିବା
 ଆଶ୍ରେମାନଙ୍କର ଉଦ୍ୟୋଗ ।
 ଗ୍ରାମର ସଂସରଣ ପକ୍ଷରୁ ଏକ
 ସମସ୍ତ ବିକାଶରୁ ଅବଗତ
 କରିବା ଏବଂ ଏକ ସଂସରଣ
 ଗ୍ରାମର ଚଳିବା ସହିତ
 ଚଳିଥିବାରେ ବିକାଶରେ
 ପ୍ରତିଯୋଗୀ ଏବଂ ପ୍ରକାଶନ
 କରିବା ପାଇଁ ଆଶାବଦ୍ଧ
 ପଦକ୍ଷେପ ଗ୍ରହଣ ଆବଶ୍ୟକ ।

May 20, 2018 - **The Pioneer** (Page 3)

May 20, 2018 - **The Samaja** (Page 13)

'Odisha to be most imp destination for startups'

WTC announces sectoral think tanks

PNS ■ BHUBANESWAR

The World Trade Center (WTC) Bhubaneswar celebrated the World Trade Day on Saturday with its members joining together for the annual meeting to celebrate the last year's achievements and to chart a productive path for the next year.

Chief guest MSME Minister Pratulla Samal highlighted the initiatives by the State Government in simplifying business and getting national recognition in skills development. He said Odisha is greatly poised to be the most important destination for

MSME Secretary LN Gupta said, "We are confident to achieve the target of 1 lakh crore export."

Commissioner of Central Excise, Customs and Service Tax, Bhubaneswar Sanjeev G Dewnarw spoke about the

inter-relationship of trade with poverty eradication.

Earlier, WTC, Bhubaneswar Director Rupak Naik had welcomed the guests. "Through the World Trade Day, we are aiming to reach out to trade and industry of Odisha in order to make them aware of the importance and relevance of international trade in building a strong economy of the State," she said.

On the occasion, the WTC announced the launching of sectoral think tanks to facilitate academic, policy and industry discussions in identified areas for better awareness and effective policymaking.

The programme concluded with a vote of thanks proposed by WTC Assistant Director Nimeshika Natarajan.

ଓର୍ଲାଣ୍ଡ ଟ୍ରେଡ ସେଞ୍ଚର ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ଓର୍ଲାଣ୍ଡ ଟ୍ରେଡ ଦିବସ
ରସ୍ତା ନି ୧ ଲକ୍ଷ କୋଟି ଟପିବ

ଭୁବନେଶ୍ୱର, ୧୯।୫
(ନି.ପୁ.): ଝାର୍ଯ୍ୟକ ଚେତ
ସେଞ୍ଚନ (ବ୍ରହ୍ମଚିତ୍ତି)
ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ଝାର୍ଯ୍ୟକ
ଚେତ ଚିତ୍ତ ପାଳିତ
ହୋଇପାରିଛି । ଏଥିରେ
ଏମିଏସ୍‌ଏମ୍‌ଲ ନାମା ପ୍ରସ୍ତୁତ
ସାମଲ ମୁଖ୍ୟ ଅଧିକ୍ଷକାବେ
ସୋନବେଲ ବ୍ୟବସାୟ

ପାଇଁ ଓଡ଼ିଶା ସରକାରଙ୍କ
ପାଇଁ ରାଜ୍ୟରୁ ଜାତୀୟ ସମାଜ
କାର୍ଯ୍ୟକ୍ରମରେ ଏମିତି ଏକ
ସଚିବ ଏଲ.ଏନ. ଗୁପ୍ତା କହି
ରହୁଥିଲେ ଏକକ କୋଟି
କିରାୟାକୁ । ଆସନ୍ତା ବର୍ଷ

A photograph showing three men seated at a long table during a press conference. The man on the left is wearing a white shirt and is speaking into a microphone. The man in the center is wearing a yellow shirt and is also speaking into a microphone. The man on the right is wearing a light blue shirt and is looking towards the camera. There are microphones and water bottles on the table.

ପରସ୍ପେଷ ଏବଂ ଦକ୍ଷତା ବିକାଶ
କି ମିଳିବା ଆମ୍ଭମାନଙ୍କର ଉଦ୍ଦେଶ୍ୟ।
ଏହିପରି ବିଶ୍ୱାସର ଅଭିବିକ୍ଷ ଗୁଡ଼ିକ
ମାନଙ୍କର, ଆମମାନଙ୍କ ଦିନରେ ଉପସ୍ଥାପିତ
ଅଭିବିକ୍ଷକୁ କହିବା ଆମ
ଉଦ୍ଦେଶ୍ୟ ବିକାଶ ଏ ଉଦ୍ଦେଶ୍ୟରେ

May 21, 2018 - **Dainik Jagran** (Page 3)

डब्ल्यूटीसी ने मनाया वर्ल्ड ट्रेड दिवस



वर्ल्ड टेड दिवस कार्यक्रम में शामिल एमएसएमई मंत्री प्रफुल्ल सामल व अन्य अतिथि।

जागरण सभाददाता, भुवनेश्वर : वर्ल्ड ट्रेड सेंटर (डब्ल्यूटीसी) भुवनेश्वर की ओर से वर्ल्ड ट्रेड दिवस मनाया गया। इस अवसर पर संस्था के सभी सदस्यों की मौजूदगी में डब्ल्यूटीसी की ओर से जागरूकता एवं प्रभावशाली कार्य करने के लिए चयनित स्थान पर एकेडमिक, पॉलिसी एवं उद्योग सेक्टर थिंक टैंक का शुभारंभ किया गया। इस अवसर पर बतौर मुख्य अतिथि एमएसएमई मंत्री प्रफुल्ल सामल ने व्यवसाय के लिए ओडिशा सरकार द्वारा उठाए गए कदम एवं राज्य को कौशल

विकास के लिए राष्ट्रीय स्तर पर मिले सम्मान के संबंध में जानकारी दी। अन्य अतिथियों में जी देवालवार, आइआरएस, कमिशनर, सेंट्रल एक्साइज कस्टम एवं सर्विस टैक्स विभाग, भुवनेश्वर के डॉ. के रंगराजन प्रमुख ने अपने-अपने विचार रखे। एमएसएमई विभाग के अतिरिक्त मुख्य सचिव एलएन गुप्ता ने कहा कि आगामी वर्षों में ओडीशा का नियात 1 लाख करोड़ रुपये को पार करने का अनुमान है। डब्ल्यूटीसी की सह निदेशिका निमोशिखा नटराजन ने धन्यवाद ज्ञापन किया।

May 21, 2018 - **Dharitri** (Page 15)May 21, 2018 - **The Hiranchala** (Page 7)

ଡବ୍‌ବୁଡ଼ି ପକ୍ଷରୁ ବିଶ୍ୱ ବାଣିଜ୍ୟ ଦିବସ

ଭୁବନେଶ୍ୱର, ୨୦-୫

ଦିଶ ବାଣିଜ୍ୟ କେନ୍ଦ୍ର (ଡକ୍ସାରିସି)
 ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ଦିଶ ବାଣିଜ୍ୟ
 ବିବସ୍ଥା ପାଳନ କରାଯାଇଛି । ଏହା
 ଅବସରରେ ଏକ କାର୍ଯ୍ୟକ୍ରମର
 ଆୟୋଜନ କରାଯାଇଥିଲା, ଯେଉଁଥିରେ
 ଡକ୍ସାରିସିର ସମସ୍ତ ସହଯ୍ୟ ପୂର୍ବ ବର୍ଷର
 ସମସ୍ତଙ୍କ ପାଇଁ କରାଯାଇ ସହ ପରବର୍ତ୍ତୀ
 କାର୍ଯ୍ୟଧାରା ପ୍ରସ୍ତୁତ କରିଥିଲେ ।
 ଡକ୍ସାରିସି ପକ୍ଷରୁ ମଧ୍ୟ ସଚେତନତା ପାଇଁ
 କେତେକ ବିବିଧ ଗ୍ରାମରେ ଏକାଡେମିକ୍,
 ପରିସି ଏବଂ ଉଦ୍ୟୋଗ ସେବାକାରୀ
 ଥିବା ଟ୍ୟାଲର ଶ୍ରଦ୍ଧାଘର କରାଯାଇଛି ।
 ଏହି ଅବସରରେ ରାଜ୍ୟ
 ଏକାଡେମିର ମଧ୍ୟ ପକ୍ଷରୁ ପାରିଶ୍ରମିକ

ଦେଶେଫ ବିଷୟରେ ଆଲୋଚନା କରିଥିଲେ । ସେହିଭଳି ଏମ୍‌ଏସ୍‌ଏମ୍‌ଲ ବିଭାଗର ଅତିରିକ୍ତ ମୁଖ୍ୟ ସଚିବ ଡା. ଏସ୍. ଗୁପ୍ତା ଓଡ଼ିଶା ୧ ଲକ୍ଷ କୋଟି ଟଙ୍କାର ଗୁମ୍ଫା ଲାକ୍ଷ୍ୟ ହାସଲ କରିବା ବଚ୍ଚୁଥବା ପ୍ରକାଶ କରିଥିଲେ । ଅନ୍ୟମାନଙ୍କ ମଧ୍ୟରେ କେନ୍ଦ୍ରୀୟ ଉପାଦା, ସୀମା ଏବଂ ସେବା ଶୁଳ୍କ ବିଭାଗ, ଭୁବନେଶ୍ୱରର ଆୟୁକ୍ତ ସଂଜୀବ କି. ଦେଶାଇଙ୍କର, ଇଣ୍ଡିଆନ ଇନ୍‌ସୁରନ୍ସ ଏଞ୍ଡ ପ୍ରପର୍ଟି ଟ୍ରେଡ଼, କଲିକତାର ମୁଖ୍ୟ ପ୍ରଦର୍ଶନକାର ଡି. କେ. ରାଜାବାଜନ ପ୍ରମୁଖ ଉପସ୍ଥିତ ଥିଲେ । ଡକ୍ଟରସି, ବେମର ବିଷୟ ନିର୍ଦ୍ଦେଶିକା ତଥା ଡକ୍ଟରସିସି, ଭୁବନେଶ୍ୱରର ନିର୍ଦ୍ଦେଶିକା କୁସା ନାଏକ ସ୍ୱାଗତ କାର୍ଯ୍ୟକ୍ରମ ଦେଖିବାପରେ

ଡକ୍ଟ୍ରିନି ପକ୍ଷରୁ ଖୁଲିତ ଗ୍ରେଡ୍ ଦିବସ ପାଳନ

ଭୁବନେଶ୍ୱର,
୫(୧୧.୧୨): ଖୁର୍ଦ୍ଧା
(ବିଜୁବିହାରୀ) ଭୁବନେଶ୍ୱର
ରେଡିଓ ବିକାସ ପ୍ରାଧାନ

ଏହି ସଂସ୍କରଣ ସମସ୍ତ ଉପାଦାନରେ ପୂର୍ଣ୍ଣ
ବର୍ଷର ସମ୍ପଦକୃତ ପାଠକ ଏବଂ
ଆଗାମୀ ବର୍ଷର ଆର୍ଥିକାତ୍ମକ ପ୍ରସ୍ତୁତି
ହୋଇପାରିବ ବୈଦେଶିକ ଆଗମି
କୋରୋନା ପ୍ରସ୍ତୁତି ପଥ
ସମ୍ପର୍କିତ। ଏବଂ ପ୍ରାଥମିକ
କାର୍ଯ୍ୟକ୍ରମ ପାଇଁ କିଛି ସମ୍ପର୍କିତ
ପ୍ରାଥମିକ ଏବଂ ପରିସର ଏବଂ
କୋରୋନା ପ୍ରସ୍ତୁତି ପଥ
ପ୍ରାଥମିକ ଏବଂ ପରିସର

[illegible]

ବିବାହ ଭବନେଷ୍ଠର, ଗୃହ ବେ.
ନନ୍ଦନାମନ, ମୁଖ୍ୟ ପ୍ରସବଦର,
ନନ୍ଦିନୀମନ ନନ୍ଦିନୀମନ ପ୍ରସବ ପରେ
ହେଉ, ନନ୍ଦନାମନ ପ୍ରସବ ପରେ
ହେଉ ନିଜ ମନ ବ୍ୟବହାର ହେଉ
ନନ୍ଦନାମନ ପ୍ରସବ ପରେ ନନ୍ଦିନୀମନ
ନନ୍ଦିନୀମନ ନନ୍ଦନାମନ ପ୍ରସବ
ନନ୍ଦିନୀମନ ନନ୍ଦନାମନ ପ୍ରସବ
ନନ୍ଦିନୀମନ ନନ୍ଦନାମନ ପ୍ରସବ

May 21, 2018

The New Indian Express (Page 6)

'Odisha poised to be startup destination'

EXPRESS NEWS SERVICE
@ Bhubaneswar

MSME Minister Prafulla Samal said Odisha is greatly poised to be an important destination for startups, which have been performing extremely well in the State.

Inaugurating the World Trade Day organised by World Trade Centre (WTC) Bhubaneswar, Samal highlighted several initiatives by the Odisha Government in simplifying business and getting national recognition in skill development. At a seminar on 'International Trade - Gateway for Odisha's Prosperity' held on this occasion, Additional Chief Secretary LN Gupta said the State has achieved rapid growth

in exports. "We are confident of achieving the target of ₹ one lakh crore export," he said.

While Commissioner of Central Excise, Customs and Service Tax Sanjeev G Dewalwar spoke on GST interventions, Head of Kolkata-based Indian Institute of Foreign Trade Prof K Rangarajan focused on the utility of trade in economic development and peace building.

WTC Director Rupa Naik said Odisha must take cognisance of emerging issues of global business and encourage the MSME sector to adopt appropriate strategies to become competitive and effective in global markets.

Among others, Assistant Director of WTC Nimeshika Natarajan also spoke.

May 21, 2018 - **The Statesman** (Page 14)

Bhubaneswar World Trade Centre to launch think tanks

STATESMAN NEWS SERVICE
BHUBANESWAR, 20 MAY

World Trade Centre Bhubaneswar announced the launching of Sectoral Think Tanks (areas/sectors to be mentioned) to facilitate academic, policy and industry discussions in identified areas for better awareness and effective policymaking.

The announcement was made at the World Trade Day celebrations here yesterday.

MSME Minister Prafulla Samal highlighted the initiatives by the Odisha government in simplifying business.

L N Gupta, IAS, spoke about the rapid growth in the exports from the state. "We are

confident to achieve the target of 1 lakh crore export" he added.

Sanjeev G. Dewalwar, IRS, Commissioner, Central Excise, Customs & Service Tax, Bhubaneswar talked about GST interventions and the need for simplified tax procedures in the expansion of trade while Prof (Dr.) K. Rangarajan, Head, Indian Institute of Foreign Trade, Kolkata dealt with utility of trade in economic development and inter-relationship of trade with poverty eradication.

Earlier Ms Rupa Naik, Senior Director, World Trade Centre Mumbai and Director, World Trade Centre Bhubaneswar explained that

the World Trade Day is a unique platform for trade and industry to understand the emerging issues of global business.

Through World Trade Day we are aiming to reach out to trade and industry of Odisha to make them aware of the importance and relevance of international trade in building a strong economy of the State of Odisha.

"The State of Odisha must take cognizance of these developments and mobilise, encourage the MSME sector to adopt appropriate strategies to become competitive and effective in the global markets," Senior Director, WTC Mumbai Rupa Naik said.

May 22, 2018 - **Darshan** (Page 5)

ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ଖୁଲିତ ଗ୍ରେଡ଼ ଦିବସ ପାଳନ କରାଯାଇଛି

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World Trade Centre observes World Trade Day

Bhubaneswar, May 21: World Trade Center (WTC) Bhubaneswar, celebrated World Trade Day here in the city. Members of the trade body joined together for the Annual meeting to celebrate last year's achievements and to chart a productive path for the next year.

Chief Guest Shri. Prafulla Samal, Hon'ble Cabinet Minister, MSME, Government of Odisha, highlighted the initiatives by the Odisha government in simplifying business and getting national recognition in skills development. He shared that Odisha is greatly poised to be the most important destination for startups.

Shri. L.N. Gupta, IAS,
Additional Chief
Secretary, Department of
MSMEs Government of
Odisha highlighted the
achievements of his

department and shared his positive expectation for the next year. He spoke about the rapid growth in the exports from the state. "We are confident to achieve the target of 1 lakh crore export" he added.

Shri. Sanjeev G. Dewalwar, IRS, Commissioner, Central Excise, Customs & Service Tax, Bhubaneswar spoke about the GST interventions and the need for simplified tax procedures in the expansion of trade.

Prof. (Dr.) K. Rangarajan, Head, Indian Institute of Foreign Trade, Kolkata. He focused on the utility of trade in economic development and peacebuilding.

relationship of trade with poverty eradication.

Earlier Ms. Rupa Naik, Senior Director, World Trade Centre Mumbai and Director, World Trade Centre Bhubaneswar welcomed the guests. "World Trade Day is a unique platform for trade and industry to understand the emerging

issues of global business. Through World Trade Day we are aiming to reach out to trade and industry of Odisha to make them aware of the importance and relevance of international trade in building a strong economy of the State of Odisha. The State of Odisha must take cognizance of these developments and mobilize and encourage the MSME sector to adopt appropriate strategies to become competitive and effective in global

May 22, 2018 - **Suryaprava** (Page 7)

ଓଲଟ ଗ୍ରେଟ ସେଣ୍ଟର ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ଓଲଟ ଗ୍ରେଟ ଦିବସ ପାଳନ

॥ପ୍ରଜାନାମକ॥ ଭୁବନେଶ୍ୱର, ୨୧ । ୪ : ଶୁକଳ ଚତୁର୍ଥ ଦେବେ (ବହୁବିଧି) ଭୁବନେଶ୍ୱର ପକ୍ଷରୁ ଖୁଲିବ ଛେତ ବିଦ୍ୟ ପାଳନ କରାଯାଇଛି । ଏହି ବ୍ୟସ୍ତାବ ସମସ୍ତ ସଦସ୍ୟମାନେ ପୂର୍ବ ବର୍ଷର ସଫଳତା ପାଳନ ଏବଂ ଆଗାମୀ ବର୍ଷର କାର୍ଯ୍ୟାଳୟ ପ୍ରସ୍ତୁତି ପାଇଁ ବାର୍ଷିକ ବୈଠକରେ ସାମିଲ ହୋଇଥିଲେ । ବହୁବିଧି ପକ୍ଷରୁ ମଧ୍ୟ ଉଦ୍ଦେଶ୍ୟକ ଏବଂ ପ୍ରଭାବଶାଳୀ କାର୍ଯ୍ୟ କରିବା ପାଇଁ କିଛି ଚୟନିତ ସ୍ଥାନରେ ଏକାଡେମିକ, ରାଜିବି ଏବଂ ଉଦ୍ୟୋଗୀ ଚଳାଉଥିବା ଗୋଟିଏ ଗୋଷ୍ଠୀର ଗଠନ କରାଯାଇଛି । ଏହି ଗୋଷ୍ଠୀରେ ମଣିଷ ଶକ୍ତି ବ୍ୟାପ୍ତ ହୋଇ, କ୍ୟାବିନେଟ ମନ୍ତ୍ରୀ, ଏମିସିଏଏମଲ, ଡିପ୍ଟିଶାସ୍ତ୍ର ପକ୍ଷରୁ, ମୁଖ୍ୟ ଅତିଥିଭାବେ ଯୋଗ ଦେବ ବ୍ୟବସାୟ ପାଇଁ ଡିପ୍ଟିଶା ସରକାରଙ୍କ ପ୍ରଦକ୍ଷେପ ଏବଂ ଡିପ୍ଟିଶାସ୍ତ୍ର ପକ୍ଷରୁ ବିଜ୍ଞାନ ପାଇଁ ଡାକ୍ତାର ସମ୍ମାନ ସମ୍ପର୍କରେ କହିଥିଲେ । ସେହିପରି ସେଠାରେ ଅନ୍ୟାନ୍ୟ ପ୍ରତିଷ୍ଠିତ ବ୍ୟକ୍ତିଙ୍କ ମଧ୍ୟରେ ଶ୍ରୀ ସମ୍ପାଦକ ବି. ଦେବୁଲହାରି, ଆରାଧନାଏବ, କମିଶନର, ସେକ୍ସଲ୍ ସରକାରଙ୍କ କର୍ମସଂସ୍ଥା ଏବଂ ସରକାରଙ୍କ, ବିଭାଗ ଭୁବନେଶ୍ୱର, ଡି. ଡି. ଉତ୍ତରାବନ, ମୁଖ୍ୟ ପ୍ରଦେଶରେ, ଉତ୍ତରୀନ ଜନଶିକ୍ଷାପ୍ରତି ଅଫିସରେ ଛୋଟ ଛୋଟ, କୋଲକାତା ପ୍ରମୁଖ ଉପସ୍ଥିତ ରହି ନିଜ ନିଜ ବ୍ୟକ୍ତି କହିଥିଲେ । ଉତ୍ତରୀନ ଡିପ୍ଟିଶାସ୍ତ୍ରର ଅଫିସରେ ଡିପ୍ଟିଶାସ୍ତ୍ର, ନିମିଷଶା ନବରାଜନଙ୍କ

WORLD TRADE CENTRE GOA



WORLD TRADE CENTRE®
GOA



Cordially invites you to the

WORLD TRADE DAY



Tuesday, 29th May 2018 | 2:30 pm Onwards

at Nalanda hall, 5th Floor, EDC Building,
Dr. Atmaram Borkar Road, Panaji Goa

World Trade Day is a noteworthy event in the calendar of several members of World Trade Centers Association, namely World Trade Center Atlanta, World Trade Center Denver, World Trade Center Miami. The event celebrates the significance of international trade in economic development and discusses opportunities and challenges for connecting SMEs to global market. The celebration of World Trade Day gained prominence with the official proclamation of national observance by US President Franklin D. Roosevelt in May 1935.

TOPIC of DISCUSSION

The 4th Industrial Revolution and its Impact on World Trade

KEY SPEAKERS

Mr. D. Kumar Pillai

Managing Director, Oriyon Plastics and
Packaging Products P. Ltd.

Mr. Bharat Kamat

Director - Kamat Infratech Pvt. Ltd.

Mr. Ambar Kamat

Director, Eintellize Infotech

Mr. Chester Fernandes

Business Development Executive
- Aksay Clean Energy

No Participation fees | Prior Registration compulsory

Kindly confirm your participation to:

Mr. Cyril Desouza

Assistant Director - Trade Promotion, World Trade Centre Goa

Tel : 0832-2431108 | Email : cyril@wtcgoa.org



WORLD TRADE CENTRE®
GOA



World Trade Day in Goa
'The 4th Industrial Revolution and its Impact on World Trade'
Saturday, May 29, 2018 at 2.30 p.m.
Venue: Nalanda, EDC House, Panaji, Goa

Programme

2.30 pm - 2.45 pm	Registration
2.45 pm - 2.55 pm	Welcome Address Mr Cyril Desouza, Assistant Director-Trade Promotion, World Trade Centre Goa
3.00 pm - 3.30 pm	Keynote Address Mr. D. Kumar Pillai, Managing Director-Oriyon Plastics and Packaging products Pvt. Ltd.
3.30 pm - 4.00 pm	Block Chain and Cyber Security Mr. Ambar Kamat, Director, Eintellize Infotech
4.00 pm - 4.30 pm	Resource Efficiency and Circular Economy - A Green Building Perspective Mr. Bharat Kamat, Director, Kamat Infratech Pvt. Ltd.
4.30 pm - 5.00 pm	Renewable Energy Point of View Mr. Chester Fernandes, Business Development Executive, Akshay Clean Energy
5.00 pm - 5.30 pm	Question & Answer
5.30 pm - 5.35 pm	Vote of Thanks Mr. Cyril Desouza, Assistant Director-Trade Promotion, World Trade Centre Goa

WORLD TRADE CENTRE GOA | 29 May, 2018

MSMEs in Goa Will Tremendously Benefit from Industry 4.0



Seated (L-R): Mr. Cyril Desouza, Assistant Director-Trade Promotion, World Trade Centre Goa; Mr. Ambar Kamat, Director, Eintellize Infotech; Mr. D. Kumar Pillai, Managing Director, Oriyon Plastics and Packaging Products Pvt. Ltd.; Mr. Bharat Kamat, Director, Kamat Infratech Pvt. Ltd. and Mr. Chester Fernandes, Business Development Executive, Akshay Clean Energy.

The World Centre Goa organised World Trade Day on 'Fourth Industrial Revolution and its Impact on World Trade' in Panaji, Goa on May 29, 2018.

Mr. D. Kumar Pillai, Managing Director, Oriyon Plastics and Packaging Products Pvt. Ltd., delivered the keynote address. Mr. Pillai said that the Fourth Industrial Revolution (Industry 4.0) will transform the way one lives, works and relates. It will blur the boundaries between people, internet and the physical world. He said that by 2020 one can expect to see the first robotic pharmacy, first 3D printed car and 90% of the people will have regular access to the internet. Industry 4.0 will be a disruptive force and he foresees that office jobs will plummet whereas automotive jobs will grow. Factory workers will lose jobs but data analysts will gain jobs, communication will be digitalised and artificial intelligence and robots will do most of the work which will lead to more time for leisure activities. Thus, he said that although the technologies will be disruptive it will be good for mankind in the long run.

Mr. Ambar Kamat, Director, Eintellize Infotech, addressed the delegates on 'Blockchain Technology and Cyber Security'. He said that blockchain technology is an incorruptible digital ledger of transactions that can be programmed to record not only financial transactions but virtually everything of value. He further elaborated that blockchain technology would greatly benefit in know your customer process and maintaining land records. He was optimistic that digital revolution would create more jobs to the tune of 1.5 million as investments in cyber security will be enhanced over a period of time.

Mr. Bharat Kamat, Director, Kamat Infratech Pvt Ltd and Chairman of Indian Green Buildings Council, Goa Chapter spoke on 'Resource Efficiency and Circular Economy' a Green Building Perspective. The Green Buildings Movement started in 2001 with one building of 20,000 square feet which has now grown to 4,509 Green Buildings Projects covering 5.27 billion square feet. He highlighted tangible and intangible benefits of green buildings such as reduction of carbon dioxide, energy and water

conservation and overall enhancement of indoor environment quality. Mr. Kamat stated that the Indian Green Buildings Council promotes circular economy by designing waste, using more renewable energy and reducing embodied carbon over a whole building lifecycle.

Mr. Chester Fernandes, Business Development Executive, Akshay Clean Energy briefly explained the business opportunities that renewal energy sector offers. Mr. Fernandes provided the example of global lithium ion battery market which is expected to grow significantly and offers business opportunities in battery storage manufacturing. He pointed out that the Fourth Industrial Revolution will open up new opportunities in electricity generation by harnessing wind power, solar power and biomass. He highlighted some of the government initiatives such as Central Finance Assistance and Make in India that would significantly contribute to enhance the business opportunities especially in solar power. Mr.

Fernandes also presented business opportunities that are available to Goan and local MSMEs in manufacturing solar panels, inverters and smart meters.

Mr. Cyril Desouza, Assistant Director-Trade Promotion, World Trade Centre Goa said that the past Industrial Revolutions initially led to significant loss of jobs but at the same time improved productivity. They provided a better standard of living, improved quality of life, created new jobs and opened up newer opportunities for investment. The Fourth Industrial Revolution will be based on digital technologies, creating more lucrative avenues for investments and global trade.

The event received an overwhelming response from participants representing trade and industry, financial institutions, MSMEs and women enterprises, among others.

PRESS CLIPPINGS



May 30, 2018

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Mr. Cyril Desouza, Assistant Director-Trade Promotion, World Trade Centre Goa addressing the audience.



Mr. Bharat Kamat, Director, Kamat Infratech Pvt. Ltd. interacting with participants

WORLD TRADE CENTRE JAIPUR



WORLD TRADE CENTRE®
JAIPUR



Invitation

On the occasion of International MSME Day
World Trade Centre Jaipur
organizes

WORLD TRADE DAY

on Enhancing Export Opportunities for MSME's

Wednesday, June 27, 2018 | 3:00 pm

at Conference Hall, MSME Development Institute
Bias Godam Industrial Estate, Kartarpur Phatak, Jaipur

Chief Guest

Mr. M. K. Saraswat

Director, MSME Development Institute, Jaipur

Theme Address

Mr. Vikas Gupta

Dy. Director, MSME Jaipur
Schemes for SME's with emphasis
on Zed certification

Special Address

Mr. G. K. Mishra

Assistant Director General
Directorate General of Foreign
Trade, Jaipur

Followed by High-Tea

No Participation Fee | Prior Registration Compulsory

To Participate, Contact:

Mr. Navneet Agarwal

t: +9987777977 | e: navneet@wtcjaipur.org



WORLD TRADE CENTRE®
JAIPUR



2nd United Nations MSME DAY & World Trade Day 2018

Saturday, June 27, 2018 at 10.00 am

Venue: MSME-DI, Campus, Jaipur

Programme

10.00 am- 10.30 am	Registration
10.30 am – 10.50 am	Welcome Address Mr. Navneet Agarwal, Assistant Director-Trade Promotion, World Trade Centre Jaipur
10.50 am – 11.10 am	Address by Mr. Ajay Sharma, Assistant Director, MSME Jaipur
11.10 am – 11.30 am	Address by Mr. Anil Khurana, General Secretary, Jaipur Industrial Estate Association
11.30 am -11.50 am	Address by Mr. Brijesh Kulthia, General Secretary, GEMs & Jewellery Manufacturer Association, Jaipur
11.50 am – 12.10 pm	Address by Mr. Satendra Gupta, General Secretary, Jaipur Embroidery & Textile Association
12.10 pm -12.30 pm	Address by Mr. Gopal Das Gupta, President, Jaipur Industrial Estate Association
12.30 pm – 12.50 pm	Foreign Trade Policy 2015-20 Mr. G. K. Mishra, Assistant Directorate General of Foreign Trade, Udyog Bhawan
12.50 pm – 1.10 pm	Importance of Patent & Trademarks Registration in Export Marketing Mr. Rohit Jain, Patent & Attorney Trade Innovation Services, Jaipur
1.10 pm – 1.20 pm	The ZED Journey and ratings, Scheme applicability, Schemes objectives, Subsidy by Govt. Of India, Benefits Mr. Vikas Gupta, Deputy Director, MSME- Development Institute, Ministry of MSME, Government of India, Jaipur
1.20 pm – 1.30 pm	Address by Mr. G. S. Khandelwal, Assistant Director, MSME Development Institute, Jaipur
1.30 p.m. onwards	Networking Lunch

WORLD TRADE CENTRE JAIPUR | 27 June, 2018

Trade Associations in Jaipur Propose Benefits for MSME Exporters



Mr. Gopal Das Gupta, President, Jaipur Industrial Estate Association addressing the audience. Seated (L-R): Mr. G. K. Mishra, Assistant Directorate General of Foreign Trade, Udyog Bhawan; Mr. Navneet Agarwal, Assistant Director -Trade Promotion, World Trade Centre Jaipur; Mr. Vikas Gupta, Deputy Director, MSME-Development Institute, Ministry of MSME, Government of India, Jaipur and Mr. Satendra Gupta, General Secretary, Jaipur Embroidery & Textile Association.

World Trade Centre Jaipur organised World Trade Day Jaipur in association with MSME Jaipur which coincided with United Nations International MSME Day on June 27, 2018 at the state office of MSME Development Jaipur. On the occasion a live telecast of 'UDYAM SANGAM-2018', organised by Ministry of MSME, New Delhi, featured a speech by Hon'ble President of India, Shri Ram Nath Kovind. The speech commemorated the celebrations of the 2nd United Nations Micro, Small and Medium-sized Enterprise Day which was organised for local industrial associations, District Industries Centres (DICs) and other stakeholders along with a one and half hour session on export-related issues, addressed by eminent speakers.

Mr. Anil Khurana, General Secretary, Jaipur Industrial Estate Association; Mr. Satendra Gupta, General Secretary, Jaipur Embroidery & Textile Association and Mr. G. K. Mishra, Assistant DGFT Udyog Bhawan, Jaipur made important recommendations such as power subsidy, easy export financing and refinancing, GST exemptions and loan restructuring

for the benefit and progress of the MSME sector.

Elaborating on the export promotion measures, Mr. Vikas Gupta, Deputy Director, MSME-Development Institute, Ministry of MSME, Government of India, Jaipur explained the benefit MSME units can draw from Zed Certification and support they can receive by becoming empanelled professionals with the ministry.

Mr. Satendra Gupta further added that the share of Indian MSME products such as readymade garments, leather goods, processed foods and engineering items in the total Indian exports is about 34%. This is commendable both in terms of value and their share within the MSME sector. In cases such as sports goods, it accounts for 100% share in exports. In view of this, high priority is given to promote exports from micro and small sectors in India's export promotion strategy. Accordingly, there are special thrust areas such as simplification of procedures, incentives for higher exports, preferential treatment to MSMEs in the market

development fund, simplification of duty drawback rules, etc. Further, MSME exporters' products are displayed free of cost under MSME-DO Umbrella in international exhibitions.

Mr. Navneet Agarwal, Assistant Director-World Trade Centre Jaipur proposed the Vote of Thanks.

The programme received an overwhelming response and was attended by over 100 participants from various sectors. It was supported by Jaipur Industrial Estate Association, Jaipur Embroidery & Textile Association, Gems & Jewellery Association, Jaipur and FIEO, Jaipur.

GLIMPSES



White Paper: World Trade Day 2018

India's merchandise exports stood at about USD 314 billion in FY14. They plunged to USD 262 billion in FY16 and since then have recovered to about USD 303 billion in FY18. As such, India's oil exports constituted about 20 per cent of the total merchandise exports in FY14, while the same constituted only about 13 per cent in FY18. This can be attributed to the falling oil prices in the period.

However, India could not take advantage of the falling oil prices in terms of cheaper imports between FY14 and FY17 and the same did not manifest into increase in non-oil exports. While the announcement of demonetization and rollout of GST have been temporary disruptions of the past two years, the bigger challenge has been that 'Make in India' has not taken off well and has not been able to generate increased employment and export opportunities. Although India has gained 30 notches in terms of 'Ease of Doing Business' rankings in 2018 and is enjoying high FDI, the country is facing a poor investment climate with rising NPAs with banks.

As in 2016, India ranked 20th in terms of world exports and 14th in terms of world imports. However, the agricultural, industrial and demographic profiles of India suggest that India has a huge potential of increasing its share in international trade. Moreover, in order to succeed with our Free Trade Agreements, we need our agriculture and manufacturing to become more competitive, as also focus on value addition to enhance our exports.

Although a weakening currency entails stimulating exports ahead (since goods become cheaper), refirming of global oil prices will impact our trade balance negatively. Since oil is the most important import good for India, higher price would indicate higher import expenditure, thus widening the trade deficit. Further, rising protectionism will force us to phase out our export subsidies in the coming years.

The challenge of reviving our stagnant exports is daunting. However, despite the slowdown in merchandise exports, our exports in services have

been higher than imports, indicating that India is a net service exporter. We should encash this window of opportunity, apart from deliberating on ways to improve our merchandise exports.

World Trade Day 2018 served as an effective platform to create awareness about the benefits of international trade among micro, small and medium enterprises (MSMEs) in several districts of Maharashtra and Goa, Bhubaneshwar and Jaipur. The programme also served as an effective platform for these enterprises to express their challenges in participating in international trade. Existing and aspiring exporters shared their challenges in accessing finance, complying with tax procedures, claiming duty benefits and competing with foreign companies.

Experts from EXIM Bank, ECGC and other organizations are of the view that Maharashtra has tremendous untapped export potential in agriculture, textile, pharmaceuticals and other sectors. For instance, the district of Kolhapur has tremendous scope to enhance exports of sugar and allied products, cotton and other natural fabrics, articles of iron and steel and machinery. On the other hand, Ahmednagar has export potential in milk and other dairy products, pulses, spices and machinery, besides other commodities. Policymakers need to provide thrust on exports as an engine of growth to enable Maharashtra become a USD 1 trillion economy by 2025, as envisaged by the state government.

World Trade Centre Mumbai conducted a survey on the challenges faced by MSMEs in Maharashtra where the World Trade Day programmes were held. The findings of the survey suggest that micro enterprises that have limited access to formal sources of finance such as banks and financial institutions find the cost of raising finance high, whereas micro and small enterprises (MSEs) that have access to formal sources of raising finance do not find the cost such as interest rate on loans very high. However, most MSEs are unaware of

government schemes such as CGTMSE (Credit Guarantee Fund Trust for Micro and Small Enterprises) which provides collateral / third-party guarantee-free credit facility (both fund as well as non fund-based) to new as well as existing MSEs, including service enterprises.

Further, some medium-scaled organizations have thought of raising finance from the capital market. However, most MSMEs opined that the factors that restrict them from scaling up their businesses include unavailability of skilled labour, technology constraints and high infrastructure costs. MSMEs expressed that the factors crucial for the growth of their organizations include availability of skilled labour, technology upgradation, better infrastructure facilities and most importantly, awareness of government schemes and incentives from the government.

A majority of participating MSMEs did not export to the international markets. However, those that did considered 'difficulty in adhering to international standards', 'time taken at the port before shipping' and 'lack of co-operation from banks' as challenges faced in exporting. Most MSMEs were also not aware of government schemes such as the MEIS (Merchandise Export from India Scheme) and SEIS (Service Export from India Scheme).

Most MSMEs were also not a part of clusters and therefore did not derive benefits from being a part of one such as access to common production / processing centres, design centres, testing facilities, etc. The incentives they sought to enhance their competitiveness include awareness of government schemes, tax incentives, market research, skill development, improved labour laws, technology upgradation, cheap credit and better infrastructure.

In order to realize the unexplored potential of exports and to enhance overall economic growth in the states, we suggest the following policy actions:

1. Access to finance: Although the central and state governments have taken several steps to enhance access to finance for exporters, many entrepreneurs still complain about practical challenges in getting credit on time. Therefore, policymakers may

consider the following suggestions to ensure timely access to entrepreneurs at reasonable interest cost.

a. Strategic partnership with start-up lenders:

Bank financing has been a principal source of credit for exporters and importers so far. It is time micro and small entrepreneurs are trained to look beyond banks for availing capital. Several start-up companies such as FlexiLoans, Capital Float, CoinTribe facilitate collateral-free lending to MSME sector. These companies use machine learning and artificial intelligence to assess the credit risk of borrowers. By using these technologies, start-up companies are able to facilitate collateral-free loans to entrepreneurs without much hassle of paper work and verification of documents. However, many entrepreneurs are not aware of the services of these start-up companies. State governments must form strategic partnership with these companies and create awareness about their services among MSMEs in various districts of the state.

As a first step in this direction, state governments must encourage MSMEs to shift all their business transactions from cash to online. By shifting their business operations online, these enterprises leave digital footprint. Start-up lending companies examine this digital footprint (through machine learning and artificial intelligence) to assess the creditworthiness of these enterprises.

b. Setting up credit guarantee fund by state government:

Government of India has set up a credit guarantee fund (under CGTMSE scheme) so that MSMEs can access collateral free loans from banks. However, this initiative seems inadequate as many entrepreneurs still complain about non-availability of loans through this scheme. In order to supplement this initiative, state governments may explore the possibility of setting up a credit guarantee fund for MSME borrowers in the state.

c. Dedicated fund for exporters: In 2015, Government of Maharashtra set up a SEBI-registered alternative investment fund (AIF), known as Maharashtra State Social Venture Fund, to support start-up enterprises. The state government may consider setting up similar fund to support aspiring and existing exporters. The government may tie-up

with management institutions and incubation centres to identify innovative business ideas (related to exports) and financially support these ideas through this fund. The state government may also hold competitions in rural and semi-urban areas inviting innovative business models. The most promising business models can be financially supported through this fund.

Alternatively, such a fund can be set up in association with Maharashtra State Financial Corporation (MSFC). This corporation provides financial assistance to enterprises, including export oriented units, for modernization and technology upgradation. Government of Maharashtra can enhance financial support to MSFC for targeted lending to exporters.

d. Miscellaneous measures to enhance access to credit: Apart from the above measures, state governments, in association with district industry associations must conduct various outreach programmes to address the practical challenges in accessing credit through following ways:

- **Promoting Professional Book Keeping practices:** Many micro and small enterprises do not maintain their books of accounts in a professional way. Therefore, many a times, bankers turn away their loan requests because of lack professional financial statements. Therefore, state governments must hold awareness programmes in association with local chambers of commerce on the importance of professional book keeping practices. The government can also partner with local training institutes to identify micro entrepreneurs and train them on book keeping and managerial practices.

- **Export Facilitation Cell:** In one of our earlier reports, we have recommended the setting up of export facilitation cell in every district. Such a cell must hold periodic town hall with local enterprises and receive their feedback (or grievances) in accessing credit. This feedback must be submitted (for appropriate action) to the Lead District Manager (LDM), who runs the Lead Bank Scheme of Reserve Bank of India. This scheme was introduced by RBI, in 1969, to enhance the flow of bank credit to MSMEs and other priority sectors, especially in rural areas.

2. Awareness on government schemes:

Government of India and state-run financial institutions have introduced several steps to enhance flow of bank credit to exporters. Micro and small enterprises are not aware of many of these initiatives. For instance, SIDBI has launched Udyamimitra Portal to provide 'End to End' solutions for delivery of credit and also for a host of credit-plus services to MSMEs. Some of the services provided under this portal are hand holding support, application tracking, multiple interface with stakeholders (i.e. banks, service providers, applicants) and so on. SIDBI has also launched a MITRA Mobile App for making loan applications by MSMEs. State governments must collaborate with local industry bodies to organize awareness programmes on these schemes of various government bodies and institutions.

3. Cluster Development: It is commendable that the Government of Maharashtra has initiated the Maharashtra State Industrial-Cluster Development Programme (MSI-CDP). State governments should encourage cluster development in order to promote innovation, and increase productivity and energy efficiency of MSMEs. Organizations such as Foundation for MSME Clusters (FMC) specialize in promoting MSMEs through cluster and value chain-led development. Targeted Cluster Development Programmes with the help of such organizations can help MSMEs reap the benefits of Common Production / Processing, Design, Training, R&D, Marketing Display / Selling and Logistics Centres, and Common Raw Material Bank / Sales Depots, Testing Facilities, Effluent Treatment Plants, etc., thereby increasing their competitiveness.

4. Potential Markets: Electrical Equipments, Fabricated Metal Products, Machinery and Equipments, and Textiles, Wearing Apparel, Leather and Related Products constitute some of the major industries of the regions where the World Trade Day programmes were held. The tables below highlight the shares of economies that majorly trade in these commodities vis-à-vis that of India. Although countries such as China, Germany, Japan and Italy are net exporters of Electrical Equipments, Fabricated Metal Products except machinery and equipments, and Machinery and Equipments n.e.c., they are also

major importers of these products, suggesting that they do value addition. The United States, France and the United Kingdom are net importers of these products. However, their share in trade of these products is higher than that of India.

Thus, countries such as China, Germany, United States, Japan, Italy, France and the United Kingdom together account for around 40-46 per cent of imports of these products. India's share in global exports in these industries is miniscule around 1-2

per cent, except for textiles, wearing apparel, leather and related products where India has a marginally higher share of about 4 per cent. Policymakers and industry bodies must assist Indian MSMEs in these identified sectors to enhance their exports in these markets. Further, India should enter into bilateral and free trade agreements with these economies to enhance our export potential and get integrated into global value chains. Apart from this, we should encash our existing FTAs to increase our export share in world trade.

Export Share of Major Trading Economies vis-à-vis India (% in 2015)								
Industry	China	Germany	United States	Japan	Italy	France	United Kingdom	India
Electrical Equipments	26.0	9.9	8.2	4.9	3.0	2.5	1.8	0.7
Fabricated metal products, except machinery and equipments	22.4	11.5	8.7	3.2	5.1	2.6	1.9	1.9
Machinery and equipments n.e.c.	12.9	14.8	12.1	8.5	6.5	3.1	3.1	0.9
Textiles, wearing apparel, leather and related products	37.0	4.0	2.5	0.7	5.6	2.6	1.7	4.1

Source: Calculated using data available on OECD

Import Share of Major Trading Economies vis-à-vis India (% in 2015)								
Industry	China	Germany	United States	Japan	Italy	France	United Kingdom	India
Electrical Equipments	9.0	7.6	15.7	3.2	2.2	3.5	3.3	1.4
Fabricated metal products, except machinery and equipments	3.8	8.7	14.0	3.2	2.1	4.3	3.8	1.5
Machinery and equipments n.e.c.	8.1	6.7	14.1	2.7	2.3	3.6	3.2	1.8
Textiles, wearing apparel, leather and related products	3.5	6.9	17.1	4.6	3.6	4.4	5.5	0.8

Source: Calculated using data available on OECD

The following tables reveal the Top Ten Exporters, their Major Markets and their Market Size in the industries mentioned above, along with the same for India, indicating the market potential for India in these regions:

**Top Ten Exporters of Electrical Equipments
and their Major Markets (USD Million, in 2015)**

Major Markets

Exporter	Total	United States	Hong Kong	Japan	Germany	United Kingdom
China	206,996	42,653	31,922	12,114	8,996	6,307
	Total	China	United States	France	Austria	Italy
Germany	78,445	8,072	6,510	5,054	3,880	3,799
	Total	Mexico	Canada	China	Japan	Germany
United States	65,431	19,463	13,797	3,325	2,151	2,045
	Total	China	United States	Japan	Germany	Singapore
Hong Kong	41,089	22,943	4,590	2,152	1,262	756
	Total	China	United States	Hong Kong	Korea	Chinese Taipei
Japan	39,295	9,089	6,927	4,550	2,621	1,835
	Total	United States	Canada	Nicaragua	Colombia	Germany
Mexico	33,563	30,557	594	292	179	174
	Total	China	United States	Viet Nam	Saudi Arabia	Japan
Korea	33,507	13,402	4,043	2,833	1,482	1,292
	Total	Germany	France	United Kingdom	United States	Spain
Italy	23,759	3,465	2,612	1,414	1,193	1,090
	Total	Germany	Spain	Italy	United Kingdom	United States
France	19,905	3,164	1,556	1,448	1,299	1,204
	Total	Germany	France	United Kingdom	Italy	Netherlands
Poland	14,677	3,795	1,407	1,059	822	623

	Total	United States	United Arab Emirates	Germany	United Kingdom	France
India	5,614	789	476	309	255	217

Source: Data extracted from OECD

Top Ten Exporters of Fabricated Metal Products, except Machinery and Equipments and their Major Markets (USD Million, in 2015)

Major Markets

Exporter	Total	United States	Japan	Germany	Hong Kong	United Kingdom
China	85,218	16,964	4,733	3,608	3,526	2,829
	Total	France	United States	Austria	Poland	United Kingdom
Germany	43,657	3,537	3,174	3,079	2,776	2,665
	Total	Canada	Mexico	Chinese Taipei	China	Japan
United States	32,984	8,424	8,255	1,658	1,055	1,049
	Total	Germany	France	United States	Spain	United Kingdom
Italy	19,458	3,702	2,499	1,319	934	931
	Total	United States	China	Japan	Viet Nam	Australia
Korea	13,910	2,268	2,078	1,430	913	660
	Total	United States	China	Japan	Germany	United Kingdom
Chinese Taipei	12,392	4,016	1,193	820	710	433
	Total	China	United States	Thailand	Korea	Indonesia
Japan	12,187	2,445	2,254	1,140	636	571
	Total	Germany	Spain	United Kingdom	United States	Belgium
France	9,984	1,570	820	764	645	615
	Total	Germany	Czech Republic	United Kingdom	France	Russia
Poland	8,573	2,561	426	426	425	405
	Total	Germany	Slovak Republic	Poland	Austria	Belgium
Czech Republic	8,407	3,150	794	484	388	299

	Total	United States	United Arab Emirates	Germany	United Kingdom	Saudi Arabia
India	7,193	1,503	620	474	469	343

Source: Data extracted from OECD

**Top Ten Exporters of Machinery and Equipments n.e.c.
and their Major Markets (USD Million, in 2015)**

Major Markets

Exporter	Total	United States	China	France	United Kingdom	Austria
Germany	186,860	19,642	17,477	12,912	9,867	8,489
	Total	United States	Japan	Hong Kong	India	Germany
China	163,122	29,013	11,026	7,653	6,392	5,813
	Total	Canada	Mexico	China	Korea	Japan
United States	153,457	33,385	23,205	10,171	6,142	5,464
	Total	United States	China	Korea	Chinese Taipei	Thailand
Japan	107,346	24,400	19,421	7,813	6,803	5,792
	Total	Germany	United States	France	China	United Kingdom
Italy	81,978	8,432	7,681	6,195	3,691	3,477
	Total	China	United States	Viet Nam	Japan	Mexico
Korea	45,953	11,673	7,549	3,157	2,583	1,738
	Total	Germany	United States	United Kingdom	France	Belgium
Netherlands	40,252	6,117	4,074	2,849	2,626	2,449
	Total	United States	Germany	France	China	Netherlands
United Kingdom	39,042	6,892	3,184	2,272	1,614	1,500
	Total	Germany	United States	Spain	United Kingdom	Italy
France	38,942	6,216	3,323	2,588	2,576	2,309
	Total	Indonesia	China	Malaysia	United States	Chinese Taipei
Singapore	31,005	4,277	3,882	3,191	2,818	1,636

	Total	United States	United Arab Emirates	Germany	United Kingdom	Saudi Arabia
India	11,783	2,166	620	582	546	423

Source: Data extracted from OECD

Top Ten Exporters of Textiles, Wearing Apparel, Leather and Related Products and their Major Markets (USD Million, in 2015)

Major Markets

Exporter	Total	United States	Japan	Hong Kong	United Kingdom	Viet Nam
China	348,371	69,295	26,233	17,942	16,592	15,497
Italy	52,737	5,669	4,937	4,444	3,918	3,221
Viet Nam	42,312	16,867	4,058	3,186	2,969	1,626
India	38,695	8,397	4,819	3,208	2,375	2,081
Hong Kong	38,171	9,485	9,166	2,024	1,555	1,523
Germany	37,653	4,016	3,491	3,102	2,939	2,789
Bangladesh	29,278	6,027	4,581	3,319	1,833	1,726
Turkey	24,863	3,749	2,651	1,938	1,394	1,099
France	24,430	2,747	2,334	2,086	1,916	1,841
United States	23,247	5,959	5,906	1,490	970	686

Source: Data extracted from OECD

Government of India's latest move to prepare a comprehensive export strategy is a timely and much sought-after initiative. We hope this strategy will envisage a co-ordinated effort among policymakers, export promotion bodies and industries to enhance India's overall exports. With right policy thrust and focus on addressing infrastructure constraints, we are confident that Indian companies will be able to raise their competitiveness on par with the major exporters.

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WTC Mumbai suggests policy measures to boost MSME exports in focus sectors



WTC Mumbai suggests policy measures to boost MSME exports in focus sectors

Morarka, Chairman, MVRDC WTC Mumbai

There are more than 6.33 crore micro, small and medium enterprises (MSMEs) in India, of which Maharashtra has 47.78 lakh enterprises or 8% of the total.

Mumbai, July 28 (KNN) The second edition of World Trade Day received overwhelming response from more than 500 delegates representing micro, small and medium enterprises (MSMEs), women entrepreneurs, industry clusters, start-up enterprises and other business organizations across Maharashtra.

"World Trade day is a unique initiative of World Trade Centers and Trade Promotion Organisations across the world to create awareness on the significance of international trade for economic development. This initiative in Maharashtra will provide an effective platform for existing and aspiring exporters - MSMEs, women entrepreneurs and industry clusters to explore new foreign markets, understand emerging challenges in international trade and enhance competitiveness", said Kamal M.

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HOME: NATIONAL BUSINESS WTC MUMBAI SUGGESTS POLICY MEASURES TO BOOST MSME EXPORTS IN FOCUS SECTORS

WTC Mumbai suggests policy measures to boost MSME exports in focus sectors

Posted By: admin on July 27, 2018 in National Business No Comments 2 Page 1 Email

The second edition of World Trade Day received overwhelming response from more than 500 delegates representing micro, small and medium enterprises, women entrepreneurs, industry clusters, start-up enterprises and other business organizations across Maharashtra. World Trade Day was held from June 17th to 23rd 2018 across Kolhapur, Ichalkaranji, Nagpur, Aurangabad, Ahmednagar and Nashik.

"World Trade day is a unique initiative of World Trade Centers and Trade Promotion Organisations across the world to create awareness on the significance of international trade for economic development. This initiative in Maharashtra will provide an effective platform for existing and aspiring exporters - MSMEs, women entrepreneurs and industry clusters to explore new foreign markets, understand emerging challenges in international trade and enhance competitiveness", said Mr. Kamal M. Morarka, Chairman, MVRDC WTC Mumbai.

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28 WTC Mumbai suggests policy measures to boost MSME exports in focus sectors



WTC Mumbai Supports Swachh Bharat Abhiyaan WE PLEDGE AN ACT OF GREEN & CLEAN INDIA

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There are more than 6.33 crore micro, small and medium enterprises (MSMEs) in India, of which Maharashtra has 47.78 lakh enterprises or 8% of the total. MSMEs play an important role in enhancing India's exports as they contribute almost 50% to the country's total outbound shipments.

We have identified the top ten exporting countries, their major markets and their market size in key industries where Maharashtra has export potential. These industries include electrical equipments, key fabricated metal products, machineries and equipments and textiles, wearing apparel, leather and related products. Countries such as China, Germany, United States, Japan, Italy, France and the UK together account for around 40-46% of Imports of these products. India's export share in these industries is minuscule around 1-2%, except for textiles and leather products where India has a marginally higher share of about 4%. Policymakers and industry bodies must assist Indian MSMEs in these identified sectors to enhance their exports in these markets.

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WTC Mumbai suggests policy measures to boost MSME exports in focus sectors

By Sachin Murdeshwar

Mumbai: The second edition of World Trade Day received overwhelming response from more than 500 delegates representing micro, small and medium enterprises, women entrepreneurs, industry clusters, start-up enterprises and other business organizations across Maharashtra. World Trade Day was held from June 17th to 23rd 2018 across Kolhapur, Ichalkaranji, Nagpur, Aurangabad, Ahmednagar and Nashik.

"World Trade day is a unique initiative of World Trade Centers and Trade Promotion Organisations across the world to create awareness on the significance of international trade for economic development. This initiative in Maharashtra will provide an effective platform for existing and aspiring exporters - MSMEs, women entrepreneurs and industry clusters to explore new foreign markets, understand emerging challenges in international trade and enhance competitiveness", said Mr. Kamal M. Morarka, Chairman, MVRDC WTC Mumbai.

There are more than 6.33 crore micro, small and medium enterprises (MSMEs) in India, of which Maharashtra has 47.78 lakh enterprises or 8% of the total. MSMEs play an important role in enhancing India's exports as they contribute almost 50% to the country's total outbound shipments.

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नव राष्ट्र

एमएसएमई निर्यात वाढीसाठी

डब्ल्यूटीसी मुंबईचे
धोरणात्मक उपाय

मुंबई. कोल्हापूर, इचलकरंजी, नागपूर, औरंगाबाद, अहमदनगर आणि नाशिकमध्ये आयोजित वर्ल्ड ट्रेड डेच्या दुसऱ्या आवृत्तीच्या माध्यमातून महाराष्ट्रातील मायक्रो, स्मॉल व मध्यम उद्योग (एमएसएमई) उद्योगांचे प्रतिनिधी, महिला उद्योजक, उद्योग समूह, स्टार्टअप एंटरप्रायझेस आणि इतर व्यावसायिक संघटनांनी महाराष्ट्रात प्रचंड प्रतिसाद दिला. वर्ल्ड ट्रेड डे हा जागतिक व्यापार केंद्रे आणि जगभरातील ट्रेड प्रमोशन ऑर्गनायझेशनचा एक अनेखा उपक्रम आहे जो आर्थिक विकासासाठी आंतरराष्ट्रीय व्यापाराच्या महत्त्वपूर्णतेबद्दल जागरूकता निर्माण करतो. भारतात ६.३३ कोटी मायक्रो, स्मॉल व मध्यम उद्योग (एमएसएमई) आहेत, त्यापैकी महाराष्ट्रात ४७.७८ लाख उद्योग आहेत किंवा एकूण ८ टक्के आहेत. भारतातील निर्यातीत वाढ करण्यामध्ये एमएसएमई एक महत्वाची भूमिका बजावतात कारण ते देशातील एकूण आउटबाउंड शिपमेंट्समध्ये सुमारे ५०% योगदान देतात. मुख्य बाजारपेठांमध्ये आणि त्यांचे बाजारपेठेचे प्रमुख उद्योग आहेत जेथे महाराष्ट्र निर्यात क्षमता आहे.

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शब्दांना सत्याची धार
प्रहारनिर्यात वाढवण्यासाठी डब्ल्यूटीसी
मुंबईचे धोरणात्मक उपाय

॥ मुंबई (वार्ताहर) ॥

कोल्हापूर, नागपूर, औरंगाबाद, अहमदनगर आणि नाशिकमध्ये आयोजित वर्ल्ड ट्रेड डेच्या दुसऱ्या आवृत्तीच्या माध्यमातून महाराष्ट्रातील मायक्रो, स्मॉल व मध्यम उद्योग (एमएसएमई) उद्योगांचे प्रतिनिधी, महिला उद्योजक, उद्योग समूह, स्टार्टअप एंटरप्रायझेस आणि इतर व्यावसायिक संघटनांनी महाराष्ट्रात प्रचंड प्रतिसाद दिला.



वर्ल्ड ट्रेड डे हा जागतिक व्यापार केंद्रे आणि जगभरातील ट्रेड प्रमोशन ऑर्गनायझेशनचा एक अनेखा उपक्रम आहे जो आर्थिक विकासासाठी आंतरराष्ट्रीय व्यापाराच्या महत्त्वपूर्णतेबद्दल जागरूकता निर्माण करतो. भारतात ६.३३ कोटी मायक्रो, स्मॉल व मध्यम उद्योग (एमएसएमई) आहेत, त्यापैकी महाराष्ट्रात ४७.७८ लाख उद्योग आहेत किंवा एकूण ८ टक्के आहेत. भारतातील निर्यातीत वाढ करण्यामध्ये एमएसएमई एक महत्वाची भूमिका बजावतात कारण ते देशातील एकूण आउटबाउंड शिपमेंट्समध्ये सुमारे ५०% योगदान देतात. मुख्य बाजारपेठांमध्ये आणि त्यांचे बाजारपेठेचे प्रमुख उद्योग आहेत जेथे महाराष्ट्र निर्यात क्षमता आहे.

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सकाळ

निर्यात वाढवण्यासाठी
'डब्ल्यूटीसी'चे प्रयत्न

सकाळ न्यूज नेटवर्क

मुंबई, ता. ३० : आर्थिक विकासासाठी आंतरराष्ट्रीय व्यापाराबद्दल उद्योजकांमध्ये जागरूकता निर्माण करण्यासाठी मुंबईतील वर्ल्ड ट्रेड सेंटरकडून विविध उपक्रम राबविले जाणार आहेत. राज्यभरात 'वर्ल्ड ट्रेड डे'चे आयोजन करण्यात आले असून कोल्हापूर, इचलकरंजी, नागपूर, औरंगाबाद, अहमदनगर आणि नाशिकमध्ये १७ जून ते २३ मे २०१९ पर्यंत कार्यक्रम होणार आहेत. यात एमएसएमई उद्योगांचे प्रतिनिधी, उद्योग समूह, स्टार्टअप एंटरप्रायझेस आणि इतर संघटना सहभागी होणार आहेत. निर्यातवृद्धीसाठी या कार्यक्रमांमध्ये

विचारविनिमय केला जाणार आहे. 'वर्ल्ड ट्रेड डे' हा जागतिक व्यापार केंद्रे आणि जगभरातील ट्रेड प्रमोशन ऑर्गनायझेशनचा एक अनेखा उपक्रम आहे. महिला उद्योजक आणि उद्योग समूह, नवीन बाजारपेठांचा शोध लावण्यासाठी, आंतरराष्ट्रीय व्यापारातील उदयोन्मुख आव्हानांना समजून घेण्यास आणि स्पर्धात्मकता वाढविण्यासाठी महाराष्ट्रात हा पुढाकार व प्रभावी व्यासपीट पुरवेल, असे एमव्हीआयआरडीसी डब्ल्यूटीसी मुंबईचे अध्यक्ष कमल एम. मोरारका यांनी सांगितले. भारतात ६.३३ कोटी मायक्रो, स्मॉल व मध्यम उद्योग (एमएसएमई) आहेत, त्यापैकी महाराष्ट्रात ४७.७८ लाख उद्योग आहेत किंवा एकूण ८ टक्के आहेत.

Afternoon
DESPATCH & COURIER

MVIRDC WTC Mumbai suggests policy measures to boost MSME exports in focus sectors

The second edition of World Trade Day received overwhelming response from more than 500 delegates representing micro, small and medium enterprises, women entrepreneurs, industry clusters, start-up enterprises and other business organizations across Maharashtra. World Trade Day was held from June 17th to 23rd 2018 across Kolhapur, Ichalkaranji, Nagpur, Aurangabad, Ahmednagar and Nashik.

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There are more than 6.33 crore micro, small and medium enter-



<<Eminent Panelists at World Trade Day 2018 programmes in Maharashtra.

prises (MSMEs) in India, of which Maharashtra has 47.78 lakh enterprises or 8% of the total. MSMEs play an important role in enhancing India's exports as they contribute almost 50% to the country's total outbound shipments. Based on extensive interaction and primary survey with MSMEs during the World Trade Day programme, MVIRDC World Trade Centre Mumbai has come out with a White Paper to propose policy makers a slew of recommendations to enhance MSMEs' competitiveness in the global market.

Following are the summary rec-

ommendations of the Paper:

MVIRDC World Trade Centre Mumbai has identified the top ten exporting countries, their major markets and their market size in key industries where Maharashtra has export potential. These industries include electrical equipments, key fabricated metal products, machineries and equipments and textiles, wearing apparel, leather and related products. Countries such as China, Germany, United States, Japan, Italy, France and the UK together account for around 40-46% of imports of these products. India's share in global exports in

these industries is minuscule around 1-2%, except for textiles and leather products where India has a marginally higher share of about 4%. Policymakers and industry bodies must assist Indian MSMEs in these identified sectors to enhance their exports in these markets.

In order to promote flow of credit to MSMEs, the state government must form strategic partnership with fintech start-up enterprises and create awareness about their services among MSMEs in various districts of the state. Start-up companies use machine learning and

artificial intelligence to assess the credit risk of borrowers. By using these technologies, these companies are able to facilitate collateral-free loans to entrepreneurs without much hassle of paper work and verification of documents.

Government of India has set up a credit guarantee fund (under CGTMSE scheme) so that MSMEs can access collateral-free loans from banks. However, this initiative seems inadequate as many entrepreneurs still complain about non-availability of loans through this scheme. In order to supplement this initiative, the state government

may explore the possibility of setting up a credit guarantee fund for MSME borrowers in the state.

Further, in 2015, Government of Maharashtra set up a SEBI-registered alternative investment fund (AIF), known as Maharashtra State Start-up Venture Fund, to support start-up enterprises. The state government may consider setting up a similar fund to support aspiring and existing exporters. The government may tie-up with management institutions and incubation centres to identify innovative business ideas (related to exports) and financially support these ideas through this fund.

In order to create awareness on the schemes of various government bodies and institutions, the state government must collaborate with local industry bodies to organize awareness programmes.

Organizations such as Foundation for MSME Clusters (FMC) specialize in promoting MSMEs through cluster and value chain-led development. The state government should undertake targeted Cluster Development Programmes with the help of such organizations.

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MAHATRI

WORLD TRADE DAY MAHARASHTRA in Ahmednagar

on

Enhancing Export Opportunities for MSMEs

Sunday, June 17, 2018 at 3:00 pm

Venue: Ahmednagar Auto and Engineering Association(AAEA), Yashokar, G-47/5, M.I.D.C Ahmednagar M.S. 414111, Maharashtra

Meet The Speakers

Mr. Ravindra Awati Associate President Reliance Industries Ltd.	Mr. Sanil Uttarwar Associate Vice President Manufacturing Sun Pharmaceuticals	Ms. Sunita Sindwani Chief General Manager EXIM Bank
Mr. S. S. Gavali General Manager District Industries Centre Ahmednagar	Mr. Mukesh Samtani Assistant Director EEPC Mumbai	Mr. Shivaji M. Narvekar General Manager ECGC Ltd.

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MAHATRI

WORLD TRADE DAY MAHARASHTRA in Nashik

on

Enhancing Export Opportunities for MSMEs

Monday, June 18, 2018 at 3:00 pm

Venue: Seminar Hall, NIMA House, P-14, M.I.D.C. Satpur, Nashik, Maharashtra

To Participate, Contact:

MVIRDC World Trade Centre Mumbai
t: 022 6638 7272 / 7379
e: bhupendra@wtcmumbai.org

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MAHATRI

WORLD TRADE DAY MAHARASHTRA in Kolhapur

on

Enhancing Export Opportunities for MSMEs

Tuesday, June 19, 2018 at 5:30 pm

Venue: Residency Club, Near Head Post Office, Tarabai Park Warana Colony, Kolhapur - 416003, Maharashtra

To Participate, Contact:

MVIRDC World Trade Centre Mumbai
t: 022 6638 7272 / 7393
e: amisha@wtcmumbai.org

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WORLD TRADE DAY MAHARASHTRA Ichalkaranji

on

Enhancing Export Opportunities for MSMEs

Wednesday, June 20, 2018 at 5:30 pm

Venue: Rotary Club Hall, Near Mahesh Seva Samiti Date Mala Ichalkaranji, Maharashtra

Meet The Speakers

Mr. S.D. Shelke General Manager District Industries Centre Ichalkaranji	Mr. Abhaysinh Jaysinh Phalake Deputy Commissioner Mumbai Customs	Mr. Mukesh Samtani Assistant Director Engineering Export Promotion Council
Mr. N. D. Mhatre Director General (Technical) Indian Textile Accessories & Machinery Manufacturer's Association		Mr. Bhagwan Chandnani Regional Head SIDBI

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WORLD TRADE DAY MAHARASHTRA in Aurangabad

on

Enhancing Export Opportunities for MSMEs

Wednesday, June 20, 2018 at 2:00 pm

Venue: MASSIA Conference hall, P-15, M.I.D.C. Area Waluj Aurangabad-431136

Meet The Speakers

Mr. Prashant Deshpande Chairman E-Mobility	Mr. Rajat Srivastava Director & Regional Head EEPC Mumbai (India)	Mr. Vinod M. Parathkar Director ASEAN Business Advisory (IARA)
Mr. D. S. Goralwar General Manager District of Industries, Aurangabad	Ms. Sunita Sindwani Chief General Manager EXIM Bank	Mr. Suresh Todkar Director Deogiri Electronics Cluster Pvt. Ltd.

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WORLD TRADE DAY MAHARASHTRA in Nagpur

on

Enhancing Export Opportunities for MSMEs

Saturday, June 23, 2018 at 2:00 pm

Venue: Vidarbha Industries Association, Udyog Bhavan Civil Lines, Nagpur

To Participate, Contact:

MVIRDC World Trade Centre Mumbai
t: 022 6638 7398
e: vrushali@wtcmumbai.org

No Participation Fee | Prior Registration Compulsory

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