

# ON TRADE®

THE INTERNATIONAL TRADE RESEARCH JOURNAL OF MVIRDC WTC MUMBAI

For private circulation



## COVER STORY

High import duty on capital goods may hinder India's potential as a global manufacturing hub



Wishing you a Happy and Prosperous Diwali





## **Bharat Ratna Sir M. Visvesvaraya**

(15 September, 1860 - 14 April, 1962)

# FIFTY YEARS AND COUNTING

M. Visvesvaraya Industrial Research and Development Centre (MVIRDC) is a non-profit company registered and licensed under Section 25 of the Companies Act, 1956 (currently Section 8 of the Companies Act, 2013). On 26 June, 2020 MVIRDC completed 50 years of continuous service to the promotion of trade and industry.

MVIRDC became a member of the World Trade Centers Association, New York, in 1971 and established the World Trade Center Mumbai, which is the first World Trade Center (WTC) in India. MVIRDC, having spearheaded the movement of World Trade Centers in India with the establishment of WTCs at Bhubaneswar, Goa and Jaipur, is assisting MSMEs in these regions through various Trade Research, Trade Promotion, Trade Infrastructure including Commercial Offices, Business Center, Trade Facilitation Services and Trade Education Programmes.

I am delighted to present the latest edition of ON TRADE that brings insightful conversations and articles from diplomatic corps, thought leaders and research scholars in the field of trade and industry.

The July-September quarter was significant for our organization as we observed the birth anniversary of our Founder-President Late Mr. S.K. Wankhede and also our visionary leader Bharat Ratna Sir Dr. M Visvesvaraya. This is an occasion to remember their outstanding contribution to trade and industry and reaffirm our commitment to promote their vision in the years ahead.

In keeping with our endeavour to foster alliance with other WTCs, MVIRDC WTC Mumbai has entered into a Memorandum of Understanding (MoU) with WTC Binh Duong New City (Vietnam) and WTC Shenyang (China) this quarter. WTC Mumbai has also entered into similar agreements with nine WTCs across Europe and the Mediterranean at the recently concluded WTCA European Regional Meeting. I am confident that these agreements will facilitate our collaboration with the signatory WTCs in promoting trade, investment, technology exchange and joint ventures among our business members.

As I begin my fresh innings at the WTCA Board, I look forward to bringing more such fruitful collaboration opportunities for the local business community with the members of other WTCs across the globe.

This quarter is also a remarkable period as the WTCA New York has partnered with the World Trade Organisation (WTO) to make global trade more inclusive by increasing the participation of MSMEs, women entrepreneurs and start-up enterprises. As part of this partnership, we encourage all our industry members to benefit from the WTO's educational tool 'The Trade Game' and its trade information repository 'Trade4MSMEs.org' portal. I am confident that these two offerings will be promising guides for MSMEs to enter into the global market.

I am happy to announce that during the quarter, the Center organised more than seven trade programmes, including Open House meeting with Customs, Banker-Borrower meeting and an Interactive Session with a trade delegation from Taiwan. We have also successfully organised two awareness programmes on emerging technologies in green hydrogen and low carbon technologies, in collaboration with Engineering Export Promotion Council and the UAE Consulate General in Mumbai. Through these programmes, we strive to promote interaction of our members with consular corps and government officials, besides generating fruitful B2B interactions among business community.

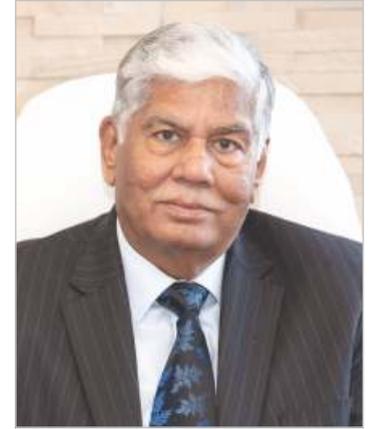
A key objective of our trade promotion activities is to promote India's international trade and contribute to Government of India's vision of USD 2 trillion merchandise and services exports by 2030. Trade services assume special importance in the current context when India's merchandise exports have been falling for the last few months because of global economic slowdown. I assure the local business community that we will bring fruitful networking programs in the coming months to connect them with buyers and other business partners from foreign countries. I hope our knowledge sessions and networking programs will help local MSMEs to foray into new foreign markets and diversify their exports. It is also our endeavour to facilitate foreign direct investment into India by showcasing the investment opportunities in India to the in-bound trade delegations.

This edition brings to you a snapshot of all the trade programmes of WTC Mumbai, Jaipur, Goa and Bhubaneswar held during the last quarter. I thank all our affiliate organisations for their continued support and I look forward to more such high impactful networking and knowledge sessions for the benefit of our members.



**Dr. Vijay Kalantri**

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# CONTENTS

- 03 **From the Chairman's Desk**  
05 **Editorial**  
06 **Cover Story**  
High import duty on capital goods may hinder India's potential as a global manufacturing hub

- 10 **In Conversation**  
**Mr. Cüneyt Yavuzcan**  
Consul General, Consulate General of the Rep. of Türkiye in Mumbai

- Viewpoint**  
13 **Türkiye's Strategic Importance in Shifting Global Value and Supply Chains**  
A Compelling Case for Foreign Investment  
15 Promoting inclusive growth by addressing challenges of PwDs

- WTO Focus**  
20 **India's active role in WTO**  
Key highlights from the 2023 Annual Report  
22 **Empowering MSMEs in global trade**  
A Global Partnership between WTCA and WTO through Trade4MSMEs  
23 **ASEAN Desk**  
India and ASEAN experience strong FDI growth despite global slowdown

- Trade Promotion Activities**  
24 WTC MUMBAI  
40 WTC BHUBANESWAR  
54 WTC GOA  
56 WTC JAIPUR

- 61 **WTC Mumbai - World Trade Institute**  
62 **M. Visvesvaraya Center of Excellence**  
64 **Exhibitions and Events**  
67 **WTC Highlights**

It gives me immense pleasure to present to you the latest edition of ON TRADE that features cutting-edge analysis on recent developments in trade and economy. The contents of this journal are meticulously curated with an eye for detail to help industry spot emerging business opportunities in foreign countries. I thank Mr. Cüneyt Yavuzcan, Consul General of Türkiye in Mumbai for sharing his valuable perspectives on emerging trade and investment opportunities for Indian businesses in Türkiye. I am sure readers will benefit from his ideas on making Türkiye a gateway to North Africa, Middle East and the European markets.



It is also the objective of this journal to present actionable policy measures to promote inclusive growth, improve the ease of doing business and attract private investment. I am thankful to Dr. Jitender Aggarwal, Founder & CEO of Sarthak Educational Trust for sharing actionable policy suggestions for social and economic inclusion of persons with disabilities (PwDs). I am confident that his perspectives will help policymakers in designing inclusive policies to enhance participation of PwDs in trade and economy.

The cover story of this edition emphasizes the need to reduce import duty on capital goods and intermediate goods to make domestic manufacturing globally competitive. At a time when India is wooing global brands such as Dell, Apple, Google, Tesla, Nvidia and others to set up local manufacturing facilities through Production Linked Incentive scheme, we need to reconsider our import duty structure to make the country globally cost competitive. The cover story highlights that India has the highest import duty on capital goods among emerging economies and this may discourage foreign companies from investing in the Indian manufacturing industry. High import duty also encourages unfair trade practices such as claiming preferential duty benefits by routing imports of non-FTA countries from countries with which India has signed FTA.

It was indeed a delightful experience to compile thought-provoking insights from experts on trade and industry in this edition and I am sure you would enjoy reading them as much as we have enjoyed curating them.

In pursuit of the vision and mission of this organisation, WTC Mumbai publishes blogs every week on our LinkedIn page on latest trends in trade, investment and government policies. I hope you would enjoy reading these blogs, which are published to help business community make informed decisions.

I firmly believe that the success of this journal is the result of the continued support extended by the consular corps, our members and affiliate organisations. I sincerely appeal to all the readers to join us in our constant effort to enhance quality and excellence of this publication with their meaningful feedback.

I am excited about the journey ahead and I am confident that we will bring more intriguing perspectives to keep our readers updated about the trends shaping trade and economy.

I take this opportunity to announce that our Chairman Dr. Vijay Kalantri has been re-elected to the board of WTCA New York for the eighth time which demonstrates the trust and confidence of the governing council and the WTC members in his governance capabilities.

As we head towards the peak of the festive season, I wish all the readers and their families a Happy Diwali.

A handwritten signature in blue ink that reads "Rupa Naik".

**Rupa Naik**

Executive Director

# High import duty on capital goods may hinder India's potential as a global manufacturing hub

India's MFN tariffs are on an average 9.5% higher than the global tariffs

By WTC Mumbai Research Desk

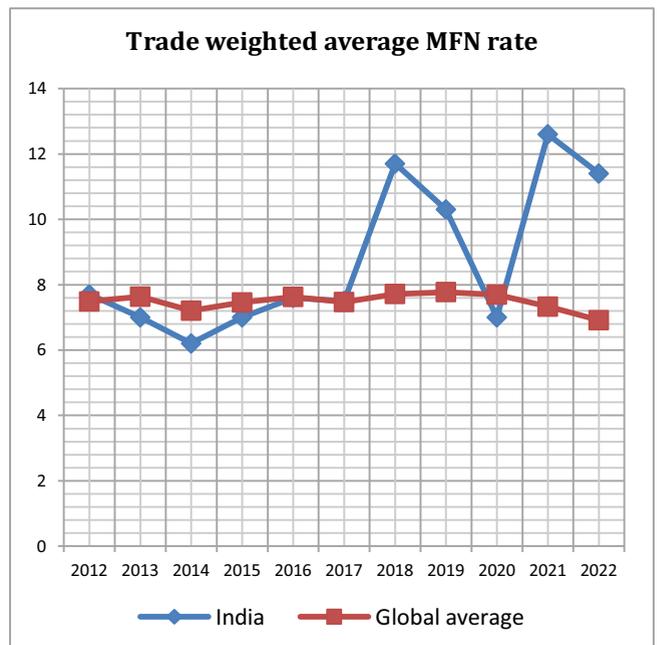
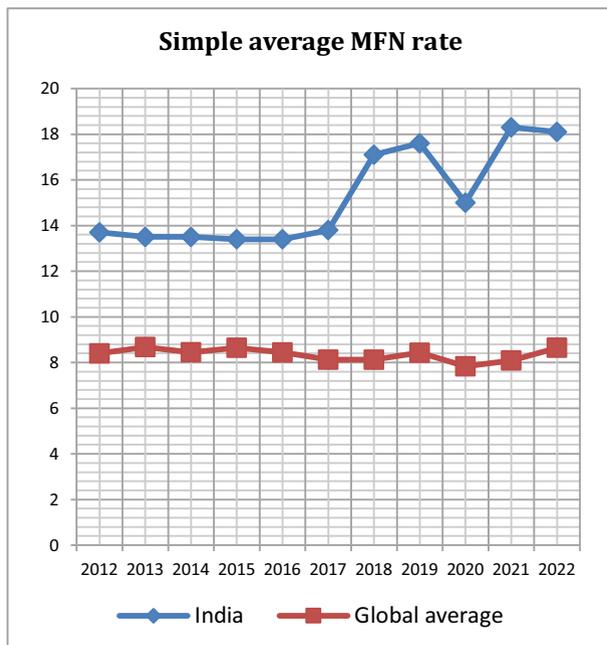
The evolving global geopolitical landscape has positioned India as the next major global manufacturing hub. With its abundant pool of skilled and semi-skilled labor, India possesses the potential to emerge as a leader in both manufacturing and service output on a global scale. Recognizing the importance of promoting domestic manufacturing, the government has introduced various incentives under the "Aatmanirbhar Bharat" mission.

member economies of the World Trade Organization. In 2022, India's simple average MFN rate stood at 18.1%, while its trade-weighted average MFN rate was 11.4%. In comparison, the global averages for the simple average MFN rate and trade-weighted average MFN rate in 2022 were 8.6% and 6.9% respectively.

## Rise in Import Duty

However, the government's emphasis on domestic manufacturing has resulted in a significant increase in

**India now has the highest import duty among all the major and developing member economies of the World Trade Organization.**



Source- WTO Tariff Profile, compiled by MVIRDC WTC Mumbai

import duty within the country. According to the recent WTO tariff profile report of 2023, India now has the highest import duty among all the major and developing

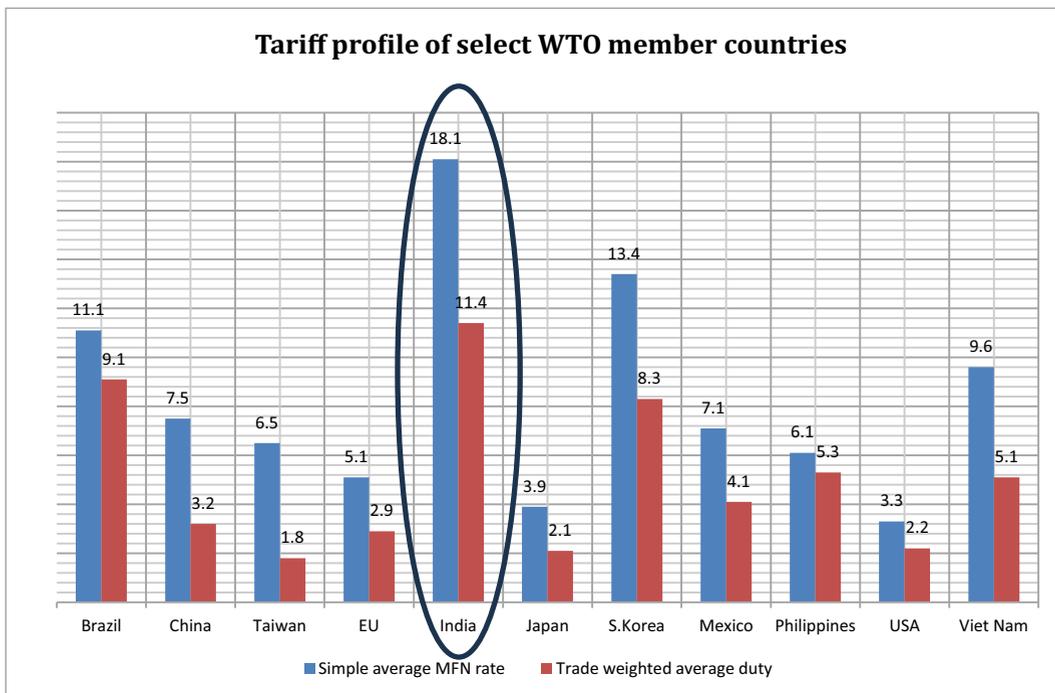
The data indicates that India has adopted a more protectionist approach to tariffs in recent times. Over the past 11 years, India's simple average Most Favored

Nation (MFN) rate has increased by 32%, rising from 13.7% in 2012 to 18.1% in 2022. In contrast, the global average MFN rate only experienced a 3% increase, going from 8.4% to 8.6%. Consequently, the gap between the global average MFN rate and India's MFN rate has nearly doubled during this period, expanding from 5.3% to 9.5%.

Furthermore, it is worth noting that India has not only raised tariffs on unnecessary imports but also on products that its domestic industries rely on for imports. India's trade-weighted average duty has risen by 48% from 7.7% in 2012 to 11.4%, while the global average has decreased by 8% from 7.5% to 6.9%.

than India at 9.6% while its trade weighted average duty is less than half of India at 5.1%. Similarly, Brazil and Mexico, which are leading manufacturing hubs in the American continent, have a lower tariff profile compared to India.

Unreasonably high tariff rate may deter foreign investor from investing in India. It may create unnecessary barriers for manufacturers to sources their inputs, raw materials and essential equipments at competitive cost. In the era of Global Value Chains, manufacturers will prefer to move to countries where it may be possible to import intermediate goods at a much competitive rate. Import duty on capital goods



Source- WTO Tariff Profile, compiled by MVIRDC WTC Mumbai

### Cross Country comparison

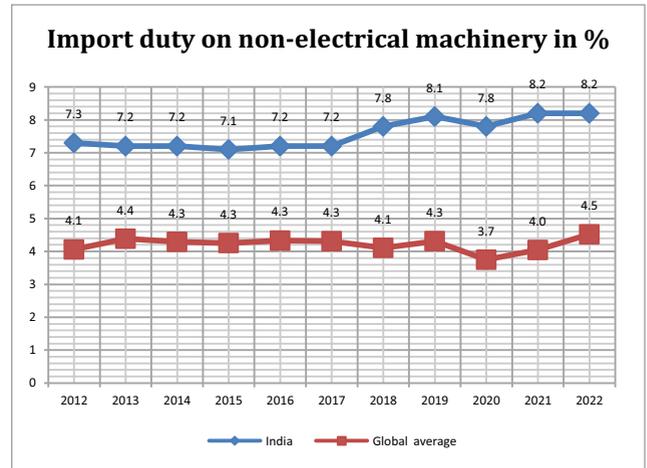
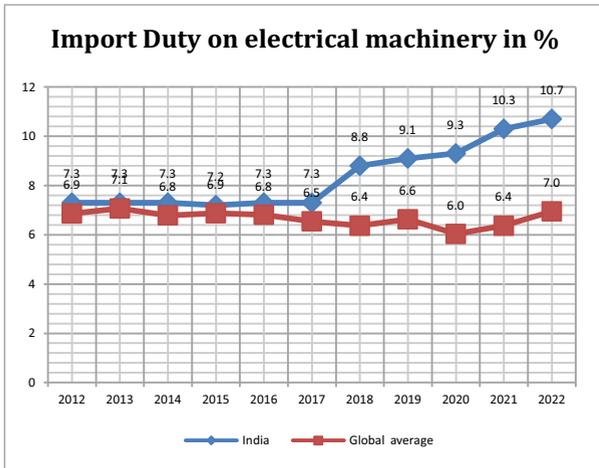
Protecting domestic industries and promoting indigenous manufacturing is often cited as justification for raising import duty. However, imports can be a source of quality and price competitive intermediate goods and capital goods which may not be available domestically. Other comparable emerging economies around the world deploy a much more industry favorable import duty regime. Vietnam, which is emerging as a leading exporter of manufactured goods impose 47% less tariff

Convenient and affordable access to capital goods, such as machinery and equipment, plays a pivotal role in any manufacturing ecosystem. However, the production and manufacturing of capital goods are highly technology-intensive and often entail extensive research and development efforts spanning several years. Importing such equipment helps bridge the technological gap, facilitating the acquisition of advanced and specialized machinery necessary for efficient production processes.

### Import duty on capital goods

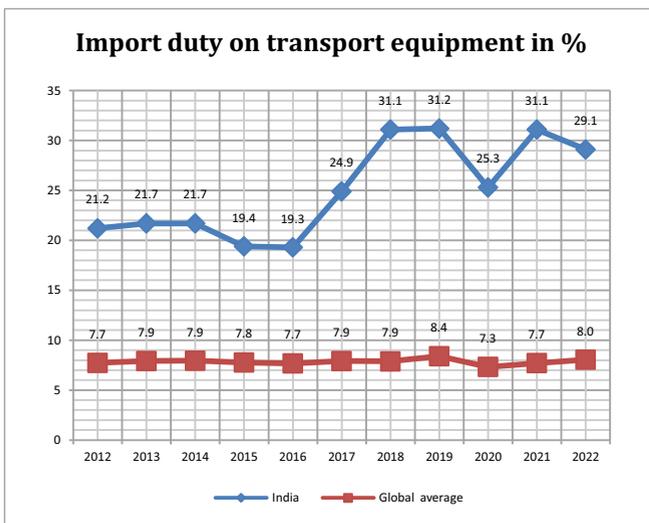
In India, the duty imposed on the import of capital goods is higher compared to the global average. As of 2022, India imposes a duty of 10.7% on imports of electrical machinery, 8.2% on non-electrical machinery, and 29.1% on transport equipment. In contrast, the global average duties on these products were 6.9%, 4.5%, and 8%, respectively.

When compared to other emerging economies, India has the highest import duty on capital goods imports. This high tariff rate is likely to discourage foreign companies from investing in the Indian manufacturing industry. In contrast, Vietnam, one of India's closest competitors in the ongoing supply chain reshuffling, has a much more favorable tariff profile for importing capital goods. Similarly, Mexico, which has emerged as a



Source- WTO Tariff Profile, compiled by MVIRDC WTC Mumbai

**In contrast, Vietnam, one of India's closest competitors in the ongoing supply chain reshuffling, has a much more favorable tariff profile for importing capital goods.**



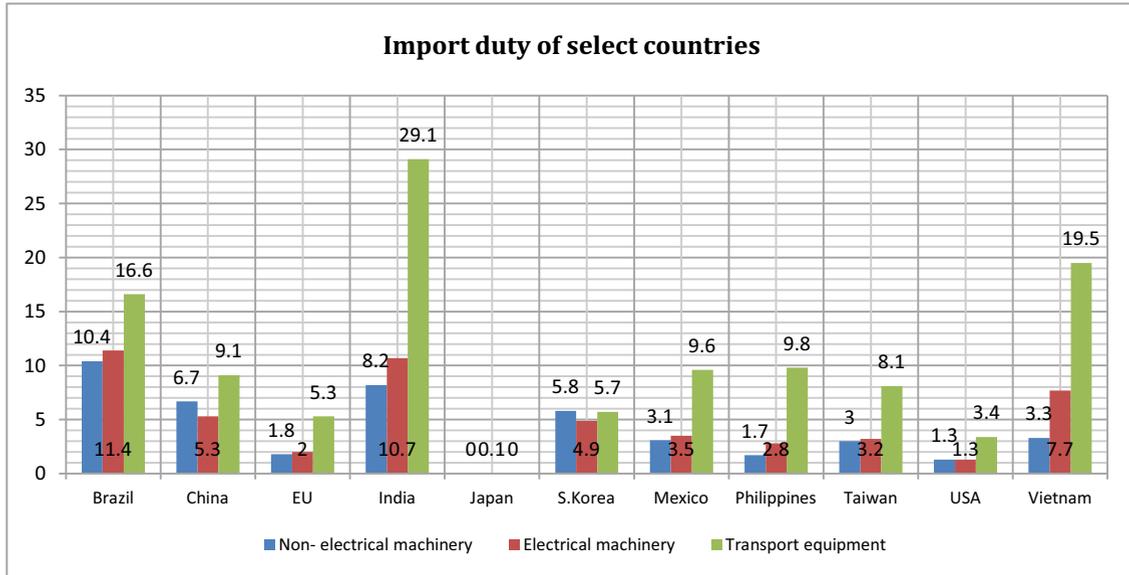
Over the years, India has increased import duties on capital goods. The import duty on electrical machinery has risen by 47% since 2012, from 7.3% to 10.7%. Similarly, for transport equipment, India's import duty has increased by 37%, from 21.2% to 29.1%. In contrast, the global average duty for both categories has seen minimal changes. Regarding non-electrical machinery, while the global average import duty increased by 11%, from 4.1% in 2012 to 4.5% in 2022, India raised its import tariff by 12%, from 7.3% to 8.2%, during the same period.

Source- WTO Tariff Profile, compiled by MVIRDC WTC Mumbai

principal manufacturing hub in the American continent, imposes less than half the rate of tariff on imported capital goods compared to India.

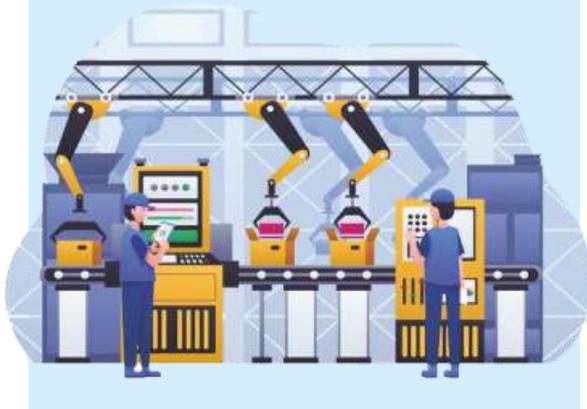
Furthermore, Japan, a major global manufacturing hub, distinguishes itself by implementing a policy of duty-

free imports for non-electrical and transport equipment. This strategic approach brings significant benefits to its domestic industries and contributes to Japan's prominent position in global manufacturing, research and development activities.



Source- WTO Tariff Profile, compiled by MVIRDC WTC Mumbai

**Rationalization of import duties is the key to India's emergence as a global manufacturing hub**



**Conclusion**

With the mission of becoming a global manufacturing hub, India has gradually adopted a protectionist approach through its import duty regime to safeguard local manufacturing industries.

However, a blanket increase in tariff rates may hinder India's potential to emerge as a promising alternate manufacturing hub. Imports play a crucial role in bridging the technological gap by providing access to competitive-priced goods that may not be available domestically.

India should consider rationalizing the import duty on capital goods to not only assist domestic manufacturers in adopting modern and cutting-edge technology but also foster fair competition in the domestic market. In this regard, India can draw lessons from countries like Japan and South Korea, which have developed into world-class manufacturing hubs by allowing free movement of goods and technology.



## India and Türkiye should continue talks on FTA

In this interview, **Mr. Cüneyt Yavuzcan, Consul General, Consulate General of the Rep. of Türkiye in Mumbai**, draws upon his extensive experience to discuss potential areas of trade and investment collaboration between India and Türkiye. The objective of such collaboration is to work towards achieving a bilateral trade volume of USD 20 billion by the year 2025. Mr. Yavuzcan has previously served in noteworthy roles including Deputy Chief of Mission at the Turkish Embassy in New Delhi, as well as in diverse capacities within Turkish diplomatic, permanent, or consular missions in locations such as Nairobi, Frankfurt, Hong Kong, Prague, Kabul, Plovdiv, Montreal, and Bratislava.



**Mr. Cüneyt Yavuzcan**

### Excerpt:

**India's merchandise trade with Türkiye has grown a whopping 85% from USD 7 billion in FY20 to USD 13 billion in FY23. What are the sectors that hold potential to maintain this strong bilateral growth volume?**

The sectors that hold potential for maintaining strong bilateral growth between India and Türkiye are:

- **Automobile:** Indian companies have a presence in Türkiye's automobile sector. This indicates potential for collaboration and growth in this industry.
- **Pharmaceutical:** Indian companies are also present in Türkiye's

pharmaceutical sector. This suggests opportunities for partnerships and trade in pharmaceutical products.

- **IT (Information Technology):** The presence of Indian companies in Türkiye's IT sector indicates potential for collaboration and growth in the IT industry, including software development, IT services, and digital solutions.
- **Infrastructure and Engineering:** Turkish businesses have a presence in India's infrastructure and engineering sectors. This suggests potential for collaboration and investment in infrastructure projects and engineering services.

These sectors have shown promising growth and collaboration between India and Türkiye in recent years. By focusing on these sectors and fostering partnerships and trade, both countries can continue to maintain strong bilateral growth volume.

**Recently, we have been witnessing a rise in interest of Turkish firms in India's infrastructure projects. Highlight the current trends and future potential for partnership in the construction and infrastructure sector.**

India and Türkiye have been

exploring opportunities for partnership in the construction and infrastructure sector. The following are the current trends and future potential for partnership in this sector:

- **Joint Ventures:** Turkish contractors can collaborate with Indian companies in Africa and Asia in joint ventures, technology transfer, financing, capacity building, and engineering, procurement and construction (EPC) contracts.
- **Infrastructure Projects:** India has launched ambitious infrastructure projects with large budgets to be realized by 2025, including a grand industrial zone PPP project that amounts to USD 100 billion. Turkish construction companies are dominant in foreign investments of Türkiye, and they have an impressive track record in contracting and construction.
- **Investments:** Indian companies are eyeing investments in Turkish energy and infrastructure sectors, while Turkish companies have accelerated market research to establish local partnerships in India. Key industries in India that are ripe for Turkish investments include construction, as well as medical tourism and auto components.
- **Bilateral Trade:** India and Türkiye

aim to reach USD 20 billion in bilateral trade by 2025. To enhance commercial and economic relations, both countries should continue negotiations to institute a free trade agreement and an inclusive economic partnership.

### How do you assess two-way trade in services such as tourism, education, media & entertainment and others?

Assessing two-way trade in services between India and Türkiye, I suggest the following:

- **Tourism:** Türkiye is a popular tourist destination for Indians, and the number of Indian tourists visiting Türkiye has been increasing in recent years. There is potential for further collaboration and growth in the tourism sector between India and Türkiye. The tourism sector has the potential to contribute significantly to both countries' economies.
- **Education:** Türkiye has been attracting Indian students to its universities, and the number of Indian students in Türkiye has been increasing in recent years. Indian students have shown interest in pursuing higher education in Türkiye, especially in fields like engineering, medicine, and social sciences.

This indicates potential for student exchange in education sector between the two countries.

- **Media and Entertainment:** Both countries have vibrant media and entertainment industries, and there is potential for collaboration and growth in this sector.

Indian movies and TV shows have gained popularity in Türkiye, while Turkish TV series have also gained a following in India through various streaming platforms. Co-productions and content sharing agreements have further enhanced the cultural exchange between the two countries.

- **Other Services:** It is worth noting that both countries have diverse service sectors, and there is potential for collaboration and growth in various service industries such as fintech & financial services.

“It is worth noting that both countries have diverse service sectors, and there is potential for collaboration and growth in various service industries such as fintech & financial services.”

### Outline the future prospect for cooperation in emerging sectors such as renewable energy, sustainable agriculture and digital economy between both the countries.

There is potential for cooperation between India and Türkiye in emerging sectors such as renewable energy, sustainable agriculture, and the digital economy. The following outlines the future prospects for cooperation in these sectors:

- **Renewable Energy:** Both India and Türkiye have set ambitious targets for renewable energy, and there is potential for collaboration in this sector. Collaboration in renewable energy can lead to mutual benefits and contribute to sustainable development.
- **Sustainable Agriculture:** Both India and Türkiye have a strong

agricultural sector, and there is potential for collaboration in sustainable agriculture. India has been promoting sustainable agriculture practices, and Türkiye has been investing in agriculture technology.

Collaboration in sustainable agriculture can lead to mutual benefits and contribute to food security and sustainable development.

- **Digital Economy:** Both India and Türkiye have a growing digital economy, and there is potential for collaboration in this sector. The digital economy develop-

ment can improve energy efficiency, promote sectoral reforms and reduce demand for energy. Collaboration in the digital economy can lead to mutual benefits and contribute to economic growth and development.

### How does your trade mission plan to collaborate with WTC Mumbai in strengthening bilateral economic relations?

The World Trade Center Mumbai (WTC Mumbai) has been actively promoting bilateral economic relations between India and other countries and it is likely that our trade mission's plan would involve collaborating with the center to strengthen bilateral economic relations between India and Türkiye. WTC Mumbai could provide valuable support and resources to our trade mission, including research initiatives to

**“India has been promoting sustainable agriculture practices, and Türkiye has been investing in agriculture technology. Collaboration in sustainable agriculture can lead to mutual benefits and contribute to food security and sustainable development.”**

explore untapped bilateral trade and investment potential.

Further, WTC Mumbai could facilitate bilateral meetings and business matchmaking appointments with private-sector organizations in Mumbai.

By collaborating with WTC Mumbai, our trade mission could leverage its expertise and network to enhance bilateral economic relations between India and Türkiye.

**What is your message to Indian firms looking to invest or explore market opportunities in Türkiye?**

If you are an Indian firm looking to invest or explore market opportunities in Türkiye, the following message could be helpful:

**Focus on Energy and Infrastructure Sectors:** Türkiye has been attracting Indian firms to invest in its energy



and infrastructure sectors. These sectors have shown promising growth and collaboration between India and Türkiye in recent years.

By focusing on these sectors and fostering partnerships and trade, both countries can continue to maintain strong bilateral growth volume.

**Consider Türkiye's Strategic Location:** Türkiye's strategic location is one of its biggest advantages for foreign investors. It serves as a base to do business with markets in Europe, Central Asia, and the Black Sea Region, besides expanding access to the Middle East. This makes Türkiye an attractive destination for Indian firms looking to expand their business in these regions.

**“Türkiye's strategic location is one of its biggest advantages for foreign investors. It serves as a base to do business with markets in Europe, Central Asia, and the Black Sea Region, besides expanding access to the Middle East.”**

**Explore Joint Ventures and Local Partnerships:** Indian companies have been establishing local partnerships in Türkiye, while Turkish companies have also been accelerating market research to establish local partnerships in India. Joint ventures and local partnerships can lead to mutual benefits and contribute to development.

**Take Advantage of the Bilateral Trade Agreement:** India and Türkiye aim to reach USD 20 billion in bilateral trade by 2025. To enhance commercial and economic relations, the two countries should continue negotiations to institute a free trade agreement and an inclusive economic partnership. Indian firms can take advantage of this bilateral trade agreement to explore market opportunities in Türkiye.

**Consider Investing in Sustainable Agriculture and Digital Economy:** Both India and Türkiye have a strong agricultural sector and a growing digital economy. There is potential for collaboration and growth in sustainable agriculture and the digital economy between India and



Türkiye. By investing in these emerging sectors, Indian firms can contribute to sustainable development and economic growth. ■

# Türkiye's Strategic Importance in Shifting Global Value and Supply Chains

## A Compelling Case for Foreign Investment

### Introduction

As the global economic landscape continues to evolve, the importance of strategic positioning within value and supply chains has become increasingly evident. Türkiye, a transcontinental country bridging Europe and Asia, has emerged as a pivotal player in this paradigm shift.

With its unique geographical location, diverse economy, and ambitious development plans, Türkiye offers significant opportunities for businesses seeking to optimize their supply chains and capitalize on the changing dynamics of the global market. In this article, we will delve into the factors that make Türkiye an attractive investment destination, exploring the nation's key role in the realignment of global value and supply chains.

### Geographical Advantage

Türkiye's geographical location has historically been a key asset, connecting the continents of Europe and Asia. This bridging position grants the country easy access to major markets in both

**Türkiye's proximity to the Middle East, North Africa, and Central Asia provides further opportunities for companies to tap into these rapidly growing markets.**

regions, facilitating the smooth flow of goods and services. Istanbul, Türkiye's largest city, has long been known as a strategic trade hub, dating back to ancient times.

Today, the city stands as a major transshipment point, handling goods between Asia, Europe, and Africa, making it an attractive prospect for businesses seeking to optimize their supply chains.

Moreover, Türkiye's proximity to the Middle East, North Africa, and

Central Asia provides further opportunities for companies to tap into these rapidly growing markets. As global value chains increasingly rely on regional cooperation, Türkiye's position at the crossroads of several markets becomes even more crucial.

### Diverse and Skilled Workforce

Türkiye boasts of a young, skilled, and diverse workforce, making it an appealing destination for industries that require a broad range of

**Türkiye boasts of a young, skilled, and diverse workforce, making it an appealing destination for industries that require a broad range of talents.**



**Türkiye's advantageous geographical location, coupled with a diverse and skilled workforce, competitive manufacturing sector, energy hub status, and well-connected infrastructure, makes it an ideal destination for foreign investors looking to optimize their supply chains and access new markets.**

talents. The country's education system has been making steady progress, emphasizing STEM (Science, Technology, Engineering, and Mathematics) disciplines, which has contributed to a steady supply of skilled professionals. Additionally, Türkiye's workforce has a reputation for being hard-working and adaptable, making them an asset in any industry seeking to strengthen its position in the global supply chain.

#### **Competitive Manufacturing Sector**

Türkiye has a well-established manufacturing sector that spans various industries, including automotive, textiles, electronics, and machinery. In recent years, the country has made significant strides in adopting advanced manufacturing technologies, enhancing productivity and product quality. As supply chains become more regionally focused, Türkiye's competitive manufacturing base provides a strong incentive for foreign investors looking to establish or diversify their production capabilities.

#### **Energy Hub and Infrastructure Development**

Türkiye's strategic location extends to its energy sector, which plays a crucial role in shaping global value chains. The country acts as a transit corridor for oil and gas pipelines, providing a vital link between energy-rich countries and consumers in Europe. As the world transitions towards cleaner and renewable energy sources, Türkiye's

location becomes even more valuable, given its potential to facilitate the flow of renewable energy between Europe and Asia.

Furthermore, Türkiye has invested heavily in infrastructure development, bolstering its logistics capabilities. Significant investments in ports, airports, and rail networks have improved connectivity within the country and its neighboring regions, creating a favorable environment for businesses to efficiently manage their supply chains.

#### **Free Trade Agreements and Customs Union**

Türkiye has a comprehensive network of free trade agreements (FTAs) and a customs union with the European Union (EU). The customs union allows goods to flow between Türkiye and the EU member states without tariffs, making Türkiye an attractive base for companies seeking access to both markets. Moreover, the FTAs that Türkiye has with various countries provide businesses with additional advantages, simplifying trade procedures and reducing barriers to market entry.

#### **Economic Resilience and Market Potential**

Over the past few decades, Türkiye has displayed remarkable economic resilience, weathering several global financial crises and internal challenges. Its diversified economy, combined with a large domestic market, offers foreign investors a

stable environment to establish their operations and tap into a potential customer base of 85 million people. Moreover, as the Turkish middle class expands, the demand for consumer goods and services is expected to rise, further enhancing the country's allure for foreign investments.

#### **Conclusion**

Türkiye's strategic importance in the shifting global value and supply chains cannot be understated. Its advantageous geographical location, coupled with a diverse and skilled workforce, competitive manufacturing sector, energy hub status, and well-connected infrastructure, makes it an ideal destination for foreign investors looking to optimize their supply chains and access new markets.

As the global economic landscape continues to evolve, businesses that recognize the potential of Türkiye and seize the opportunities it offers are likely to benefit from enhanced market access, cost-effective production capabilities, and improved overall competitiveness. Embracing Türkiye's pivotal role in the reshaping of global value and supply chains can be a decisive move for companies striving to stay ahead in an increasingly interconnected and dynamic world economy.

**Courtesy: Mr. Cüneyt Yavuzcan, Consul General of Türkiye in Mumbai**



## Promoting inclusive growth by addressing challenges of PwDs

**Dr. Jitender Aggarwal**, a Person with Disability, is the **Founder & CEO of Sarthak Educational Trust** which he established in 2008 following the loss of his eyesight in 2004. His mission became the empowerment of persons with disabilities (PwDs), with a primary focus on providing comprehensive support throughout their lives via the free services offered by Sarthak. The organization emphasizes skill development and the creation of livelihood opportunities. Sarthak has a wide-reaching presence across India with 25 centers in 20 states. Its impact has touched the lives of over 200,000 PwDs. Notably, more than 55,000 PwDs have undergone training and secured placements in over 2,000 companies. The organization has also facilitated the medical rehabilitation of 3500+ disabled children and organized over 200 advocacy events to date.



### Dr. Jitender Aggarwal

In this interview, Dr. Aggarwal speaks about the challenges faced by PwDs in India and the policies that can be implemented to empower them in various ways.

#### Excerpts:

**Sarthak has been working for persons with disabilities (PwDs) for the last 15 years. What are the barriers faced by PwDs in social and economic inclusion in India and how is India's situation unique from other countries?**

While India has made progress in terms of disability rights and inclusion, there are still significant challenges that PwDs encounter in their lives.

Whilst Census 2011 projects population of PwDs as 26.8 million, however with the implementation of RPwD Act 2016, number of disabilities' have been increased from 7 to 21, which in itself must have led to increase in number of PwDs. World Bank estimates the population of PwDs to be somewhere between 40-60 million (4-6% of the total population), which is a significant portion of our society.

Some of the key challenges/barriers they face even today in Indian pretext are:

**Attitudinal barriers:** Negative attitudes and stereotypes towards PwDs still persist in many parts of Indian society. They are often perceived as dependent, incapable, or even a burden. Such attitudes lead to discrimination and exclusion from various social and economic opportunities.

**Accessibility:** Physical barriers, such as inaccessible buildings, public spaces and transportation, make it challenging for PwDs to become fully inclusive in the society. Many physical solutions like absence of ramps, elevators, and appropriate restroom facilities hinder their mobility and independence.

**Education:** PwDs often encounter difficulties accessing quality

education due to lack of inclusive schools, specialized teaching methods and trained educators. This leads to limited personal development and future employment prospects.

**Employment and underemployment:** PwDs face higher rates of unemployment compared to the general population. Even when employed, they often end up in low-paying jobs with limited opportunities for career advancement.

**Skill development and training:** The lack of appropriate training and skill development programmes tailored to the needs of PwDs hampers their ability to participate in the workforce effectively.

**Digital Inaccessibility:** The digital divide affects PwDs, as many websites, apps, and digital content lack accessibility features, making it difficult for them to access information and utilize technology effectively.

#### Health and Social Security

1. PwDs often face challenges in accessing healthcare services that cater to their specific needs. Additionally, the cost of assistive devices and medical treatments are too costly for many PwDs to access and use.

“ PwDs are underrepresented in decision-making processes and policy development, limiting their ability to advocate for their rights and influence policies that affect them.”

II. Social stigma and misconceptions about disability leads to their isolation within the communities and society on the whole, reducing their social inclusion and participation in community activities and contribution to the society.

III. Although India has laws in place to protect the rights of PwDs, enforcement and implementation can be inconsistent. Many PwDs are unaware of their rights or face challenges in accessing legal redressal.

**Representation and participation:** PwDs are underrepresented in decision-making processes and policy development, limiting their ability to advocate for their rights and influence policies that affect them.

**Financial dependence:** PwDs face challenges in accessing formal financial services, such as banking and loans, due to physical barriers, inaccessible documents, or discrimination.

### How has the COVID pandemic affected PwDs in India and abroad?

The COVID-19 pandemic has had significant and diverse impacts on persons with disabilities both in India and abroad. Some of the common effects include:

#### Negative impacts:

**Increased health risks:** PwDs often have underlying health conditions that make them more susceptible to severe COVID-19 outcomes. The pandemic heightened their

vulnerability to infection and complications, necessitating stricter preventive measures and healthcare support.

**Disruptions to healthcare services:** The pandemic over-strained healthcare systems globally, leading to disruptions in routine medical care and therapy services for PwDs. Accessing regular essential treatments, medications and rehabilitation services became a huge challenge for many.

**Social isolation:** Social distancing measures and lockdowns resulted in increased isolation for PwDs, who already faced barriers to social participation. Reduced contacts with caregivers, friends, and support networks had adverse effects on their mental health and well-being.

**Education challenges due to lockdowns:** School closures and the shift to online learning presented significant challenges for students with disabilities. Many PwDs lacked access to inclusive and accessible online educational resources, leading to learning gaps and potential long-term effects on their educational outcomes.

**Unemployment and financial insecurity:** PwDs faced higher job losses and economic insecurity during the pandemic. Many worked in sectors that were hugely affected by the economic downturn for example those working in the hospitality sector, encountered difficulties in transitioning to remote work or finding new employment opportunities.

**Inaccessible information and communication:** As most of the information shared by governments and organizations during the pandemic was through websites, media and public announcements, PwDs faced difficulties in accessing this information due to lack of accessibility features.

**Increased caregiver burden:** Family members or caregivers of PwDs experienced increased stress and burden during the pandemic. Lockdowns and restrictions limited access to respite care and support services, leading to increased challenges in caregiving responsibilities.

**Policy and programme gaps:** Some countries experienced shortcomings in pandemic response policies that failed to address the specific needs of PwDs adequately. This included the lack of clear guidelines on disability-inclusive healthcare services, remote education and economic support.

#### Positive impacts:

a) Despite these challenges, the pandemic also brought attention to the importance of disability-inclusive policies and resilience within the disabled community.

b) Efforts were made to address the digital divide, promote accessible information and ensure the inclusion of PwDs in vaccination drives and emergency response planning.

c) With switching over to online education and trainings those PwDs

with mobility issues find it easier to use online modes than physical modes, as it reduces their physical barriers and for many from lower financial strata, saves on their daily costs of travel.

d) Work from Home job roles now available post pandemic specially in IT related sector and E-commerce has helped many PwDs to earn from the comfort of their homes.

e) Many services are now available online which earlier needed physical presence to access like rehabilitation, registering for Govt. schemes, etc.

**Government of India's policy framework has evolved considerably since the introduction of Integrated Education for Disabled Children Scheme in 1974. How do you assess the policy of the central and state governments in India and what are the policy suggestions you propose to improve the existing framework.**

Few suggestions by Sarthak to improve the policy framework and implementation are:

**Strengthen and enforce disability rights laws:** Ensure that existing laws are comprehensive, well-defined and enforced effectively. Policymakers should also work towards creating new laws that address emerging challenges faced by PwDs.

**Inclusive education:** Creating inclusive educational environments by providing necessary resources, training and support for educators to accommodate the needs of students with disabilities through accessibility in physical infrastructure and digital learning platforms.

**Creating more employment and economic opportunities:** Develop and

mandate policies that encourage inclusive hiring practices and provide incentives for companies to employ PwDs. Promote skill development programmes tailored to the needs of PwDs to enhance their employability.

**Improving Accessible infrastructure:** Mandate the incorporation of accessibility features in all public infrastructure, including buildings, transportation and public spaces, by including ramps, elevators, accessible restrooms, tactile markings and auditory signals.

“Policymakers should work towards creating new laws that address emerging challenges faced by PwDs.”

**Healthcare and rehabilitation services:** Ensure that healthcare services are inclusive and accessible for PwDs, with a focus on early intervention and rehabilitation. Support for the development and availability of affordable assistive devices and technologies is also necessary.

**Social protection and financial assistance:** Proper implementation of social protection schemes that specifically cater to the needs of PwDs, including disability pensions, caregiver support and financial assistance for covering medical expenses and assistive devices.

**Comprehensive digital accessibility:** Enforce regulations that require all websites, apps, and digital content to be accessible to people with different disabilities. Promote the research and development of assistive technologies and adaptive devices.

**Awareness and sensitization:** Launch public awareness campaigns to combat stigma and raise awareness about the rights and abilities of PwDs. Sensitize society and key stakeholders to disability issues.

**Participation and representation:** Ensuring active involvement and representation of PwDs in decision-making processes and policy development, for example, establish disability advisory boards to provide input on matters affecting the PwD community, including PwD representatives in senior management and decision-making bodies.

**Disaster preparedness and response:** Include disability-inclusive measures in disaster management plans to ensure the safety and well-being of PwDs during emergencies and crises.

**Data collection and monitoring:** Improve data collection on disability-related statistics and trends to facilitate evidence-based policymaking and track progress on disability inclusion, specially implementing a more comprehensive census process.

**International cooperation:** Collaborating with international organizations from other countries to share best practices for disability inclusion initiatives worldwide.

**What are the best policy practices of other countries that India can adopt in empowering PwDs?**

Many countries have implemented very effective policies to empower Persons with Disabilities in various way, which can be replicated in India to create similar supportive mechanisms:

**United Kingdom:** UK has adopted the Equality Act 2010, which provides a legal framework for protecting the

rights of PwDs. The act prohibits discrimination and promotes equal opportunities in various areas, including education, employment, and public services. India can adopt similar legislation to strengthen legal protection and promote inclusivity.

**Australia:** They have implemented National Disability Insurance Scheme (NDIS), which provides individualized support and funding to PwDs. The NDIS focuses on empowering individuals to make their own choices and access services that suit their needs. India could consider a similar system to provide personalized support and assistance to PwDs.

It provides PwDs with access to a wide range of services, including home and community care, health and education support, employment assistance, and transport.

**Sweden:** They have a strong social welfare system and disability-inclusive policies. They provide various benefits and services, including disability pensions, accessible public transportation and support for assistive devices.

**Canada:** They have developed an IBM Equal Access Toolkit which has been used by a number of countries and organizations to promote accessibility build capacity and, ultimately, begin to harmonize accessibility criteria internationally.

**South Korea:** South Korea has made significant progress in disability employment through policies that incentivize companies to hire PwDs and set quotas for public sector employment. India could consider implementing similar measures to increase the representation of PwDs in the workforce.

“Brazil has a progressive quota system that requires companies to hire a minimum percentage of PwDs. This approach has significantly increased the representation of PwDs in the workforce.”

**Japan:** has implemented the Act on the Elimination of Disability Discrimination, which promotes accessibility in public facilities, transportation, and information & communication technologies.

**New Zealand:** has a disability strategy that focuses on promoting the rights and participation of PwDs in society. This strategy involves collaboration with disability organizations and stakeholders to create inclusive policies. India could develop a similar strategy to involve PwDs in the policymaking process.

**Germany:** has implemented comprehensive measures to promote inclusive education.

They have integrated special needs education into mainstream schools,



providing necessary support and accommodations for students with disabilities. India could work towards a more inclusive education

system that caters to the diverse needs of all students.

**Brazil:** has a progressive quota system that requires companies to hire a minimum percentage of PwDs. This approach has significantly increased the representation of PwDs in the workforce. India could explore the feasibility of a similar quota system to promote disability inclusion in employment in both private as well as government sectors.

**CBID approach:** Community Based Inclusive Development (Across the world), is highly useful in high-risk areas wherein programmes include activities that address community preparedness and resilience for when natural and human-caused disasters strike.

**Sarthak has set a vision of empowering 10 million PwDs across India by 2027 and supporting organizations in 50 developing countries. How can WTC Mumbai partner with Sarthak in attaining this vision?**

WTC Mumbai promotes international trade and investment through an array of services and facilities.

The Center integrates Indian businesses with international counterparts on a single platform through one to one business networking, empowering the business community with skills, rich resources and talent. Thus,

WTC can help create linkages for Sarthak to partner with corporates and organizations from developing countries which support empowerment of PwDs to ensure replication of best practices by Sarthak.

WTC Mumbai offers services which include trade research, trade facilitation programmes, educative programmes and also has an international library which benefits every segment of the society drawing together professionals, exporters, importers, research institutes, government agencies, etc.

WTC Mumbai also has online educational courses which can play a major role in bringing together international agencies and experts that can support Sarthak's Global Resource Centre in Gurugram to provide latest innovations and research in assistive technologies and other accessibility innovations taking place across the globe, which can be utilized to support and empower maximum PwDs in India and other countries.

Also, organizing international and national hackathons, workshops, discussions and meets in association with WTC Mumbai can help Sarthak attain these goals.

### **How can foreign diplomatic missions in India and Indian missions abroad support Sarthak in cross-border collaboration in empowering PwDs?**

**Facilitating exchange programmes:** Diplomatic missions can organize exchange programmes that can bring together disability organizations, experts and advocates from different countries. These programmes can facilitate knowledge-sharing, best practice dissemination and collaboration on

disability-related issues.

**Networking events and conferences:** Organizing conferences, seminars and workshops focused on disability inclusion which can help create better connections between stakeholders in both countries. These events can serve as platforms for dialogue, idea exchange and partnership building with Sarthak as the key facilitator.

**Promoting disability-inclusive policies:** Diplomatic missions can advocate for disability-inclusive policies in both their host as well as home country. By engaging with local governments and relevant authorities, they can highlight the importance of disability rights and the need for inclusive policies.

**Sharing best practices and experiences:** Sarthak can help Indian missions abroad to share India's experiences and successful initiatives in disability empowerment with specially developing countries.

Similarly, foreign missions in India can bring valuable international perspectives on disability inclusion to Indian stakeholders through Sarthak.

**Supporting disability-related projects and initiatives:** Diplomatic missions can offer financial support or partnerships to disability-related projects and initiatives in their host countries in conjunction with Sarthak. This support can aid in the development and implementation of innovative programmes that empower PwDs.

**Collaboration on research and development:** Embassies can encourage joint research projects on disability-related topics between academic institutions and organizations in their host and home countries,

wherein Sarthak can play a vital role.

**Awareness campaigns and media engagement:** Collaborative efforts between diplomatic missions and Sarthak can lead to impactful awareness campaigns on disability issues. Engaging with the media can further amplify these messages to reach a broader audience both in India and abroad.

**Engaging in cultural exchange:** Cultural exchange programmes that involve PwDs from different countries can also help promote understanding



and awareness of disability issues across borders.

These initiatives can create better empathy, break down stereotypes and promote inclusivity in societies, both in India and their country.

**Exchanging expertise and training:** Diplomatic missions can facilitate the exchange of expertise and training programmes between disability professionals, caregivers and educators in different countries.

Sarthak can play a lead role for development of skilled professionals and better support systems for PwDs.

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# India's active role in WTO

## Key highlights from the 2023 Annual Report

The World Trade Organization (WTO) plays a pivotal role in global trade by promoting smooth flow of goods and services across borders. Members of the WTO represent 98% of global trade and the organisation itself works across key areas like trade negotiations, implementation and monitoring of policies, dispute settlement, building trade capacities and outreach.

Every year, the WTO releases its annual report providing a detailed account of the organisation's activities and important trade-related developments through the year. This article throws spotlight on some of the important trade-related developments in the WTO's Annual Report of 2023 especially with regard to India.

### Trade measures

The WTO provides its members with a platform to discuss their grievances related to trade through various councils. The Trade in Goods Council is one such council entrusted with the responsibility of overseeing WTO agreements relating to trade in goods through various committees. These committees deal with issues ranging from market access to anti-dumping, safeguard measures as well as import licensing.

As per the Annual report, the WTO members initiated 48 new anti-dumping investigations from January to June 2022 led by the United States (US) and India. Both these members accounted for 14 and 8 investigations respectively. Though the number has witnessed an increase for the US from 11, for India, this number has dropped remarkably from 25 during the same period last year.

Other top initiating members for anti-dumping investigations were Argentina (5), Republic of Korea (5), Australia (3), Chinese Taipei (3) and Canada (2).

India also initiated a safeguard investigation on PVC suspension resins and applied a safeguard measure in the 2022. Three new safeguard investigations were also initiated by Madagascar, Morocco and Tunisia, down from a total of nine investigations in 2021. Philippines and Türkiye also applied safeguard measures during 2022 taking total safeguard measures in place to 42.

WTO members can also question members in case their

import licensing practices are putting a restriction on trade itself. Import licensing has been identified as one of the main trade restricting measures employed by governments across the world.

The committee on import licensing received 56 notifications regarding enforcement of new licensing procedures or changes in the same during 2022.

India's import requirements on certain pulses were questioned by developed nations like Canada, the European Union (EU) and US. Its import licensing regime on pneumatic tyres was also a cause for concern for the EU, US, Indonesia, Japan, Chinese Taipei and Thailand.

Import restrictions placed by India on air conditioners was also discussed in the committee on Trade-related Investment Measures (TRIMS). India had placed a ban in 2020 on imports of air conditioners with refrigerants in a move to promote its domestic industry which was raised as a concern that it restricted trade.

Concerns were also raised by China with regard to India's measures on investment approvals and mobile applications.

### Trade and environment

The 12th WTO Ministerial Conference at Geneva in June 2022 highlighted the importance of addressing environmental challenges and the role of trade in it. The WTO has tried to address this relation between trade and environment through its committee on Trade and Environment.

During the meetings of the committee through 2022, various members highlighted their efforts to tackle climate change. The Committee also played an active role during the COP27 Climate Change Conference.

India also apprised the committee of various efforts taken at national level in order to combat emissions through renewable energy and energy efficiency.

India reaffirmed that the measures would help in achieving its goal of reducing emissions intensity by 45% by 2030.

**Outreach measures**

The WTO’s outreach is a representation of its active engagement with the public. Its outreach is through its websites, social media, and email alerts. Of the 83,700 people who registered to receive email alerts for WTO news items in 2022 alone, the largest share (of around 10.5%) was from India.

This was followed by the US, Mexico, Peru, Colombia, and France. India has also now become an active

participant in international trade related research by being selected in the latest cohort of the WTO chairs network.

WTO’s Annual Report serves as an important tool to promote transparency not only in global trade developments but also the activities of the organization itself. The report reflects India’s active role in the organization through its involvement in the key functions.



Source: WTO Annual Report 2023, compiled by MVIRDC WTC Mumbai



# Empowering MSMEs in global trade

## A Global Partnership between WTCA and WTO through Trade4MSMEs

The mission of the World Trade Centers Association (WTCA) is to foster international trade by stimulating trade and investment opportunities for businesses across the globe. In a pathbreaking initiative, the WTCA has partnered with the World Trade Organization (WTO) to promote the role of MSMEs in international trade through the Trade4MSMEs website developed by the WTO. With the WTO being the guardian of global trade rules as well as a facilitator of international trade negotiations, this partnership aligns with the goals of both organizations to promote global commerce, support MSMEs, and build stronger trade networks.

### About Trade4MSMEs

To address the various issues faced by MSMEs while participating in international trade, 88 WTO members came together to form an Informal Working Group on MSMEs during the 11th Ministerial Conference of the WTO in 2017. The main aim of the group was to enhance the participation of MSMEs in global trade with support from the WTO.

Launched in December 2021 as a platform to support MSMEs engaging in trade, the Trade4MSMEs website is a comprehensive one-stop document useful not only for the businesses but also for the researchers and policymakers working on MSMEs and trade issues.

For businesses, the resource library is well equipped with guides not only for those beginning in international trade but also for those who have been involved in it over the years. The guides are tailored depending on whether the business exports goods or services and covers a vast range of topics including export readiness of the

businesses, trade documents, logistics and other resources. It also provides the user with links to alternative sources for a more in-depth understanding of concepts. Businesses can also navigate country-wise export processes and organization information based on their destination markets.

For policy makers and researchers, the platform is a curated and complete source of information on issues faced by MSMEs while engaging in international trade such as capacity building, digital trade and e-commerce as well as regulations and standards. It also provides an overview of the organisations involved in formulating trade policies related to MSMEs. In addition to this, the site is also equipped with trade data sources related to MSMEs which have been made available for analysis.

### The Trade Game

The trade game is an interactive feature of the platform, engaging the MSMEs to enhance their knowledge as well as their decision-making skills. It sets up a simulation of an entire export process where one has to select the exporting country, the product and the target markets. This enables the users to familiarize themselves with the exporting process as well as challenges associated with the same.

In conclusion, the collaboration between the WTCA and WTO will greatly aid in enhancing the role of MSMEs in international trade. With the onset of digitalisation of trade, Trade4MSMEs will not only foster greater knowledge but also resilience among MSMEs across the globe thus creating an inclusive environment for international trade.

## Key features of Trade4MSMEs

### For businesses

- Product-wise detailed trade guides
- Country-wise export information
- Alternative links for in-depth understanding

### For policymakers

- Curated information on MSMEs in trade
- Overview of organisations involved in MSME trade policy
- MSME related trade data

### Trade game

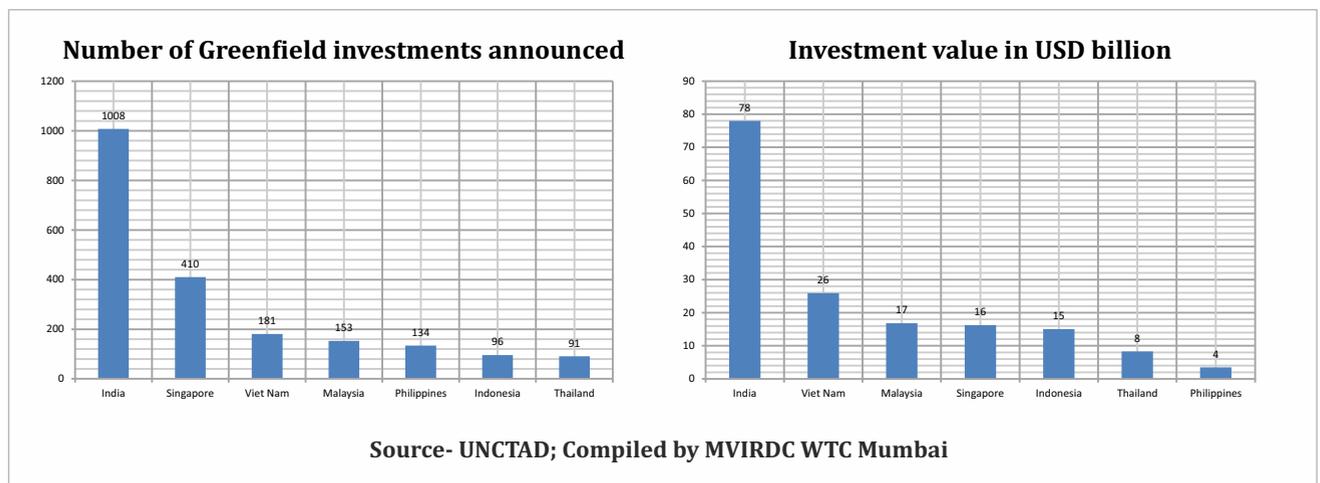
- Interactive educational tool
- Simulation of export process

## India and ASEAN experience strong FDI growth despite global slowdown

Amidst the global uncertainties of 2022, India and the ASEAN nations emerged as preferred destinations for Foreign Direct Investment (FDI), as indicated by the latest UNCTAD Global Trade and Investment report. While global FDI flows contracted by 12.4% annually, decreasing from USD 1.5 trillion in 2021 to USD 1.3 trillion in 2022, FDI inflows into India and the ASEAN nations experienced increases of 10% and 5% respectively during the same period.

spearheaded 39% of the total greenfield projects with 6,808 project announcements.

The Asian region was home to 26% of the overall global greenfield projects, accounting for 4,625 project announcements. India, contributing 1,008 projects, stood as the third-highest contributor to global greenfield project announcements, trailing only behind the USA and UK. Simultaneously, ASEAN nations attracted 1,082 greenfield investments in the same year.



India received a total FDI inflow of USD 49.4 billion, positioning itself as the eighth-largest recipient of FDI in 2022. Concurrently, the collective FDI inflow into the ASEAN nations reached USD 222.3 billion. Notably, Singapore stood out with a record-high FDI inflow of USD 141.2 billion, constituting over 64% of the total FDI inflow to the ASEAN bloc. Together, the ASEAN nations and India accounted for more than 21% of the global FDI flow and a substantial 51% of the total FDI flow into Asia.

### Greenfield Investments

Greenfield investments pertain to projects where a company or organization establishes a new operation or subsidiary in a foreign country. This encompasses the construction of new facilities, the establishment of operational structures, and the creation of a foothold in a new market from scratch. In the year 2022, a total of 17,598 greenfield investments were announced on a global scale. Among these, developing economies

Together, the ASEAN nations and India represented 45% of new greenfield project announcements within Asia and 12% on a global scale. The total value of the announced greenfield investments in India and the ASEAN nations reached USD 164.5 billion, signifying 14% of the worldwide greenfield investment value and a substantial 60% within Asia.

### Conclusion

India and the ASEAN region present compelling opportunities for foreign investors. With their large consumer bases, skilled workforces, growing economies, and progressive policy reforms, these regions continue to attract FDI across various sectors. While challenges remain, the potential for significant returns on investment makes India and ASEAN worthwhile destinations for businesses seeking to expand their global footprint and tap into emerging markets.

## India can lead the world in green hydrogen and green steel: Experts



(from left to right) Ms. Rupa Naik, Executive Director, MVIRDC WTC Mumbai, Mr. Aditya Sharma, President, Indian Business Chamber of Luxembourg (IBCL), Dr. Vijay Kalantri, Chairman World Trade Center Mumbai and President, All India Association of Industries, Mr. Jan Grimbrandt, CEO-Boson Energy and Dr. Rajat Srivastava, Regional Director (WR), EEPC India at the Seminar on 'Creating Low carbon Footprints and Green Energy Ecosystem with renewable Hydrogen'

**M**umbai, July 4, 2023: Green hydrogen can be a potential solution to attain energy security and help domestic export industry comply with the environment protection regulation of European Union, say experts.

"Waste-to-energy is the way for India to transition to a clean and green future, not only from the environment point of view but also from the energy security perspective. Municipal waste can be used to extract green hydrogen which can power automobiles and produce eco-friendly goods such as green steel. In the European Union, green steel manufacturing is competitive only in Spain as steel industries in Germany, Sweden and France use conventional manufacturing method," said **Mr. Jan Grimbrandt**, CEO-Boson Energy at a Seminar on 'Creating Low carbon Footprints and Green Energy Ecosystem with renewable Hydrogen'. The Seminar was organized by WTC Mumbai and All India Association of India, jointly with Engineering Export Promotion Council (EEPC) and Indian Business Chamber of Luxembourg (IBCL).

Mr. Grimbrandt further explained, "I have come to India to explore partnership with government and private sector in harnessing green hydrogen from waste. Municipal waste carries huge amount of hydrogen and

carbon, which can be extracted to produce electricity and support green steel, fertilizer and plastics manufacturing. One Kilogram of hydrogen has potential to generate 20 kw of electricity, which is equivalent to 5 litre of diesel. Hydrogen and carbon can be combined to produce chemicals such as ammonia, which is used in fertilizer and methanol, which is used in plastic industry."

Mr. Grimbrandt also informed that the CO<sub>2</sub> emitted from municipal waste and traditional manufacturing process can be stored underground to prevent its release in the atmosphere. He said, "One tonne of municipal waste emits three tonne of CO<sub>2</sub>, directly and indirectly, thereby polluting the atmosphere. India has potential to store more than 700 giga tonne of CO<sub>2</sub> underground."

Earlier in his welcome address, **Dr. Vijay Kalantri, Chairman, World Trade Center Mumbai and President, All India Association of Industries (AIAI)** stressed, "Green Hydrogen has USD 19 billion market in India by 2030 as per McKinsey report. Indian government has announced Green Hydrogen Mission earlier this year and allocated Rs. 19,744 crore under this mission. The government needs to implement this mission in letter and spirit and support entrepreneurs in developing innovative technologies to generate green hydrogen. Government may support entrepreneurs by addressing land acquisition hurdles, offering incentives on taxes, stamp duty and easing other regulations for setting up waste-to-energy plants."

Dr. Kalantri pointed out that effective implementation of this mission will help India reduce energy import bill by as much as Rs. 1 trillion. "Our bureaucrats need to adopt a progressive mindset in implementing this mission. Already, India emits less CO<sub>2</sub> compared to developed economies. By developing affordable green hydrogen technologies and equipments, we can further reduce emission and accelerate our transition to net zero," Dr. Kalantri added.

Dr. Kalantri also called for policy to facilitate sustainable finance to support green energy projects. He said, "Already, many countries are taking lead in policies to promote sustainable energy and sustainable finance. India should also maintain its policy leadership by facilitating sustainable finance for clean energy transition."

Speaking on this occasion, Ms. Rupa Naik, Executive Director, World Trade Center Mumbai suggested, "Trade and industry should create awareness through public events and social media campaign on the benefits of adopting green hydrogen for a clean and sustainable future."

In his remarks, Mr. Anoop Marwaha, Regional Chairman (WR), EEPC India emphasized that green hydrogen is an idea whose time has come. Engineering sector stands to benefit from green hydrogen as it can help our exporters to comply with low carbon manufacturing regulation of the European Union."

Dr. Rajat Srivastava, Regional Director (WR), EEPC India informed, "In India, 2.5 tonne of CO2 is emitted while producing one tonne of liquid steel. The introduction of Carbon Boarder Adjustment Mechanism (CBAM) by the European Union will affect more than USD 6.1 billion worth of Indian iron & steel exports to the European Union. From October this year, Indian exporters will have to comply with the emission disclosure requirement under the CBAM mechanism. The government and industry have together set up 12 task forces to work out the definition of green steel and certification process to meet the compliance requirement under the CBAM process."



Mr. Jan Grimbrandt, CEO-Boson Energy (middle) being felicitated by Dr. Vijay Kalantri, Chairman, World Trade Center Mumbai and President, All India Association of Industries at the Seminar on 'Creating Low carbon Footprints and Green Energy Ecosystem with renewable Hydrogen'. Also seen in the photograph is Mr. Anoop Marwaha, Regional Chairman (WR), EEPC India

The event was moderated by Mr. Aditya Sharma, President, Indian Business Chamber of Luxembourg (IBCL)

**The programme was held on July 7, 2023 at WTC Mumbai.**

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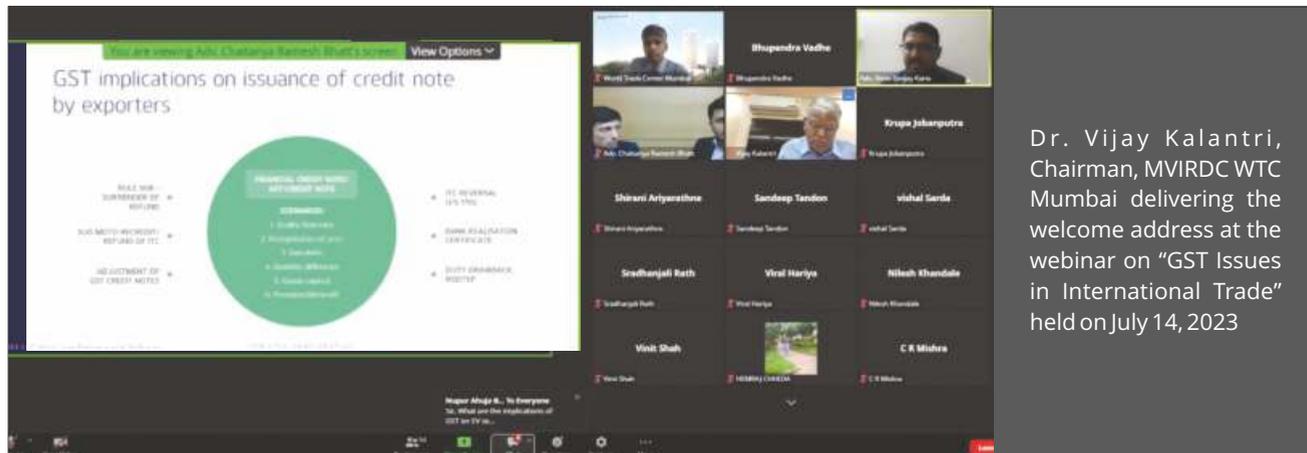
## Experts suggest five GST measures to support exporters

**A**t a time when India's merchandise exports have been declining for the last five consecutive months, tax experts suggest five key changes in GST regulations to provide relief for exporters to enhance their global competitiveness. These five changes are: 1) amendment in Rule 96B of CGST Rules, 2) clarity on recipient of remittance service in foreign trade, 3) clarity on input tax credit facility under TR-6 Challan, 4) valuation of deemed supply services and clarity on GST liability on shipment of samples.

"Even though the current slowdown in merchandise exports is due to global demand slowdown and current on-going war between Russia and Ukraine (which has led to increase in inflation, global monetary tightening and recession), Indian government can support the exporter community by addressing existing gaps or ambiguity in the GST regulations applicable for export shipments. For instance, exporters issuing financial credit note due to say price negotiations or defect in good are facing genuine hardships from GST liability. So, the provisions of Rule 96B of the CGST Rules (which

provide for surrender of refund to the extent of non-realization of export proceeds) can be amended to provide some relief to these exporters such as giving re-credit of amount of IGST which is surrendered due to issuance of financial credit note," said Adv. Nirav Sanjay Karia, Partner & Advocate, Lakshmikumaran & Sridharan Attorneys at a webinar organised by MVIRDC World Trade Center Mumbai.

Adv. Nirav further informed that the government may bring in clarity about whether Indian exporters are liable to pay GST on reverse charge mechanism with respect to bank charges deducted by overseas bank when foreign buyer remits sales proceeds to the Indian exporter. "When the bank of the foreign buyer makes payment through the Authorised Dealer bank of the Indian exporter, the exporter is not the contractual recipient of the service of the foreign buyer's bank. So, there is no settled legal position as there are contradictory judicial rulings on whether the service recipient is the Indian exporter or the Authorised Dealer bank or the foreign buyer. So, the Government may clarify as to who



Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai delivering the welcome address at the webinar on “GST Issues in International Trade” held on July 14, 2023

is the recipient of service under this circumstance.”

Speaking on this occasion, Adv. Chaitanya Ramesh Bhatt, Partner & Advocate, Lakshmikumaran & Sridharan Attorneys suggested the government to issue clarification on whether exporters can claim input tax credit against payment of Integrated Goods & Services Tax (IGST) through TR-6 Challan for import of input materials.

He said, “Many Export Oriented Units (EoUs) and exporters who imported input materials under advance authorisation license have been barred from claiming refund against payment of IGST on their exports under Rule 96 (10) of CGST. Government may provide relief to these exporters.”

Adv. Bhatt also raised the ambiguity faced by exporters on bifurcation of invoices under Input Service Distributor (ISD) and Cross Charge. For this, he said that the 50th GST Council in its meeting has stated that it will provide suitable clarification with respect to ISD and Cross charge.

He also said “As per Schedule I of CGST Act, exporters have to pay IGST on reverse charge mechanism even for supplies made between related persons without consideration. For instance, if an Indian subsidiary uses the brand name of its foreign parent company, it is considered as deemed supply even though there is no royalty paid by the former to the latter. Here, the challenge is how to determine the cost or value of this supply as no consideration is exchanged between the parties.”

Similarly, tax experts suggested that the government

may clarify the treatment of GST liability on shipment of sample goods to foreign parties (related or unrelated) or shipment of sample goods abroad for quality testing, R&D and other purposes.

Earlier in his welcome address, Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai pointed out, “India has made tremendous progress in streamlining the GST system within six years, while it took upto 10 years for many other countries to develop a well-functioning value added tax system. At the same time, government needs to address several unfinished reform agenda to attain the original intent of One Nation, One Tax.”

Dr. Kalantri suggested, “Government may simplify the system by reducing the multiple tax slabs to two and bringing down rates wherever required. By reducing tax rate, we can improve compliance and tax collection. The number of items under 28% tax slab has been reduced from 227 in 2017 to 37 items currently. There is still scope to reduce the number of goods under this highest tax bracket; only sin goods such as tobacco should be taxed at 28% slab and rates on other goods may be reduced.”

Dr. Kalantri also recommended bringing petroleum products under the ambit of GST.

The webinar was attended by exporters from manufacturing and services sectors and they raised several queries related to GST procedural issues faced by them and their input suppliers.

**The webinar was held on July 14, 2023.**

## Women entrepreneurs need to explore emerging global market opportunities



Ms. Rupa Naik, Executive Director, WTC Mumbai (4th from left) being felicitated by Mrs. Sangeeta Patil, Chairperson, Women Entrepreneurship Committee, MACCIA (3rd from left). Also seen in the photograph are other dignitaries from MACCIA (from left to right): Mrs. Kavita Deshmukh, Co-Chairperson, Women Entrepreneurship Committee, Mr. Karunakar Shetty, Vice President and Ms. Shubhangi Tirodkar, Vice President

The Women Entrepreneurship Committee of Maharashtra Chamber of Commerce, Industry & Agriculture (MACCIA) organized a Special guidance programme on 'International Trade and Capital Raising for Women Entrepreneurs' on July 21, 2023. The event was organized jointly with Mumbai District Central Cooperative Bank.

Mrs. Rupa Naik, Executive Director - World Trade Center Mumbai was the Guest speaker at the programme. Ms. Naik shared valuable insights and useful tips for existing and aspiring women exporters to foray into the global market. Ms. Naik suggested women entrepreneurs to come out of their comfort zone and explore global market for their products and services to grow their business.

She pointed out that women entrepreneurs can participate in global trade fairs and exhibitions to understand trends in global demand, consumer preferences and emerging market opportunities for their products.

She said, "You can visit the Global Trade Helpdesk to know all the trade fairs and exhibitions across the world. To start with, you can attend exhibitions in neighbouring countries such as Sri Lanka and Bangladesh."

Ms. Naik highlighted market opportunities in UAE, Mauritius and Australia, with which India signed trade agreement recently. She remarked, "India recently signed three trade agreements, one each with UAE, Mauritius and Australia, which opens huge market opportunity for Indian businesses in these markets. Specifically, Indian women entrepreneurs can export gems & Jewellery, perfumes, cosmetics, agro products, beverages, textile, wooden articles, footwear and other goods duty-free to these three countries under these agreements."

Ms. Naik also suggested aspiring exporters to learn essential steps for exports from the Export Guide Book published by Government of Maharashtra. Small scale women entrepreneurs can also register their profile on ITC's SheTrade App, which connects more than 40,000 businesses globally, she informed.

Ms. Naik advised women entrepreneurs to embrace sustainability by producing goods in an eco-friendly way, which minimizes carbon footprint. She remarked, "We are living in this age of sustainability; If you produce low carbon, eco-friendly products, it will have more value in the global market. From October 2023, Indian exporters to EU will have to disclose how much carbon is

emitted in producing their goods. Currently, this disclosure is applicable only for steel, fertilizer and aluminum products. But gradually, it may be extended to other products as well.”

During the session, Mr. Uday Dalvi, Manager-Mumbai District Central Co-operative Bank shared details about

the loan schemes of the bank for women entrepreneurs and women industrial cooperative societies.

**The Programme was held on July 21, 2023 at Fort, Mumbai.**

## WTC Mumbai forms Alliance with Asian WTCs to Promote Trade and Investment



Mr. Sharad Upasani, Vice Chairman, MVIRDC WTC Mumbai (third from left in the front row) exchanging MoU with senior officials from WTC Binh Duong New City and WTC Shenyang on the sidelines of the WTCA Asia Pacific Regional Meeting. Also seen on the dais are: Mr. Scott Wang, Vice President-Asia Pacific, WTCA, New York, Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar and delegates from other WTCs on the sidelines of the Asia Pacific Regional Meeting in Vietnam

**M**VIRDC WTC Mumbai has signed a Memorandum of Understanding (MoU) with Vietnam’s WTC Binh Duong New City and China’s WTC Shenyang at the Asia Pacific Regional Meeting in Vietnam. The objective of the MoU is to set a framework for collaboration among the signatory WTCs to promote trade, investment, technology exchange, and joint ventures among their business members.

The MoU was signed at the World Trade Centres Association’s (WTCA) Asia Pacific Regional Meeting (APRM) held in Vietnam’s southern province of Binh Duong, which is emerging as a world-class industrial smart city.

Former Chief Secretary of Maharashtra Mr. Sharad Upasani, who is also the Vice Chairman of MVIRDC WTC Mumbai and Chairman, WTC Goa participated at the Asia Pacific Regional Meeting and shared information about the various skill development and trade promotion initiatives of WTC Mumbai.

WTC Mumbai has launched Center of Excellence to impart professional and vocational skills among economically weaker sections of society, women entrepreneurs, besides providing business acceleration support to MSMEs and startups. WTC Mumbai also promotes trade through trade education programmes and initiating various research activities in the areas of foreign trade and regional trade agreements. The multi-

dimensional WTC Mumbai also supports trade through world-class trade facilities and exchange of trade missions with overseas trade support institutions.

Among other things, the MoU envisions collaboration among these three WTCs – WTC Mumbai, WTC Binh Duong and WTC Shenyang - in areas such as skill development, incubation, and acceleration support for MSMEs, women entrepreneurs, and start-ups.

Speaking on the importance of this MoU, Dr. Vijay Kalantri, Chairman of MVIRDC WTC Mumbai, remarked, “In this age of rapid technological progress, our alliance will strive to enhance the global competitiveness of our business members through the exchange of best practices in skill development, technology exchange and trade facilitation through e-commerce.”

“This MoU will also pave the way for the exchange of best business practices in sustainability, low-carbon, zero-waste, circular economy manufacturing processes and

other emerging areas,” Dr. Kalantri added.

WTCA is the global network of World Trade Centers (WTCs), which are independently operated entities located in various cities around the world. These centers promote international trade and business development by providing various services and facilities to companies, organizations, and individuals engaged in global trade.

WTC Shenyang is located in the northeast Liaoning province of China. Besides its cultural and historical significance, Liaoning province is also a regional hub for the metal, machinery, and chemical industries in China. Shenyang serves as the capital and largest city in the province.

**The MoU was signed on July 21, 2023 on the sidelines of the Asia Pacific Regional Meet at Binh Duong, Vietnam.**

■

## UAE invites Indian business to showcase clean tech at Green Zone in COP28

**H**.E. Abdulla Husein Salman Mohamed Almarzooqi, Consul General of UAE in Mumbai invited Indian businesses, government civil society and individuals for the 28th Conference of the Parties (COP28) on climate change, which is scheduled from November 30th to December 12th, 2023 in Dubai.

“The COP28 UAE Presidency believes that governments and the private sector must work closely together in order to address climate change. Through the Green Zone, the COP28 UAE Presidency offers the private sector the opportunity to showcase their contributions and solutions to the global climate challenge. Their innovative approaches, climate action technologies and entrepreneurship will constitute an important part of COP28. The Green Zone will also host technical conferences, panels, and activations with a focus on existing and future solutions to climate change mitigation,” H.E. Almarzooqi remarked at the official sideline event of COP28, which is part of the initiative of the UN Office for Disaster Risk Reduction (UNDRR).

The event was jointly organized by the UAE Consulate General in Mumbai, WTC Mumbai, All India Association

of Industries and the Indian Chamber of International Business (ICIB).

H.E. Almarzooqi further remarked, “COP28 UAE is a milestone opportunity for the world to come together, course correct, and drive progress. As the first country in the region to ratify the Paris Agreement, the first to commit to an economy-wide reduction in emissions, and the first to announce a Net Zero by 2050 strategy, the UAE is committed to raising ambition in this critical decade for climate action. COP28 will emphasize a ‘leave no one behind’ approach to climate action. Underscoring all efforts are the principles of transformation, solidarity, pragmatism, and inclusivity.”

The consul general concluded his address by saying, “I commend the efforts of every delegate participating in COP28, as well as the countless individuals and organizations working tirelessly to combat climate change worldwide. Together, we have the power to shape the destiny of our planet. Let us embrace this responsibility with courage, determination, and solidarity. Let us turn the tide on climate change, usher in an era of sustainability, and leave a legacy that future generations will be proud of.”



H.E. Abdulla Husein Salman Mohamed Almarzooqi, Consul General of UAE in Mumbai (right) and Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai at the official sideline event of COP28 in WTC Mumbai



H.E. Abdulla Husein Salman Mohamed Almarzooqi, Consul General of UAE in Mumbai (right) being felicitated by Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai at the official sideline event of COP28 in WTC Mumbai

Speaking on this occasion, Dr. Vijay Kalantri, Chairman, World Trade Center Mumbai and President, All India Association of Industries remarked, "Climate change is the greatest challenge of humanity in the 21st century and every citizen should participate in combating this challenge. Developing smart cities is a solution to combat climate change. Rulers of ancient India have set illustrious examples of how to build environment friendly drainage and sewerage systems. Our municipal authorities need to adopt these sustainable practices and also take strict action against unauthorized construction.

Local authorities may consider the environmental impact of construction projects before giving approval. Government may also provide land and tax incentives for converting urban waste into power, fertilizer and other useful products."

Dr. Kalantri suggested industries to use recycled materials as inputs in their manufacturing process to reduce wastage and conserve raw materials. There are proven methods to produce fibre and yarn from used clothes.

Dr. Kalantri pointed out that advanced countries such as USA may implement capacity building projects in low income countries to facilitate their transition to sustainable development.

Dr. Kalantri mentioned that WTC Mumbai can collaborate with the UAE Consulate in Mumbai to conduct roadshow to promote the COP28 Summit that will be held in Dubai later this year.

During the event, Prof Seema Unnikrishnan, National Institute of Industrial Engineering, Mumbai welcomed Government of India's move to introduce a carbon credit market, which will be administered by the Bureau of Energy Efficiency. She remarked, "I am confident that the new carbon market will add to the momentum gained from the already existing PAT scheme (Perform Achieve and Trade scheme) and incentivize obligated entities to reduce their carbon footprint."

In his welcome address, Mr. Manpreet Singh, President, ICIB pointed out, "This is the new beginning as we are here to prepare roadmap for collaboration to build a better planet. Global warming and natural disasters are costing lives, livelihood and loss to world GDP in enormous proportion. COP28 will shape dialogue on the role of business and civil society in addressing the greatest challenge of humanity, which is climate change."

During the event, Mr Chintan Oza, Regional Director – India, Founder Institute, Mr. Sandeep Goswami, Climate Science and Policy Professional and Mrs. Dhanashree Hardas, Chairperson - Environment committee, MACCIA raised awareness about the urgency of combating climate change with the support of business and civil society.

The event was attended by members of trade & industry, academia and civil society.

**The programme was held on July 25, 2023 at WTC Mumbai.**



## India and Taiwan can be reliable supply chain partners in the new world trade order



Mr. Edison Hsu, Director, Taipei World Trade Center Liaison Office in Mumbai (second from left) addressing the interactive meeting. Also seen on the dais are (from left to right): Dr Vijay Kalantri, Chairman, World Trade Center Mumbai, Ms. Rupa Naik, Executive Director, World Trade Center Mumbai and Mr. Christian Li, Senior Specialist, TAITRA at Taiwan Trade Mission to India

The time has come for India and Taiwan to reimagine their economic relationship. Both the countries can be reliable trade partners at a time when the global supply chain faced a series of shocks right from pandemic to Russia-Ukraine war and the prolonged lockdown in China. I invite Indian companies to participate at the Taiwan Expo, which is scheduled from October 5 to 7, 2023 at Mumbai. More than 50 Taiwanese firms will be actively exploring new supply chain partners from India at the Expo and this opens a promising window to strengthen bilateral commercial relationship, said Mr. Edison Hsu, Director, Taipei World Trade Center Liaison Office in Mumbai at an interactive meeting with the Taiwan Trade Mission at WTC Mumbai. The incoming Taiwan Trade Mission was hosted jointly by World Trade Center Mumbai and All India Association of Industries (AIAI).

Earlier in his welcome remarks, Dr. Vijay Kalantri, Chairman, WTC Mumbai suggested Taiwanese companies to consider India and especially Maharashtra as a promising investment destination as it has abundant skilled workers.

Dr. Kalantri assured the delegation that WTC Mumbai will provide all possible support to connect them with the local government and business community in Maharashtra, which is the leading industrial state of India.

He pointed out, "AIAI has been working closely with TAITRA to promote bilateral trade through exhibitions

and trade missions as early as 1987-88 and AIAI was one of the first Indian associations to envision a strong business partnership with Taiwan, when Indian industry was not convinced about the scope for bilateral economic collaboration."

Dr. Kalantri further remarked, "Taiwanese firms can consider Maharashtra as the gateway to their entry into the Indian market as it is the most progressive state. Both the countries have huge scope for collaboration in semiconductor, printed circuit boards, white goods, medical devices and so on."

Dr. Kalantri further added, "Today, bilateral trade has touched USD 10 billion mark and Taiwan is the 31st largest trade partner of India, with potential to be the 10th largest in the next few years. I am sure this meeting will lead to fruitful outcome in the form of increase in trade, technology exchange, joint-venture and investment between both the sides."

Ms. Rupa Naik, Executive Director-WTC Mumbai proposed vote of thanks for the event. She pointed out, "WTC Mumbai is the first WTC in India established in 1970 to fulfil the vision of Bharat Ratna Sir Dr. M Visvesvaraya who dreamt of a world-class trade promotion organisation in the commercial capital of India. Today, the Center offers multi-dimensional trade support services through its world-class trade facilities, trade education programmes, research and trade promotion initiatives."



Dr. Vijay Kalantri, Chairman, World Trade Center Mumbai (5<sup>th</sup> from left) and Ms. Rupa Naik, Executive Director, World Trade Center Mumbai (7<sup>th</sup> from left) with Mr. Edison Hsu, Director, Taipei World Trade Center Liaison Office in Mumbai (6<sup>th</sup> from left) along with members of the Taiwanese business delegation

Ms. Naik invited the delegates to attend the 4th edition of World Trade Expo, which is scheduled on October 3-4 this year at WTC Mumbai.

The event was also addressed by Mr. Christian Li, Senior Specialist, TAITRA, Taiwan. The interactive meeting was followed by B2B networking session between the Taiwanese business delegates and their Indian counterparts. The members of the delegation represent strategic sectors such as electronic components, medical devices, electric vehicle batteries and energy

storage systems, which are the focus sectors of India's Production Linked Incentives (PLI) schemes. At a time when India is aspiring to gain foothold in semiconductor manufacturing, Taiwan can be a potential partner for India in this area. The delegation members also represent industrial machineries, CCTV & surveillance, locks, surface treatment technology, smart home devices and other high-tech products.

**The programme was held on August 11, 2023 at WTC Mumbai.**



## Customs department proposes Universal Seal Reader to expedite export cargo clearance

**I**ndia negotiating Mutual Recognition Agreement for AEO programme with more foreign countries to reduce dwell time

The Customs Commissioners from India's leading ports, viz. Jawaharlal Nehru Port and the Mumbai Port shared various digitization initiatives to expedite EXIM cargo clearance process at an Open House Meeting organised by WTC Mumbai and All India Association of Industries (AIAI).

"The Jawaharlal Nehru Customs House (JNCH), India's largest customs house in terms of container handling, has initiated the process to introduce Universal Seal

Reader (USR) to expedite processing of shipping bills. Such a Universal Seal Reader will streamline processing of shipping bills by facilitating paper-less process and smooth processing of export cargo. It also has the potential to eliminate the need for registration of self-sealed containers at the customs when they arrive at the Centralized Parking Plaza (CPP). JNCH has tasked the Custodian of its Centralised Parking Plaza (CPP) to create software application for integration of all the vendors of electronic self-seal, thereby eliminating the need for scanning the different types of electronic seal individually. Further, this is envisaged to be taken forward so that the data of the self-sealed export containers can be automatically integrated with the



Dignitaries at the Open House Meeting in WTC Mumbai. (from left to right): Mr. Dushyant Mulani, President of the Brihanmumbai Customs Brokers Association, Mr. R.K. Mishra, I.R.S., Additional Director General of Foreign Trade (DGFT), Mumbai; Dr. Vijay Kalantri, Chairman of the World Trade Center Mumbai, Mr. Rajesh Pandey, I.R.S, Chief Commissioner of Customs, Mumbai Customs Zone-II, Mr. Vivek Pandey, I.R.S, Commissioner (Import-I), Mumbai Customs Zone-I and Mr. R. K. Singh, I.R.S, Commissioner (in-situ) at the Principal Chief Commissioner of Customs' Office, Mumbai Customs Zone-I

Customs ICEGATE”, said **Mr. Rajesh Pandey, I.R.S.**, Chief Commissioner of Customs, JNCH, Mumbai Customs Zone – II at the Open House Meeting.

The average time taken by the Indian customs for clearance of import cargo has declined to 85 hours in 2023 because of various digitization and paper-less initiatives undertaken to process import consignments, Mr. Pandey informed.

**Mr. Vivek Pandey, I.R.S.**, Commissioner (Import- I), Mumbai Customs Zone – I suggested importers to opt for the Anonymised Escalation Mechanism (AEM) in case their Bill of Entry is not assessed within 24 hours under the Faceless Assessment system. Importers can also raise their grievances at the Turant Suvidha Kendra to expedite cargo clearance.

**Mr. R K Singh**, Commissioner Zone I, Mumbai informed the trade about the system driven trade facilitation to importers and exporters accredited under the Authorised Economic Operator (AEO) programme. He explained the major incentives given to such accredited importers and exporters, namely Defer Payment of Duty, reduced Bank Guarantee, facilitation of their cargo under Mutual Recognition Agreement (MRA). He informed that India has signed MRA with South Korea, Hong Kong, Taiwan and USA and is in the process of signing similar agreements with other countries like UK, Malaysia , Indonesia etc. He urged trade to join Indian AEO Programme to reduce the clearance time and cost

and to ease the Trading Across Border. He asked AEO T1 clients to upgrade to AEO T2 to avail higher benefits. Mr. Rajesh Pandey Chief Commissioner, JNCH informed that the processing time of AEO application has been substantially reduced and for T2 accredited AEO units, it has been brought under 100 days.

In his remarks, **Mr. R.K. Mishra, I.R.S.**, Adtl. Director General of Foreign Trade, DGFT, Mumbai informed that his office has introduced an online mechanism for applying for Export Obligation Discharge Certificate (EODC). Therefore, the need for exporters to visit the DGFT office for this certificate has been reduced to the minimum. Also, the integration of softwares between DGFT and customs is in place for seamless transfer of shipping bill data. The Mumbai Regional DGFT Authority is constantly in touch with the customs office to address technical glitches, if any, in transfer of shipping bill details between the two systems. As a result of these steps, in the last few months, the Mumbai DGFT office has doubled the number of EODC issued from 500 per month to 1,000 per month.”

Earlier in his welcome remarks, **Dr. Vijay Kalantri**, Chairman, MVIRDC WTC Mumbai suggested, “India needs to streamline customs procedures to attain USD 1 trillion merchandise export target by 2030 and USD 5 trillion economy by 2027. The customs authorities may expedite cargo clearance of genuine importers based on their past track records. They should also implement single window clearance in letter and spirit, simplify

compliance procedure and reduce cargo dwell time.”

Dr. Kalantri also called for a predictable foreign trade policy, which avoids frequent ban, restriction or imposition of duties on exports and imports.

Dr. Kalantri suggested that the DGFT and customs authorities may engage with industry frequently through such Open House meetings to address customs related grievances and facilitate trade

The Open House session was moderated by **Mr. Dushyant Mulani**, President, Brihanmumbai Customs Brokers Association and it was attended by exporters, importers, MSME manufacturers, freight forwarders, customs brokers and other stakeholders.



Mr. Rajesh Pandey, I.R.S., Chief Commissioner of Customs, JNCH, Mumbai Customs Zone - II (right) being felicitated by Dr Vijay Kalantri, Chairman, WTC Mumbai at the Open House Meeting

**The programme was held on August 24, 2023 at WTC Mumbai.**

## WTC Mumbai signs nine MoUs with WTCs in Europe and Mediterranean



Capt. Somesh Batra, Vice Chairman of WTC Mumbai (left) signing MoU with Mr. Evert Jan (EJ) Schouwstra of WTC Leeuwarden

**M**VIRDC World Trade Center Mumbai signed nine MoUs with WTCs in Rotterdam, The Hague, Algiers, Warsaw, Cyprus, Trieste, Yerevan, Leeuwarden and Poitiers (France) at the second WTCA European Regional Meeting held at Cyprus.

Capt. Somesh Batra, Vice Chairman, MVIRDC World Trade Center Mumbai represented WTC Mumbai at the three-day European Regional Meeting, which was held at Limassol, the second largest city of Cyprus located on

its southern coast. These MoUs envisage collaboration among the signatory WTCs in promoting trade, investment, tourism, technology exchange and other commercial partnerships through trade promotion programmes.

The three-day event, which was attended by more than 30 delegates from Europe and World Trade Centers Association New York, had interactive panel sessions, roundtable meet, awards programme, country presentation, update session from WTCA Headquarter, guided walking tour and networking sessions.

Interactive sessions were organised on topics such as green & circular economy, Doing Business in Cyprus, smart cities, trade & supply chain and sustainable development goals.

During the event, speakers from industry and government departments showcased Cyprus as a tech-hub and investment gateway to the European Union and business opportunities in energy, trade, investment and services sectors.

WTC Bengaluru made a live video presentation about the forthcoming WTC Global Business Forum, which is scheduled in March 2024 at Bengaluru. The presenta-

tion outlined the prominence of various sectors such as information technology, aeronautical, agriculture, chemicals and pharmaceuticals in Bengaluru and neighbouring towns. The organisers have also planned post-event outdoor visit and sightseeing in and around Bengaluru to explore the tourism potential in the region. During the session, Capt. Somesh Batra pointed out that India is a great destination to invest in the future. Therefore, Capt. Batra suggested the delegates to include trip to Mumbai, Jaipur, Goa and Bhubaneswar in their itinerary when they visit India for the Global Business Forum. Capt. Batra extended all possible support from WTC Mumbai in making their visit successful.

The delegates appreciated the support extended by WTC Mumbai in making their India visit successful.

Capt. Batra informed the top management of WTC Cyprus that WTC Mumbai is fully prepared and willing to host or provide necessary support and assistance for their future visit to Mumbai and New Delhi.

During the Regional Meeting, WTC Goa, Jaipur and Bhubaneswar also signed nine MoUs each with the WTCs in Europe and the Mediterranean for collaboration in promoting trade, investment, tourism and technology exchange. Thus, the four WTCs (WTC Goa, Jaipur, Bhubaneswar and Mumbai) signed 36 MoUs for mutual collaboration. During the meeting, delegates from WTC Paris and WTC Oslo agreed to sign MoUs with WTC Mumbai, Goa, Jaipur and Bhubaneswar after seeking necessary approval from their respective Boards.

The three-day event ended with an enchanting dance performance and jugglery show over the farewell dinner on the final evening.

The next European Meeting will be held at Dresden, Germany from June 10-12, 2024, which may be attended by WTC Mumbai to expand its footprint in Europe.

**The event was held at Cyprus from September 13-15, 2023.**

## Experts share insights on raising finance for MSMEs



Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai addressing the Open House Meeting on MSME Finance at WTC Mumbai. Distinguished speakers seated on the dais (from left to right): Mr. Gagandeep Singh, Senior Manager, Primary Market Relationship, National Stock Exchange of India Ltd. (NSE), Mr. Ashwani Dhingra, Zonal Head, Central Bank of India, Mr. Pankaj Chadha, Senior Partner, Jyoti Steel Industries, Mr. Jay Kumar Gupta, Deputy General Manager, SIDBI, Mr. Sunil Daga, President – Business Banking Assets, Kotak Mahindra Bank Ltd. and Ms. Sherine Mendez, General Manager (Priority Sector Group), IDBI Bank

**L**ack of timely access to credit at affordable interest cost is a major challenge faced by most micro, small and medium enterprises. Non availability of collateral-free credit is a major hurdle hindering their business growth. World Trade Center Mumbai organised an Open House meeting on MSME Finance to discuss the innovative schemes of banks and other financial institutions to promote debt and equity capital to MSMEs.

The event was addressed by Mr. Jay Kumar Gupta, Deputy General Manager, SIDBI, Mr. Ashwani Dhingra, Zonal Head, Central Bank of India, Ms. Sherine Mendez, General Manager (Priority Sector Group), IDBI Bank, Mr. Sunil Daga, President – Business Banking Assets, Kotak Mahindra Bank Limited and Mr. Gagandeep Singh, Senior Manager, Primary Market Relationship, National Stock Exchange of India Limited (NSE).



Distinguished speakers at the Open House Meeting on MSME Finance at WTC Mumbai. (from left to right): Mr. Gagandeep Singh, Senior Manager, Primary Market Relationship, National Stock Exchange of India Limited (NSE), Mr. Ashwani Dhingra, Zonal Head, Central Bank of India, Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai, Mr. Pankaj Chadha, Senior Partner, Jyoti Steel Industries, Mr. Jay Kumar Gupta, Deputy General Manager, SIDBI, Mr. Sunil Daga, President – Business Banking Assets, Kotak Mahindra Bank Ltd. and Ms. Sherine Mendez, General Manager (Priority Sector Group), IDBI Bank

Mr. Gupta remarked, "Energy Efficiency and Cleaner Production are no more choices; they are the way forward for running a sustainable business. We invite MSMEs to avail of SIDBI's financial schemes for installing solar energy and adopting energy efficient machineries and business processes.

SIDBI extends loans upto 100% of the project cost at very competitive interest rates (as low as 7% depending on the rating) to MSMEs for installing rooftop and ground mounted solar rooftop power projects. SIDBI has also partnered with Tata Power to assist MSMEs in their energy transformation journey for adopting solar energy."

Mr. Dhingra informed, "This year, we aim 61% growth in MSME credit at our Mumbai and Goa Zone from Rs. 6,577 crore as of March 2023 to Rs. 10,618 crore by March 2024."

Mr. Dhingra further informed that the bank does not insist on external credit rating for MSME loans upto Rs. 25 crore and entrepreneurs can avail upto 25% of their last financial year's GST payment as loan under its CentGST scheme.

Ms. Sherine Mendez, General Manager (Priority Sector Group), IDBI Bank also participated at the event and shared information about the various initiatives of the bank to promote priority sector lending and credit to women self-help groups.

Speaking on this occasion, Mr. Daga mentioned that private banks are ahead in MSME lending as they have 65% share in the outstanding MSME credit of the overall banking system. Kotak Mahindra Bank is committed to meet the credit needs of MSMEs as it has 6% market share in this segment.

In his remarks, Mr. Singh pointed out to the recent surge in the number of MSMEs raising equity capital from stock exchanges.

Earlier in his welcome remarks, Dr. Vijay Kalantri - Chairman, MVIRDC WTC Mumbai suggested banks to handhold and support the credit needs of MSMEs, especially at the time of business slowdown, as they are the most compliant borrowers compared to large industries.

WTC Mumbai will conduct such Open House sessions periodically and send the issues and suggestions of MSMEs to financial institutions, he added.

The session was moderated by Mr. Pankaj Chadha, Senior Partner, Jyoti Steel Industries and it was attended by members of trade & industry, startups and women entrepreneurs.

**The programme was held on September 14, 2023 at WTC Mumbai.**



## Celebrating the legacy of Bharat Ratna Sir Dr. M Visvesvaraya



Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai (second from left) garlanding the bust of Bharat Ratna Sir Dr. M Visvesvaraya on his 163<sup>rd</sup> Birth Anniversary at WTC Mumbai. Also seen in the photograph are: (from left to right) Dr. Prateek Kanakia, Chairman, TheGreenBillions Limited, Capt. Ramesh Gulati, Member, Council of Management, MVIRDC WTC Mumbai and Mr. Avijit Das, IDBI Bank

**M**VIRDC World Trade Center Mumbai honours and pays rich tribute to the outstanding contribution of Bharat Ratna Sir Dr. M Visvesvaraya in the field of engineering, industrialization, public administration and nation building on the occasion of his 163rd birth anniversary.

Recalling the extraordinary contribution of Bharat Ratna Sir Dr. M Visvesvaraya, Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai further remarked, “On this proud moment, I remember the genius and pioneer Bharat Ratna Sir. Dr. M. Visvesvaraya who laid foundation of Modern India through iconic irrigation, sewerage systems and other infrastructure projects. The government has rightly declared his Birthday as Engineers Day to perpetuate his memory and inspire future generations of engineers.”

Dr. Kalantri added, “We admire the skills of the entire engineering community, whose talent and hard work are the vital resource for human advancement. Whatever development the world has witnessed so far is due to engineers. Without their role, the society would not have advanced in any field. In this age of digital economy and artificial intelligence, IT hardware and software are the backbone of the society and the role of engineers is all the more important in developing them.”

Dr. Kalantri further remarked, “Bharat Ratna Sir. Dr. M Visvesvaraya believed in the vision of ‘Prosperity through Trade’ not only for the business community, but also for the entire society through employment creation.”

Dr. Kalantri added, “His vision and ideas are relevant even today, when the Government of India has set the goal of USD 5 trillion economy and when Maharashtra government has set a target of USD 1 trillion economy. Bharat Ratna Sir. Dr. M Visvesvaraya’s works will continue to inspire us in achieving the USD 5 trillion vision of Hon’ble Prime Minister Shri Narendra Modi by 2027.”

In her remarks, Ms. Rupa Naik, Executive Director, World Trade Center Mumbai pointed out, “Bharat Ratna Sir Dr. M. Visvesvaraya has laid the foundation of modern India through his seminal contribution to urban and rural infrastructure projects, railways, technical education, industrialization, banking and other areas of development. On this day, we honour his legacy and reaffirm our dedication to pursue his vision of ‘Prosperity through Trade.’”

Named after Bharat Ratna Sir. Dr. M Visvesvaraya, the M. Visvesvaraya Industrial Research and Development Centre (MVIRDC) was established in 1970 to fulfill his vision.

Today, MVIRDC World Trade Center Mumbai is a premier trade promotion organization in India and it is part of the global network of 318 WTCs across 91 countries or regions, serving more than one million businesses.

**The programme was held on September 15, 2023 at WTC Mumbai.**



## WTC Mumbai pays rich tribute to Founder President

**W**orld Trade Center Mumbai paid rich tribute to its Founder President and former Finance and Industry Minister of Government of Maharashtra Late Mr. S.K. Wankhede while observing his Birth Anniversary on September 24, 2023.

Mr. Wankhede was instrumental in facilitating release of reclaimed land for the WTC Mumbai project way back in 1969 and he spearheaded the fund-raising drive and construction of phase I and phase II of the project against several obstacles.

Garlanding the bust of Mr. Wankhede at WTC Mumbai, Dr. Vijay Kalantri, Chairman, WTC Mumbai remarked, "Late Mr. Wankhede spearheaded the establishment of the first WTC in India in 1970s to fulfill the vision of Bharat Ratna Sir Dr. M Visvesvaraya who envisioned a world class industrial research and trade promotion organization in the commercial capital of the country. Mr. Wankhede passionately pursued the WTC Mumbai project with the objective to bring the "World to India". Well before India opened its economy to the world, Mr. Wankhede pioneered the establishment of WTC, which reflects his visionary approach."

Speaking on this occasion, Ms. Rupa Naik, Executive Director, WTC Mumbai remarked, "Late Mr. Wankhede laid the foundation for WTC Mumbai to become a



Dr. Vijay Kalantri, Chairman, WTC Mumbai (left) garlanding the bust of Late Mr. S.K. Wankhede. Also, seen in the photo is Ms. Rupa Naik, Executive Director, World Trade Center Mumbai

premier catalyst for India's foreign trade and economic development. He was a trailblazer who established WTC Mumbai as a role model for other WTCs in developing countries. On his Birth Anniversary, we pay rich tribute to this visionary and founding President."

**The programme was held on September 25, 2023 at WTC Mumbai.**

## WTCA shares vision for India - the 2<sup>nd</sup> largest 'WTC' network outside USA

**WTC Mumbai invites WTCA to establish Asia Pacific headquarter in India**

**M**r. Scott Wang, Regional Director- Asia Pacific, World Trade Centers Association (WTCA) shared the vision of his organisation for India and the Asia Pacific at an interactive meeting organised at WTC Mumbai during his recent visit to Mumbai.

Mr. Wang remarked, "India is the fastest growing economy in the world and the construction sector is growing in double digit. I expect the real estate market in the country to grow for the next 20-30 years. The number of World Trade Centers (WTCs) in India has crossed 40 and it is the only country after USA to have as many WTCs. This is a milestone moment and it marks

the beginning of a new era for development of the WTC brand in India. I announce the vision of World Trade Centers Association (WTCA), New York to promote the WTC brand in India and the Asia Pacific. As part of this vision, WTCA will play a key role in India's infrastructure & smart city development, growth of small and medium enterprises and trade promotion."

Mr. Wang visited WTC Mumbai to announce the re-election of Dr. Vijay Kalantri, Chairman of WTC Mumbai to the board of WTCA, which is the global network of more than 300 WTCs across 90 countries connecting more than 1 million businesses around the world.



Mr. Scott Wang, Vice President, Asia Pacific, WTCA, New York (3rd from left) being felicitated by Dr. Vijay Kalantri, Chairman, WTC Mumbai at an interactive meeting at WTC Mumbai. Also seen in the photograph are Mr. Ajoykaant Ruia, Vice Chairman, WTC Mumbai (1<sup>st</sup> from left) and Mr. Sharad P. Upasani, Vice Chairman of WTC Mumbai (4th from left)

Mr. Wang informed that WTCA has partnered with World Trade Organisation for the development of small and medium enterprises and it will work with WTC Mumbai as well for the development of MSMEs in the country.

Sharing his outlook for the real estate sector in India, Mr. Wang informed, “Global brands such as Apple, Foxconn are bringing their supply chain partners to India, which will increase demand for commercial office space in the country. Also, India is witnessing tremendous growth in smart cities, transportation and digital infrastructure. WTCA will play a major role in the development of infrastructure by leveraging its excellence in trade infrastructure facilities and services.

Mr. Wang informed that WTCA will promote trade and investment in India by organising Investment Forum, Global Business Forum and other business networking events.

Mr. Wang expressed optimism about economic growth prospect of India as the country became the center of global investment following its G20 Presidency, successful launch of lunar mission and infrastructure development.

Earlier in his welcome remarks, Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai invited WTCA to establish regional headquarter in India, which has witnessed rapid growth in the WTC brand in recent years. He pointed out, “WTC Mumbai is the first WTC established in India in 1970 and in recent years we have taken several efforts to promote the ‘WTC’ brand in the country. So, the number of WTCs in India has crossed 40

today from 20 five years ago. Specifically, Maharashtra has the maximum number of five WTCs among all states in India and hence WTCA may establish its Asia Pacific headquarter in Mumbai.”

Dr. Kalantri informed that WTC Mumbai will organise members seminar and regional meetings to promote collaboration among WTCs in the Asia Pacific to facilitate trade and investment in this region. “Not only has the WTCs grown in number & size in India, but it is also playing a major role in facilitating foreign trade, investment and tourism,” he remarked.

In her remarks, Ms. Rupa Naik, Executive Director, World Trade Center Mumbai suggested that the WTCA can leverage its global network across 90 countries to connect Indian businesses to potential supply chain partners in these countries. Ms. Naik remarked, “The WTCA can create a portal with this information and act as an enabler of trade and business.”

Ms. Naik also suggested regular visit of WTCA officials to India to interact with local industry and government officials for exchange of ideas to promote trade and investment.

The meeting was attended by representatives from WTC Goa, Jaipur, WTC Pune and other WTCs across India.

**The programme was held on September 29, 2023 at WTC Mumbai.**

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## WTC Bhubaneswar organises World Trade Day 2023



Lamp Lighting ceremony at World Trade Day & Annual Members Meet: (L-R) Mr. Sharad P. Upasani, Vice Chairman, MVIRDC WTC Mumbai; Mr. Rajen Padhi, Commercial Director, B-One Business House Pvt Ltd & Honorary Convener, WTC Bhubaneswar International Trade Promotion Think Tank; Mr. Saswat Mishra, IAS, Principal Secretary, MSME Department, Government of Odisha; Mr. Santosh Sarangi, IAS, Director General, Directorate General of Foreign Trade, New Delhi; Dr. Vijay Kalantri, Chairman, MVIRDC World Trade Center Mumbai; Ms. Petula Thomas, CEO, Indo-Australian Chamber of Commerce and Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar

**W**orld Trade Center Bhubaneswar observed World Trade Day 2023. It was held for the sixth consecutive year in Odisha with a view to create awareness on international trade and its impact on economic development and regional growth of the state. The event was marked by a discussion on the theme “International Trade - Growing Business Across Borders”.

The programme provided a unique platform for budding entrepreneurs, exporters and MSMEs of Odisha to discuss key issues pertaining to global business and understand the intricacies of international trade, explore new markets, learn from experts on the emerging opportunities that markets across the borders have to offer. The programme, through its networking session, also helped MSMEs of the state explore export opportunities with other countries encouraging them to participate in International Trade. Senior government officials and eminent experts from industry were present on the occasion to share their views.

During the programme, WTC Bhubaneswar also recognized the outstanding contributions of MSMEs, Small Businesses, Trade Promotion Organizations,

Companies and Businesses that have excelled in international markets by presenting them with awards under different categories and duly recognized their business leadership, achievements, and best practices.

A Memorandum of Understanding (MoU) was also inked with Orissa Small Scale Industries Association (OSSIA), Cuttack to explore areas of mutual co-operation and assist MSMEs to augment their market outreach and penetrate the global market. Further, the conveners and co-conveners of six sectorial think tanks, namely Tourism & Hospitality, Agriculture & Food Processing, International Trade Promotion, SIT (Start-up, Innovation & Technology), Smart City & Infrastructure and Women Entrepreneurs Forum were formally announced.

Mr. Santosh Sarangi, IAS, Director General, Directorate General of Foreign Trade, New Delhi, Government of India graced the occasion as the Chief Guest. In his keynote address, Mr. Sarangi mentioned, “India has a target to achieve USD 2 trillion export by 2023, one trillion each in merchandise and services. Currently our export is USD 450 billion, and to reach USD one trillion mark, we need to grow at year-on-year rate of 12



Dr. Vijay Kalantri, Chairman, MVIRDC World Trade Center Mumbai delivering special address at World Trade Day & Annual Members Meet 2023 of World Trade Center Bhubaneswar

percent. Similarly in service sector, we need to grow at 16.6 percent on an average every year. Odisha needs investment in Pharmaceuticals and Plastics sectors to grow its export scenario.”

He also spoke on the rise and significance of E-Commerce platforms. “Majority of the exporters are from places such as Mumbai, Delhi, Chennai, Gujarat etc and not from interior places of the state such as Sambalpur, Bolangir, Raygada etc. even though there is huge potential from such places.

In order to bridge the regional disparity in export performance, DGFT shall organize workshops focused on e-commerce in collaboration with the State Government. These workshops shall provide end-to-end assistance on on-boarding, payment gateways etc. We will also ensure the facilitation of Export Incentives like RoDTEP are made accessible. “We have recently signed three FTAs (Free Trade Agreement) and working towards signing more FTAs with countries in near future,” he added. He further suggested how WTC Bhubaneswar can help exporters of the state by handholding them as a bridge between the central as well as the state government to ensure Odisha has a better trade footprint on the global map.

Ms. Petula Thomas, CEO, Indo- Australian Chamber of Commerce graced the occasion as the Chief Speaker and hinted at the huge potential for trade collaborations between India and Australia in sectors like Metals & Mining, Food Processing, Educational Services etc. She highlighted how WTC Bhubaneswar can act as a great platform for such collaborations where both the

countries can work towards better trade relations and surge in bilateral trade.

Mr. Saswat Mishra, IAS, Principal Secretary, MSME Department, Government of Odisha, in his address, highlighted various aspects of State Export Policy and outlined the digital initiatives being undertaken by the state for facilitating the exporters for seamless execution of exports. He further announced about the Air Cargo services commencing from the month of September which shall provide much needed impetus to the exporters in Odisha to explore the international market. “Stakeholder Meeting has been scheduled where exporters from the state shall discuss with the officials of Indigo Airlines on various export related aspects,” he added.

Dr. Vijay Kalantri, Chairman, World Trade Center Mumbai, in his address, said, “There is a need to improve intra-regional connectivity with ASEAN and BIMSTEC countries to facilitate two-way trade. Also, India may explore settlement of trade with ASEAN and BIMSTEC countries in local currency. There is a need to give renewed thrust to intra-regional trade, which will open new vistas of export opportunity for India to the ASEAN, BRICS and BIMSTEC countries.”

Earlier in the session, Capt. Somesh Batra, Chairman, World Trade Center Bhubaneswar welcomed all the esteemed dignitaries, members of WTC Bhubaneswar and all other special invitees and highlighted the initiatives being undertaken by the center for accelerating the export scenario from the state as well as the next



Members of WTC Bhubaneswar, Special Invitees, and other attendees during World Trade Day & Annual Members Meet observed by WTC Bhubaneswar at Bhubaneswar

plan of action. He also outlined the objective of World Trade Day and its significance.

**Mr. Rajen Padhi**, Honorary Convener, World Trade Center Bhubaneswar International Trade Promotion Think Tank & Commercial Director, B-One Business House spoke on the initiatives undertaken by the center

to handhold the MSMEs to further explore international market in a purview to promote trade.

Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar proposed the vote of thanks.

**The event was held on July 21, 2023 at Bhubaneswar.**

## Srabani Farm to Fashion: An initiative to promote Sustainable Fashion



Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar receiving felicitation during the programme

Lions International District 32205, Bhubaneswar in association with World Trade Center Bhubaneswar organized “Srabani-Farm to Fashion” with an objective to promote sustainable fashion and encourage the designers as well as entrepreneurs working in the field of sustainable fashion. The idea was to spread awareness in the fashion sector to align in the path of sustainability and also recognize the talented and innovative designers.

A fashion show was organized where the unique sustainable designs of entrepreneurs from the state who represented WTC Bhubaneswar were showcased as a step towards the center’s initiatives to achieve UN Sustainable Development Goals (SDGs). Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar got felicitated in the category “Championing the cause for creating entrepreneurial ecosystem in Odisha” and Ms. T Sweta, Officer – Trade Promotion Officer, World Trade Center Bhubaneswar in the category “Support Services in creating entrepreneurial



Glimpses from the Fashion Walk themed on Sustainable Fashion by WTC Bhubaneswar members

ecosystem in Odisha” for their contribution in uplifting the MSMEs and enhancing the entrepreneurial ecosystem in the state.

**The event was held on July 26, 2023 at Hotel Swosti Premium, Bhubaneswar.**

## WTC Bhubaneswar inks MoU with Government e-Marketplace

Government e-Marketplace (GeM) is an initiative by Government of India as a Public Portal for procurement of goods and services for all Central Government departments as well as State Government Ministries, Departments, Public Sector Units (PSUs) and affiliate organisations. GeM portal aims to make public procurement process transparent, efficient, and inclusive.

World Trade Center Bhubaneswar organised a state level Conclave with a view to encourage the involvement of Odisha-based micro and small industries in government procurement through GeM. More than 100 Micro and Small Enterprises (MSEs) from Odisha were onboarded on the portal during the Conclave.

Mr. Saswat Mishra, IAS, Principal Secretary, MSME Department, Government of Odisha graced the occasion as the Chief Guest and appreciated the business opportunities that Odisha MSEs have received through GeM from both state and central government. He also urged the Odisha-based sellers and service providers to register on the GeM portal to participate in various tenders published on the portal.



Snippets from the MoU Signing Ceremony of World Trade Center Bhubaneswar and Government e-Marketplace

Mr. Prasant Kumar Singh, CEO, GeM highlighted platform's efforts to streamline the seller onboarding process while ensuring transparency, efficiency and inclusivity in tender participation. He further applauded

the participation of Odisha-based MSEs and acknowledged the support from various State Government departments in making GeM their preferred platform.

During the Conclave, a Memorandum of Understanding (MoU) was signed between World Trade Center Bhubaneswar and GeM with an aim to collectively facilitate the MSEs of the state to grow their businesses and explore better business opportunities.

Earlier in the session, Mr. Amardeep Gupta, Nodal Officer, GeM delivered the welcome address and highlighted unique functional features of the portal, MSE support through GeM Sahay – Collateral Free loans for MSEs, location-based filter for direct purchase through the portal, top category of products procured through GeM and how GeM is driving social inclusion.

Mr. Sudhansu Pradhan, Business Facilitator, GeM

informed about the GeM helpdesk and training to MSEs for onboarding as well as seller support on the portal. GeM also felicitated Odisha MSEs in various categories for their achievement. Finance, Health, Police, ET&IT and Skill Departments were also felicitated during the programme for their outstanding performance in public procurement as well as continued support to GeM platform.

Ms. Poma Tudu, Managing Director, Odisha State Medical Corporation Limited, Mr. Y Koyal, IG (Provision), Odisha Police and officials from various departments were also present at the Conclave.

**The Conclave was held on July 29 2023 at Bhubaneswar.**

## Meeting on Air Cargo Facilitation from Bhubaneswar Airport



Exporters from the state, esteemed dignitaries, representatives from various agencies and government officials interacting during the session

**A**ir cargo is a critical service that facilitates foreign trade and global economic development. The global economy depends on the ability on the air cargo operators for timely delivery of high-quality products at competitive prices to consumers worldwide. The biggest advantage shippers gain when shipping air cargo is speed, which can be as fast as same-day delivery. This mode of transportation offers the

fastest shipping times, as well as reliable arrival and departure times making it convenient for the exporters. WTC Bhubaneswar organised an interactive session on Air Cargo Facilitation from Biju Patnaik International Airport (BPIA).

Mr. Saswat Mishra, IAS, Principal Secretary, MSME Department, Government of Odisha chaired the session



Exporters from the state, esteemed dignitaries, representatives from various agencies and government officials at the post-event photo session

and deliberated on the role of MSME Department in facilitating exports from the state and the role of DEPM Odisha for accelerating exports. He also highlighted how cargo operations from Bhubaneswar would help in curbing financial losses incurred by exporters by using other airports of the country for their businesses having operations in the state itself. He urged the big players in the industry to initiate and operate from BPIA for their exports so that small industries will also follow suit. He further explained about the BCAS Certification for BPIA which is underway.

Mr. Prasanna Pradhan, Airport Director, Biju Patnaik International Airport, in his address, informed that the infrastructure issues are being taken up on a priority basis and they will be fulfilled by August 31st 2023. He deliberated on 20 observations of BPIA to be resolved in order to commence cargo operations.

Mr. Puspall Chakraborty, Senior Manager, Cargo Operations, IndiGo (InterGlobe Aviation Ltd.), BPIA deliberated on the IATA specifications being a crucial aspect of CARGO Operations. He further deliberated on the bonded cargo and international cargo operations, port sharing facilities and its significance, crucial European Stations for shared cargo operations, role of cargo agencies etc. In addition to that, he spoke on the relevance of direct flights to Dubai, Singapore, Bangkok, USA etc for the export of the state.

Mr. Debasish Sahani, Assistant Director, India Post, Bhubaneswar explained about the Dak Niryat Scheme of Government of India, parcel packaging facilities in post offices, cost value of consignments based on order value or weight, compensation schemes and tax refund

benefits for small exporters. He also highlighted the India Post Way Bill generation through DGFT Website to be reflected in ICEGATE.

Mr. Susanta Mishra, Joint Commissioner, Customs Commissionerate, Bhubaneswar spoke about 25 customs licenses crucial for cargo operations, role of Custom House Agents (CHAs) and charges for customs clearance during his deliberations in the session.

Mr. Rajen Padhi, Commercial Director, B-One Business House and Honorary Convener, International Trade Promotion Think Tank, WTC Bhubaneswar highlighted the role of CHAs and IATA regulations for Airway bills to be processed. He also outlined the bottlenecks in the sector and the resolutions that can be worked upon.

Representatives from AAICLAS (AAI Cargo and Allied Services Company Limited), DEPM Odisha and MPEDA (Marine Products Export Development Authority) Bhubaneswar were also present at the session. Exporters from various sectors also presented their issues and suggestions during the programme.

Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar moderated the session and proposed vote of thanks.

**The programme was held on August 2, 2023 at IDCO Towers, Bhubaneswar.**

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## High Level Stakeholders Consultation for Export through PICT



Representatives from International Cargo Operators, Senior Government Officials, Exporters and other stakeholders from the state during the meeting

**M** SME Department, Government of Odisha in association with World Trade Center Bhubaneswar organized a high level stakeholder's consultation meeting to boost cargo operations from Paradip International Cargo Terminal (PICT) of Paradip Port. Representatives from International Cargo Lines, leading exporters from the state and other stakeholders participated in the meeting.

Mr. Saswat Mishra, IAS, Principal Secretary, MSME Department, Government of Odisha deliberated on Odisha Export Promotion Policy to boost and assist exporters to enhance export from the state and feeder vessels to operate on weekly basis from the port to assist exporters.

Mr. Venkateswara Rao, Chief Logistics Officer, JSL made a detailed presentation on scope of Container Cargo Business through Paradip Port Terminal.

Mr. Rajen Padhi, Commercial Director, B-One Business House spoke about the cargo handling capacity of Paradip Port. He suggested that the cargo movement from Vishakhapatnam to Paradip takes about 14 hours which can be reduced by commencing cargo movement from Paradip.

Dr. Kamlesh Mishra, President, Sea Food Exporters Association of India – Odisha Region presented on the

industry perspective on the cargo operations and export scenario in the state and significance of value added products.

Mr. Archiman Lahiri, Deputy Director, MPEDA, in his address, highlighted the 44 marine products that have export potential in Odisha. He suggested exporters to use the Paradip Port for export business and revenue generation avenues for the marine exporters as well as the Port Authority.

Mr. P.L Haranadh, IRTS, Chairman, Paradip Port Trust spoke about the facilities offered by Paradip Port to become the most preferred port in the country. He also outlined the container traffic projection of the port, concession for vessel operators and collaborative measures to enhance exports from Paradip Port.

Stakeholders and representatives from major shipping lines discussed the bottlenecks for commencing cargo operations from PICT as well as provided a way forward to facilitate more cargo traffic at the port.

**The meeting was held on August 4, 2023 at Lok Seva Bhawan, Bhubaneswar.**

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## Asia Pacific Regional Meeting 2023



(L-R) Ms. Pamela Pascual, Chairman & CEO, WTC Metro Manila; Mr. Steven Kim, Executive Director & Head of Venue – Global Business Division, COEX; Ms. Dinh Thai Linh Huynh, CEO, WTC BDNC and Ms. Nimeshika Natarajan, Assistant Director, WTC Bhubaneswar during the panel discussion on Role of Exhibitions in Global Trade

World Trade Center Binh Duong New City, Vietnam hosted the Asia Pacific Regional Meeting (APRM) 2023 of the World Trade Centers Association Headquarters as the first in-person APRM after three years post Covid-19 pandemic. The event was attended by almost 450+ local Vietnamese business bodies, 23 representatives from 24 WTCs in the Asia Pacific (APAC) region. The programme was also attended by many other WTCs in the region through a virtual platform.

The theme for the APRM 2023 was “Transforming WTC Operations in the Digital Age”. The programme witnessed panel discussions on crucial topics relevant to the theme with keynote speakers addressing on the respective subject matter.

The first day of the programme kick-started with registration of the delegates, visit to the BIFA Wood Exhibition followed by welcome reception at Becamex Hotel New City. Mr. Vo Van Minh, Chairman of the Provincial People’s Committee of Binh Duong, delivered opening remarks.

It was followed by welcome remarks from Mr. Ngoc Thuan Pham, General Manager of Becamex IDC Corporation (the parent company of WTC BDNC), and Ms. Crystal Edn, WTCA Executive Director of Member

Services. Ms. Dinh Thai Linh Huynh, CEO of WTC BDNC, showcased WTC BDNC’s tremendous development in both facility and services since its inception in 2019.

The second day of the event witnessed the opening ceremony of APRM 2023 followed by plenary discussion where the representatives from WTC Binh Duong New City and Becamex IDC Corporation deliberated on the business opportunities in Binh Duong, doing business in Vietnam and the contributions as well as specialisations of the center. Ms. Crystal Edn, Executive Director-Member Services, WTCA highlighted the updates from WTCA headquarter, upcoming initiatives and digital transformation activities to be undertaken by the headquarters.

“It was an honor and privilege to have the opportunity to witness WTC BDNC grow, thrive and deliver a successful programme like this as one of our youngest members in the global WTCA family. After four years of development, WTC BDNC has solidly established itself as an integral part in Binh Duong’s service ecosystem and development as a leading smart city. We fully believe WTC BDNC will further boost its role and leverage the global WTCA network to contribute to Binh Duong’s development in international trade, investment, technology and innovation. We are also extremely happy to see the results from our collaboration with Becamex IDC, the



Delegates of WTCs in the Asia Pacific Region and organizers post successful execution of the Asia Pacific Regional Meeting 2023 held at WTC Binh Duong New City, Vietnam

leading industrial park infrastructure provider and operator in Vietnam and the APAC region. Together, we have made significant progress in our efforts to expand our footprint to deliver benefits to a broader business community within the region,” said Mr. Scott Wang, WTCA Vice President, Asia Pacific in his address.



Representatives from WTC Bhubaneswar, WTC Bengaluru, WTC Twente, WTCA HQ, WTCA Asia Pacific Regional Office, WTC Metro Manila and WTC Binh Duong New City during the facility tour of WTC Tower in Binh Duong New City, Vietnam

Ms. Xiang Li, Business Development Manager, Asia Pacific Regional Office, World Trade Centers Association and Ms. Adele Xhang, Programme Manager, Asia Pacific Regional Office, World Trade Centers Association accentuated the introduction and initiatives of APAC Regional Advisory Council, as well the services and programmes by APRO.

Panel discussions on Exhibition Industry, Real Estate and Trade Services were held. Mr Sharad Upasani, Vice Chairman, WTC Mumbai participated as a panellist in the panel discussion on Best Practices for Trade Services Session and deliberated on the trade education as well as trade development services facilitated by WTC

Mumbai and its three subsidiaries WTC Bhubaneswar, WTC Jaipur and WTC Goa.

Ms. Nimeshika Natarajan, Assistant Director, WTC Bhubaneswar represented WTC Mumbai and WTC Bhubaneswar as a panellist in the session on the Best Practices for Exhibition. She highlighted the We Trade Platform and outlined the success story of Connect India Programme hosted online by WTC Mumbai and its role as a virtual exhibition platform in the International Trade Scenario. She also highlighted the activities of WTC Bhubaneswar as a newly accredited member being a young WTC.

All the delegates from WTC across APAC visited the industrial area by BECAMEX IDC Corporation followed by a visit to WTC Binh Duong New City Facility on the third day of the event. The event concluded with Gala Dinner which witnessed various cultural programmes and signing of Memorandum of Understanding between WTC Mumbai and WTC Binh Duong New City. A reciprocity collaboration was also signed by WTC Mumbai and WTC Shenyang.

WTC Bhubaneswar team Ms. Nimeshika Natarajan, Assistant Director, WTC Bhubaneswar and Ms T Sweta, Trade Promotion Officer, WTC Bhubaneswar also paid a courtesy visit to Mr. Madan Mohan Sethi, IFS, Consul General of India to Vietnam and representatives from VCCI (Vietnam Chamber of Commerce and Industries) in Ho Chi Minh City to discuss the trade prospects between India and Vietnam.

**The meeting was held during August 9-11, 2023 at WTC Binh Duong New City, Vietnam.**

## Workshop on Export Awareness at Balasore, Odisha



(L-R) Mr. Rajen Padhi, Commercial Director, B One Business House Pvt Ltd and Honorary Convener, International Trade Promotion Think Tank, World Trade Center Bhubaneswar; Prof. Santosh Kumar Tripathy, Vice Chancellor, Fakir Mohan University, Balasore, Odisha; Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar and Ms. T Sweta, Trade Promotion Officer, World Trade Center Bhubaneswar

**E**xport is an engine of economic growth as it promotes employment generation, creates additional source of income for enterprises, addresses regional imbalance and brings foreign exchange to the nation. Exports also helps companies manage business risk by diversifying their market, besides helping nations strengthen relationship with foreign countries.

World Trade Center Bhubaneswar, in association with, Orissa Small Scale Industries Association (OSSIA) conducted a Workshop on Export Awareness to enhance the export scenario in the state. The workshop was organized as an initiative by the Export Facilitation Cell (EFC) under MSME Department, Government of Odisha. The event was further supported by Balasore Chamber of Commerce and Industries (BCIC) and District Small Scale Industries Association.

Mr. Rajen Padhi, Commercial Director, B One Business House Pvt Ltd and Honorary Convener, International Trade Promotion Think Tank, World Trade Center Bhubaneswar graced the occasion as a keynote speaker and presented a detailed presentation on the nuances of International Trade.

He explained the benefits of expanding business beyond borders, major highlights of International Trade, Basic Concepts of International Trade, India's Top 10 trading partners and relevance of General Agreement on Tariffs

and Trade (GATT) in regulation of world trade. He also shared an overview of the functions of global organisations such as World Trade Organization (WTO), World Customs Organization (WCO) and steps to start an export business. He further deliberated on Importer - Exporter Code (IEC), steps to apply for an IEC and the documents required for IEC. He also emphasised on the importance of Registration Cum Membership Certificate (RCMC), Export Promotion Councils (EPC) etc.

In addition to that, he briefed on the pre-shipment documents – Regulatory and Commercial documents, Incoterms, popular terms used in International Trade, Swift Code, Export Transaction & Bank Realization, Duty Drawback, RODTEP Scheme, modes of payment, types of LC (Letter of Credit), payment risk coverage, payment regulators, Customs Tariff Act 1975 and essential documents for clearance of import cargo. During his address, he also highlighted the key features of India's latest Foreign Trade Policy.

Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar, in her address, deliberated



Mr. Rajen Padhi, Commercial Director, B One Business House Pvt Ltd and Honorary Convener, International Trade Promotion Think Tank, World Trade Center Bhubaneswar delivering keynote address at the event

on the activities undertaken by the center to enhance entrepreneurship and promote exports from the state. She also suggested exporters to explore the Global Helpdesk Platform which acts as a useful tool for the exporters to identify potential buyers.

Earlier in the session, Mr. Deepak Kajaria, President, Orissa Small Scale Industries Association (OSSIA)



Participants along with representatives from WTC Bhubaneswar, OSSIA and BCIC post successful execution of the session

delivered the welcome address and also proposed vote of thanks.

On the sidelines of the event, top officials of WTC Bhubaneswar paid a courtesy visit to Prof. Santosh Kumar Tripathy, Vice Chancellor, Fakir Mohan University, Balasore, Odisha to discuss the possibility of raising awareness among the youth about emerging business opportunities in International Trade. Ms. Nimeshika Natarajan, Assistant Director, World Trade

Center Bhubaneswar, Mr. Rajen Padhi, Honorary Convener, International Trade Promotion Think Tank, World Trade Center Bhubaneswar and Ms. T Sweta, Trade Promotion Officer, World Trade Center Bhubaneswar discussed this proposal with Mr. Tripathy.

**The event was organized on August 25, 2023 at Balasore, Odisha.**

## Women Entrepreneurs learn role of ICDs in facilitating foreign trade



Women Entrepreneurs from various sectors along with the officials of WTC Bhubaneswar and Jindal Stainless Steel during the visit to JSL ICD Facility

**E**xports are key drivers of economic growth as they create additional employment, increase domestic production and promote regional growth.

In international trade, logistics plays a vital role in the economy as it facilitates the movement of goods from suppliers to manufacturers, then to sellers or distribu-

tors and eventually to the buyers. This supply chain involves movement of goods across roads and highways, ports, railways, airports including dry ports, warehousing infrastructure etc.

World Trade Center Bhubaneswar conducted a visit to the ICD (Inland Container Depot) of Jindal Stainless Steel Limited for Women Entrepreneurs as an initiative

by the Export Facilitation Cell under MSME Department, Government of Odisha to promote exports. The objective of the initiative was to understand the intricacies of logistics in International Trade, especially the role of ICD Facility of Jindal Stainless Steel Limited in providing logistics solution for the entrepreneurs of the state.

Around 25 Women Entrepreneurs from the state got an opportunity to explore the facility and it served as a useful learning experience for bolstering Women in Entrepreneurship. An interactive session was conducted with Mr. Deepak Agarwal, Unit Head, Jindal Stainless Steel, Mr. V. Venkateswara Rao, Head – Logistics and other senior officials from the JSL Management including the Customs Officials to discuss further the bottlenecks faced by entrepreneurs and the

way forward. Earlier in the interactive session, Ms. Nimeshika Natarajan briefed on the role of WTC Bhubaneswar in facilitating and handholding the women entrepreneurs and further assisting them to grow their businesses.

The visit served as an opportunity to support women-led businesses by providing cost effective alternatives for import-export services, ultimately reducing freight charges and making international trade more accessible to them.

**The visit was conducted on September 4, 2023.**



## Management Development Programme on Export Marketing



Ms. Nitisha Mann, IES, Deputy Director, MSME-DFO Cuttack delivering her inaugural address on the first day of the workshop

**I**nternational trade enables countries to expand their markets and access goods and services that otherwise may not have been available domestically. This makes the market more competitive, ultimately resulting in competitive pricing and availability of affordable products to the consumer.

Export marketing is not just a process to find buyers/importers and approach them with the expectation of export orders but a well-planned strategic marketing process for the exporters to earn profits in the global market by competing with the other brands. The features of export marketing include a systematic process, customer focus, trade barriers, trading blocs,

three-faced competition, documentation, the dominance of multinational corporations, diverse customs and traditions, large scale operations, subject to regulations, marketing- mix and international marketing.

It is crucial to build a detailed export marketing plan, based on market research, for each of the targeted overseas markets. An export marketing plan should consider the chosen approach to the market as well as the plans for logistics, order fulfilment, customer service and supplier management.

In this context, a five-day training programme on Export



Participants along with esteemed guests, officials of MSME-DFO Cuttack and WTC Bhubaneswar during the certificate distribution ceremony post successful completion of the programme

Marketing was jointly organized by MSME-DFO, Cuttack, World Trade Center Bhubaneswar and MSME Department, Government of Odisha.

The first day of the training programme commenced with an inaugural address by Ms. Nitisha Mann, IES, Deputy Director, MSME-DFO Cuttack. In her address, she briefed the participants about the programme and deliberated on the role of MSME-DFO, Cuttack in handholding and implementing various schemes and policies framed by the Government of India for the Micro, Small & Medium Enterprises.

Mr. Manas Ranjan Parida, Assistant Superintendent – Mails, O/o of Chief Post Master General, Bhubaneswar outlined the Dak Ghar Nirayat Kendra initiative to facilitate exports of MSMEs and its comprehensive plan to make the network useful for One District One Product (ODOP) and small businesses with an aim to make each district in the country proficient in manufacturing, branding, and marketing one kind of product. They further spoke on the product features, international mail products, source of documents for new products, benefit of customer portal of DNK, parcel helpline, prohibited products etc.

Mr. Rajen Padhi, Commercial Director, B One Business House and Honorary Convener, International Trade Promotion Think Tank, World Trade Center Bhubaneswar explained the International Marketing, process of Export Marketing, challenges in export marketing, export strategy, suggestive tips for exporters and other nuances in export business.

Highlighting the nuances of Odisha Export Policy 2022, Mr. P K Mohanty, OSD to Director, Directorate of Export

Promotion and Marketing (DEPM), Government of Odisha, briefed the participants on the focus sectors of Odisha Export Policy 2022, provisions under the scheme, fiscal incentives, export scenario and performance of Odisha, as well as product-wise exports from the state in the last five years. He also spoke on other topics like how to start an export business, ways to process an export order, documentation for imports/exports and basic branding of the goods.

Mr. Sribas Nath, IRS, Deputy Commissioner, CGST & Customs, Bhubaneswar Zone deliberated on mandatory documents for exports including bill of lading, commercial invoice cum packaging list, shipping bill/bill of export and other additional documents. He also gave a detailed presentation on customs procedures, export promotion schemes, IGST/ITC Refund, drawback and RoDTEP.

In his session on the Indian Fisheries Scenario, Mr. Archiman Lahiri, Deputy Director, Regional Division, MPEDA Bhubaneswar discussed the significance of Indian Seafood Sector and its export performance, Odisha's Fisheries Infrastructure, SWOT analysis, regulatory and developmental functions of MPEDA, relationship between different stakeholders in Seafood Export Sector, value added seafood products and EIC Regulations for seafood exports.

Mr. Kamal Sahoo, Head – Odisha Chapter, FIEO during his address, spoke about the One District One Product (ODOP) Scheme in Odisha, Geographical Indications (GI) tags of the state, significance of e-commerce in export market and gave a detailed presentation on Indian Trade Portal.

In his presentation, Mr. Subas Kumar Sahu, Assistant Director, MSME-DFO Cuttack spoke in detail about the modern trends in packaging which encompassed the concept, criteria and materials involved in packaging a good. He also delved into eco-friendly packaging options and hazardous goods and handling labels.

Mr. Ankit Rathor, Manager, ECGC Limited, Bhubaneswar explained the export credit guarantee schemes, while Mr. Jitendra Senapati, AGM, State Bank of India Bhubaneswar and Mr. Abhishek Gaurav, State Bank of India, Bhubaneswar highlighted the banking schemes for exporters/potential exporters.

During Valedictory Session, Ms. Nitisha Mann, IES, Deputy Director, MSME-DFO Cuttack spoke about the Udyam Registration procedure, Government e-Marketplace, various cluster development programmes and proposed the vote of thanks.

The session was moderated by Ms. Nimeshika Natarajan, Assistant Director, World Trade Center Bhubaneswar.

**The workshop was held from September 25 - 30, 2023 at Institute of Entrepreneurship Development (IED) Bhubaneswar.**

■

## Programme on Export Awareness and E-Commerce Promotion



Esteemed dignitaries and special invitees during the outreach programme

**E**xports are crucial for modern economies as they provide both people and firms access to newer markets for their goods/services. One of the core functions of diplomacy and foreign policy between governments is to foster economic trade, encouraging exports and imports for the benefit of all trading parties.

EPCH (Export Promotion Council for Handicrafts) is a non-profit organization with the objective of promoting, supporting, protecting, maintaining, and increasing the export of handicrafts from the country. As the apex body of handicrafts exporters, its aim is to not only boost handicrafts exports from India, but also project the nation's image abroad as a reliable supplier of high-quality handicrafts goods and services. The EPCH organizes seminars and workshops throughout the year on various trade-related issues for its member exporters.

With the goal of promoting and facilitating exports of handicraft products from various districts of Odisha, the EPCH organized an Export Awareness and E-Commerce Promotion Programme under the Niryat Bandhu Scheme of DGFT. The programme intended to provide valuable insights and practical knowledge to entrepre-

neurs looking to expand their operations in the global market. Such initiatives support potential exporters by helping them understand the nitty-gritty of foreign trade through counselling and outreach programmes.

The export outreach programme also aimed at targeting specific MSME clusters including entrepreneurs engaged in the handicraft industry in various districts of Odisha. The seminar aimed to bring together esteemed speakers and industry experts from the Government of India, State Departments, and other renowned organizations.

Mr. Dilip Tibrewal, Executive Director, Welfin International and Associate Member, WTC Bhubaneswar represented the Center and during his address deliberated on the export potential of handicrafts in the global market. He also spoke on the potential of the sector in e-commerce platform, marketing trends etc.

**The programme was held on Friday, September 29, 2023 at Bhubaneswar.**

■

## Udyam Registration Camp creates awareness among MSMEs



Mr D. R Johari (operating the Laptop) Assistant Director MSME DFO Goa and Mr. Cyril Desouza (to his left.) Assistant Director – Trade Promotion, WTC Goa explaining the Udyam Registration process to the delegates who attended the Camp

**A**ny person who intends to establish a Micro, Small or Medium Enterprise (MSME) can file for Udyam Registration. This registration assigns a unique permanent identity Number which will be known as “Udyam Registration Number”.

This unique identity number is very important for the MSME in order to avail of any of the facilities or schemes which the Government of India has introduced for them. Upon Registration, MSMEs can avail of a host of the benefits which include Subsidy on Patent Registration, Exemption of Overdraft Interest fee, Protection against delayed payments, Extended Tax Benefits, among many others.

It is very important to note that the Public Sector Undertakings (PSUs, through the Public Procurement Policy have to make 25% of their procurement from Indian MSMEs, out of which a sub-target of 4% is reserved for enterprises owned by Schedule Caste

(SC)and Schedule Tribe (ST) entrepreneurs. Similarly, a sub target of 3% is also reserved for the benefit of enterprises owned by Women Entrepreneurs. The Udyam Registration is a must have registration for MSME entities seeking to avail the benefits as enumerated above.

However, due to oversight or for lack of knowledge, some of the MSMEs especially belonging to the SC / ST and Women Entrepreneurs have not yet done their Udyam Registration and hence cannot avail of the benefits available to them.

In light of this, a special Udyam Registration Camp was jointly organized by World Trade Center Goa and the MSME Development and Facilitation Office (MSMEDFO) Goa, with an express objective of onboarding the SC/ST and Women Entrepreneurs.

Delegates who attended the camp were explained about the process of Udyam Registration on a one-to-one basis and were ably guided by Mr D. R Johari , Assistant Director, MSME DFO Goa as well as Mr Cyril Desouza Assistant Director, World Trade Center Goa.

Many more such camps are sought to be organized at different venues in Goa during the year so that the benefits of Udyam Registration can be shared with all those who have intentions of setting up enterprises in the days and months to come.

**The Udyam Registration Camp was held at World Trade Center Goa on July 31, 2023.**

## Goa's Marine Products may soon reach West Africa

**G**oan seafood is increasingly sought after on account of its nutritious value as well as its freshness. World Trade Center Pune started this enquiry for Export of Marine Products to West Africa and World Trade Center Goa responded ably by gaining support for this export opportunity.

Accordingly, three companies from Goa responded to

the call for supply of six refrigerated marine containers per month comprising four containers of Mackerel and two Containers of Sardines.

The companies that responded were Pinto Global Impex -ably represented by Mr. Gabriel Pinto and Pica -Peixe enterprises and Lawrenceburg enterprises Goa ably represented by Mr. Lawrence.



A webinar was held on the Zoom Platform to address all issues regarding this supply as well as request for quotations.

**The webinar was organised on September 7, 2023.**

## Commercial Farming to get a boost in Goa

Goa boasts of a thriving agricultural sector just like other states. However, the state's farming sector is driven by cultivation of food crops, especially rice, instead of commercial crops. But there are certain factors that could soon alter this situation for Goa.

Goa imports a huge quantity of palm oil. There is huge policy thrust in recent years in the country to increase the blending of Ethanol with Petrol. This policy could be a game changer for Goa, encouraging farmers to cultivate Sugarcane as a cash crop, as it is the principal source of Ethanol Production.

These two developments can be advantageous to Goa as the state has agricultural land which can be used for cultivation of palm and sugarcane which are prime raw materials for the production of palm oil and ethanol respectively. Goa's exports of Cashew and Arecanut also provides a huge potential for boosting farmers' income



and positively impacting Goa's economy. With a view to understand the nuances of commercial growing of crops on a large scale as well as facilitate dialogue for future partnership or joint ventures, WTC Goa organized a farm visit to Din Bosco Farm, Sulcona Goa.

**The visit took place on September 30, 2023 at Sulcona Goa.**

## Training and technology for Apparel and Design Industry



Mr. Dharmendra Singh, Regional Head of Apparel Training and Design Center (ATDC), Jaipur addressing the audience

**I**n today's competitive world, retention of employees and providing quality products to customers is paramount. When workers undergo technical know-how training, it enhances their skills and confidence on the job. This will lead them to work more competently and effectively.

With a view to emphasizing such ever-expanding needs for strengthening employer-employee relations, World Trade Center Jaipur organized a round table discussion inviting Mr. Dharmendra Singh, Regional Head of Apparel Training and Design Center (ATDC), Jaipur and Training Resource Personnel, Mr. Vinod Bairwa and Ms. Kusum Joria to interact with the participants and emphasize the need for learning emerging technologies in Apparel trade and Design sector.

Mr. Dharmendra emphasized, "Today, training of human resources in the clothing sector is a topmost priority for new age companies looking to compete in the global market. When new units are launched, the need for skilled manpower is focused on first and it takes center stage, requiring it to be well-planned and introduced at the inception, to say immediately after the induction of an employee.

In addition, new operators and workers should receive live training on the manufacturing line as well. Today, new technologies like 3D body scanning, augmented reality and even virtual sampling have made the fashion business more and more advanced."

Mr. Dharmendra further added, "Technology today has an influence on every feature of fashion, from mechanization to bespoke clothing, design, delivery, and

promotion. Very soon, we will see that robotics will take over the manufacturing processes, like robots cutting and stitching cloth, and taking it further, Artificial intelligence predicting trends and showcasing products virtually."

Mr. Bairwa informed about the training programmes that ATDC has curated for aspirants so that they can become industry-ready and be more employable within the sector. He said "Sewing Machine Operator, Fabric Checker, Inline Checker, Layer Man, Measurement Checker, Fashion Designer, Export Assistant, Garment Cutter-CAM, Quality Assessor, Advance Pattern Maker (CAD-CAM), Merchandiser, Pressman, Sampling Tailor, Hand Embroiderer, Framer-Computerized Embroidery Machine, Embroidery Machine Operator, Q C Executive-Sewing Line, Sampling Coordinator, Production Supervisor (Sewing), Assistant Fashion Designer, Boutique Manager, Finisher, Industrial Engineer (IE) Executive, Line Supervisor Stitching, Machine Maintenance Mechanic (Sewing Machine), Packer, Pattern Master, Self-Employed Tailor, Sewing Machine Operator- Knits and Specialized Sewing Machine Operator are amongst the various skills that we offer currently to benefit existing or prospective employees in an organization."

Ms. Kusum said, "We today proudly provide skilled and well-trained, industry-ready human resources to the textile-apparel value chain in order to improve the technical and design edge in apparel manufacturing and merchandising as per international benchmarks. ATDC today helps upgrade the technical and technological skills of human resources to improve quality, productivity, and efficiency levels of the downstream apparel industry in particular."

Many participants also sought guidance from distinguished speakers in understanding concepts of product lifecycle management and PLM Software for the Garment Industry.

Mr. Navneet Agarwal, Assistant Director, World Trade Center Jaipur proposed vote of thanks for the event.

**The roundtable was organised on July 15, 2023 at Jaipur.**

■

## Roundtable on bridging gender gap in science and technology

World Trade Center Jaipur organized a programme to celebrate the roaring success of Chandrayaan 3 and invited guest speakers and participants to a roundtable discussion to brainstorm the increasing Role of Women in Science, Space and Technology at Rajasthan International Center, near Bhamashah State Data Centre, Jhalana Doongri, Jaipur.

Mrs. Utsav Sharma, Nodal officer, Mahila Adhikarita, Directorate of Women Empowerment, Government of Rajasthan Jaipur graced the occasion as a special guest and enlightened the participants with her immense knowledge and experience. Guest speakers Mrs. Girija Sharma, President, of Dream World Foundation, Jaipur and Mrs. Hemlata Vyas, Agency Partner, Kotak Life Insurance, Jaipur also participated and shared their views with the attendees.

Mr. Navneet Agarwal, Assistant Director, World Trade Center Jaipur congratulated all and remarked, "It is a proud moment for all of us today, with Chandrayaan-3's success, we have become the first country to land on the south pole of the Moon. It's a milestone moment and today the perception of the entire world towards the capabilities of Indian scientists and researchers working on limited resources has changed and the humanity will remember our contribution in space research forever. The nation once again comes united and congratulates the entire ISRO team."

Mrs. Utsav Sharma said, "The four disciplines of STEM (Science, Technology, Engineering, and Math) are the four pillars of our economy and it is expected that the future generations will learn, understand and apply the concepts of science and technology for the progress of the nation.

Today, enrollment of female in primary school education is on the rise and consequently, the number of women taking STEM courses in higher education has risen leading to improved ratio of boys and girls seeking education in science, mathematics and technology from all sections of the society."

Mrs. Utsav Sharma concluded by pointing out, "I believe that such awareness sessions could be organized at various primary and secondary schools and even at institutional levels so that women participants are made



Mrs. Utsav Sharma, Nodal officer, Mahila Adhikarita, Directorate of Women Empowerment, Government of Rajasthan (4th from left) addressing the roundtable on "Role of Women in Science, Space and Technology"

aware of the emerging opportunities in the field of Science, space, and technology and rapid progress could be made through their hard work, innovative ideas and meticulous thinking."

In her remarks, Mrs. Hemlata Vyas recalled the government's initiative, "In addition to multiple fellowship programmes today, to enhance women's participation in S&T domain, DST (Department of Science and Technology) has launched several schemes to support research infrastructure, including state-of-the-art laboratories under the 'Consolidation of University Research through Innovation and Excellence (CURIE) Programme'"

Mrs. Girija Sharma recalled, "The Council of Scientific & Industrial Research (CSIR) has supported government initiatives further, giving a relaxation of five years in the upper age limit to women candidates to be eligible for award of Fellowships to pursue doctoral and post-doctoral research in science & technology."

Mr. Navneet Agarwal proposed vote of thanks for the programme.

**The programme was conducted on August 26, 2023 at Jaipur.**

## Promoting international trade through education



Center: Adv. Meenakshi Sharma, Director- Rajasthali SSC, Jaipur, and (to her left), Er. Ashok Gurjar Doi

Every year, September 5 is observed as Teachers' Day to commemorate the valuable role of teachers in producing productive youth for the overall development of the society. This day is also celebrated to pay tribute to Bharat Ratna Dr. Sarvepalli Radhakrishnan, who is the legendary Indian philosopher, statesman and who served as the second President of India from 1962 to 1967.

World Trade Center Jaipur organized a panel session on 'Trade in Education under the GATS Framework' in memory of Bharat Ratna Dr. Sarvepalli Radhakrishnan to highlight the prominence of education in promoting international trade and economic prosperity to the Nation.

Distinguished Guest speaker, Adv. Meenakshi Sharma, Director Rajasthali SSC, Jaipur shared Dr. Sarvepalli's vision, "A meaningful life is only possible through adequate knowledge of science, building values such as courage, determination, having the strength of character

and an ethical way of living."

Engineer Ashok Gurjar Doi, Director of Sunflower Academy, Jaipur also recalled the legendary philosopher's ideas and ethos. He said, "The main purpose of academia is not to grant degrees and diplomas but to nurture future leaders of society by inculcating human values and building character among youth. Educators play an important role in shaping the future of youth. If we fail to deliver, we cannot develop tomorrow's entrepreneurs, traders, exporters, and engineers."

Guest speaker Mrs. Pooja Sharma, Social Activists and President, Jalmahal Block, Rajasthan Congress Committee, Jaipur emphasized the need for entrepreneurial training and including a subject on international economic relations in academic curriculum to encourage youth to opt for career in foreign trade."

Mrs. Sharma speaking on the subject of education, remarked, "Trade in services is an essential part of international commerce and it is regulated by World Trade Organisation's General Agreement on Trade in Services (GATS). Industry associations may conduct knowledge sessions about the various agreements under WTO so that exporters and importers are made aware of the various provisions in these agreements that govern foreign trade."

Mr. Navneet Agarwal, Assistant Director, World Trade Center Jaipur proposed vote of thanks.

**The event was held on September 5, 2023 at Jaipur.**

## WTC Jaipur observes Hindi Diwas

Hindi is the most widely spoken language in the world after English and Chinese mandarin. Every year, Hindi Diwas is observed on September 14 to commemorate its adoption as one of the official languages of the nation. World Trade Center Jaipur observed Hindi Diwas by organizing a brainstorming session on "Article 351- Directives for Development of Hindi Language & Attaining Prosperity in Global Trade Through Hindi". The session was

conducted at Rajasthan Shikshak Prashikshan Vidyapeeth, Shahpura Bagh, Jaipur.

In her remarks, keynote speaker Dr. Manisha Sharma, Principal, Rajasthan Shikshak Prashikshan Vidyapeeth, Jaipur highlighted the emphasis laid by Indian Constitution for promoting Hindi language. Dr. Sharma said, "The Constitutional provisions of the Eighth schedule, which deals with official languages in India,



(from left to right): Mr. Navneet Agarwal, Assistant Director, World Trade Center Jaipur (2nd from left), Mrs. Priya Kapoor, Founder, Rishikul Vijay (3rd from left), Dr. Manisha Sharma, Principal, Rajasthan Shikshak Prashikshan Vidyapeeth, Jaipur (4th from left) along with other dignitaries at the session

occurs in article 344(1) and 351 of the Constitution. Article 351 of the Constitution provides that it shall be the duty of the Union to promote Hindi language as a medium of expression for all the elements of the composite culture of India and to secure its enrichment by assimilating without interfering with its genius, the forms, style and expressions used in Hindustani and in the other languages of India specified in the Eighth Schedule, and by drawing, wherever necessary or desirable, for its vocabulary, primarily, on Sanskrit and secondarily on other languages. Thus, it appears that the Eighth Schedule was intended to promote the progressive use of Hindi and promote that language.”

Guest of Honour, Mrs. Priya Kapoor, Founder, Rishikul Vijay, said, “The Eighth Schedule of the Constitution consists of the following 22 languages, Assamese, Bengali, Gujarati, Hindi, Kannada, Kashmiri, Konkani, Malayalam, Manipuri, Marathi, Nepali, Oriya, Punjabi, Sanskrit, Sindhi, Tamil, Telugu, Urdu, Bodo, Santhali, Maithili and Dogri. Of these languages, 14 were initially included in the Constitution. Sindhi language was added through the 21st Amendment Act of 1967. Konkani, Manipuri, and Nepali were included by the 71st Amendment Act of 1992. Bodo, Dogri, Maithili and Santhali were added by the 92nd Amendment Act of 2003 which came into force in 2004.”

Mrs. Priya further added, “The Constitution also recognizes the need to preserve and promote the linguistic diversity of India, as it includes provisions for the protection and promotion of regional languages.

Hence, it is significant to note that the aim of Article 351 of the Indian Constitution is not to enforce Hindi on non-Hindi speaking regions, but to improve and progress the language, in a way that it serves as an inclusive medium of expression for diverse cultures of India, while also encouraging multilingualism.”

Proposing vote of thanks for the event, Mr. Navneet Agarwal, Assistant Director, World Trade Center Jaipur remarked about the importance of Hindi as a tool to attain prosperity in global trade. Quoting the Prime Minister, he said, “As our Honorable Prime Minister highlighted in Tashkent, “The popularity of a language is linked with the financial might of the country and the importance of Hindi was set to increase with India marching rapidly towards economic prosperity”.”

**The session was organised on September 14, 2023 at Jaipur.**

## Session creates awareness on schemes for MSME finance



CA Ankur Kumar Gupta, Mr. Navneet Agarwal, CA Vishnu Goyal, CA Vishnu Agarwal, CA Ruchi Gupta, Treasurer, ICAI Jaipur

**G**overnment of India has introduced several schemes to promote flow of formal credit to the micro, small and medium enterprises (MSMEs). In order to create awareness about these schemes, WTC Jaipur organised a brainstorming session in association with Institute of Chartered of India (ICAI) Jaipur, Branch (CIRC) and Federation of Rajasthan Trade and Industry (FORTI) Rajasthan. The session generation discussion on various financial support schemes of Government of India for MSMEs.

Speaking on this occasion, CA Vishnu Agarwal, Chairman, ICAI Jaipur informed, "I would like to reiterate one of the government's most successful schemes, as per the NSSO survey (2013), there are around 5.77 crore small/micro units in the country, engaging around 12 crore people, mostly individual proprietorship/Own Account Enterprises. More than 60% of these units are owned by persons belonging to Scheduled Castes, Scheduled Tribe, or Other Backward Classes."

Most of these units are outside the formal banking system and hence are forced to borrow from informal sources or use their limited-owned funds. MUDRA Loan Scheme has been proposed to bridge this gap. MUDRA Loan Scheme will aim to increase the confidence of aspiring youth to become first-generation entrepreneurs as well as of existing small businesses to expand their activities."

CA Agarwal further added, "MUDRA loans are extended by banks, NBFCs, MFIs and other eligible financial intermediaries as notified by MUDRA Ltd. The Pradhan

Mantri MUDRA Yojana (PMMY) announced by the Hon'ble Prime Minister on 8th April 2015, envisages providing MUDRA loans, up to Rs. 10 lakh, to income-generating micro enterprises engaged in manufacturing, trading and services sectors. The overdraft amount of Rs. 5000 sanctioned under PMJDY has also been classified as MUDRA loans under Prime Minister MUDRA Yojana (PMMY).

The MUDRA loans are extended under the following three categories, loans up to Rs. 50,000/- (Shishu) Loans from Rs. 50,001 to Rs. 5 lakh (Kishore), and Loans from Rs. 5,00,001/- to Rs. 10 lakhs (Tarun). More focus would be given to Shishu."

CA Vishnu Goyal, the session's subject matter expert informed, "The Credit Guarantee Fund Scheme for Micro and Small Enterprises (CGS) was launched by the Government of India (GoI) to make available collateral-free credit to the micro and small enterprise sector. Both the existing and the new enterprises are eligible to be covered under the scheme."

CA Goyal further added, "The Ministry of Micro, Small and Medium Enterprises, GoI and Small Industries Development Bank of India (SIDBI), established a Trust named Credit Guarantee Fund Trust for Micro and Small Enterprises (CGTMSE) to implement the Credit Guarantee Fund Scheme for Micro and Small Enterprises. The scheme was formally launched on August 30, 2000. The corpus of CGTMSE is being contributed by the GoI and SIDBI in the ratio of 4:1 respectively."

He continued further, "Apart from these schemes, MSMEs have many other schemes to opt from for their growth and expansion."

CA Ankur Kumar Gupta, Secretary, ICAI, Jaipur Branch shared his views on the Credit Guarantee Scheme for Subordinate Debt (CGSSD) and The SIDBI Make in India Loan for Enterprises (SMILE).

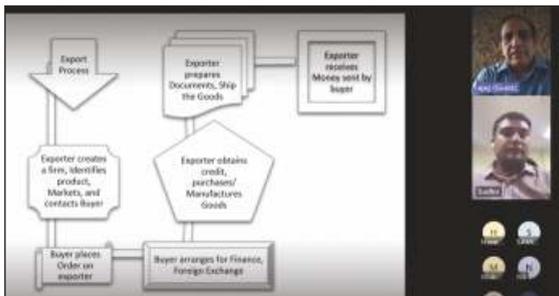
Mr. Navneet Agarwal, Assistant Director, World Trade Center Jaipur proposed vote of thanks

**The session was organised on September 23, 2023 at Jaipur.**

## Training series on international trade for exporters and importers

World Trade Institute, the education wing of WTC Mumbai, continued to organize the next quarter training series on key topics concerning international trade. The following were the sessions conducted:

- Module 5 session on 'Export and Import Procedures' was held in August and was conducted by Mr. Ajay Srivastava.



The session dealt with the details of procedures and documentation requirements.

- Module 6 session on 'WTO Rules and Negotiations for Business' discussed in depth promotion of business interests through WTO rules and negotiations. The session was conducted by Mr. Abhijit Das.
- Module 7 session on 'India's Free Trade Agreements in Business' was conducted by Mr. Ajay Srivastava.



S. No	Name of the Agreement	Region
1	India - Sri Lanka FTA	Immediate neighbors
2	Agreement on SAFTA	
3	India Nepal Treaty of Trade	
4	India - Bhutan Agreement on Trade Commerce and Transit	
5	India - Thailand FTA - Early Harvest Scheme (EHS)	ASEAN
6	India - Singapore CECA	
7	India - ASEAN- CECA - Trade in Goods, Services and Investment Agreement	
8	India - Maldives CECA	Japan, S. Korea
9	India - South Korea CEPA	
10	India - Japan CEPA	Recently signed
11	India-Mauritius FTA	
12	India-UAE FTA	
13	India-Australia CECA	

The discussions revolved around how businesses could reap the benefits of international trade by leveraging Free Trade Agreements (FTAs) signed with numerous countries worldwide.

Modules five, six and seven were held on July 7, August 4 and September 8, 2023 respectively.

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## Skilling initiatives of Center of Excellence



Mr. Rahul Narwekar, Speaker of the Maharashtra State Legislative Assembly (6th from left) and Ms. Harshita Narwekar, Former Corporator, MCGM (7th from left) at the inauguration of Certificate Course in Geriatric Care. Also seen in the photo are (From left to right): Capt. Gulati, Council Member, WTC Mumbai; Mr. Premal Udani, Managing Director, Kaytee Corporation Pvt. Ltd; Mrs. Nirmala Samant Prabhavalkar, Former Mayor of Mumbai; Dr. Vijay Kalantri, Chairman, WTC Mumbai; Ms. Rupa Naik, Executive Director, WTC Mumbai (8th from left) and Mr. Arun Meghani, Council Member, WTC Mumbai (extreme right)

**A**s a skill development initiative to train, up-skill and help find employment for participants from the Economically Weaker Section (EWS) of the society, World Trade Center Mumbai's M. Visvesvaraya Center of Excellence launched or designed a few courses in the following segments.

### Certificate course in Geriatric Care:

This 30-hour certificate course spanning two-month was launched in association with the Center for Study of Social Change (CSSC), where 17 beneficiaries were trained by experts in the field of Geriatric Care. The entire project was supported by the I&H Udani Charitable Trust.

This course was launched by **Mr. Rahul Narwekar, speaker of the Maharashtra state legislative assembly** in presence of several dignitaries like **Ms. Harshita Narwekar, Former Corporator, MCGM; Dr. Vijay Kalantri, Chairman, WTC Mumbai and Ms. Rupa Naik, Executive Director, WTC Mumbai.**

This Geriatric Care course not only up-skilled the beneficiaries, which in turn will help them in their employment efforts, but also ensured holistic social welfare. The curriculum was designed in such a way that the beneficiaries were trained in managing the basic medical conditions of the elderly. The sessions also focused on rehabilitation and mental health issues of seniors.

The final exam was taken by the chief matron of Sushrusa Hospital, while the practical sessions were held at Nair Hospital.

The CSSC as well as Udani Trust along with Ms. Harshita Narwekar are making joint efforts to place these 17 trained beneficiaries.

The second batch of this course will begin by the end of the year.

**This course was conducted from April 22- June 22, 2023 at WTC Mumbai.**

### Hygiene Pro

'Project Hygiene Pro' was conducted in partnership with Mumbai based Shrmik Hospitality where 17 beneficiaries from the Economically Weaker Sections of the society were selected for training in corporate house-keeping. Expert trainers from Shrmik Hospitality held sessions on how to handle chemicals, various cleaning machines and equipments. Basics social and communication skills were also taught during the course. All 17 participants were successfully placed after the completion of the course.

**This course was conducted from May 10 - May 17, 2023 at WTC Mumbai.**

### Export Documentation and Procedures

This course was designed for 20 beneficiaries to learn international marketing along with foreign trade policy. Expert faculty from WTC Mumbai's Academy of Trade trained graduate students on regulatory and commercial documents, EDI procedure of documents and

payment terms. Support Hand Foundation and Survival Technologies supported this project.

**This course was conducted from June 19 - July 10, 2023 at WTC Mumbai.**

## Workshop on GST Litigation

**M**VIRDC World Trade Center Mumbai's Skill Development Center organized a one-day exclusive workshop on 'Master GST LITIGATION'. The workshop was conducted by GST consultant **Ms. Anindita Chatterjee, Partner, TCN Global and Economic Advisory Services LLP.**

It has been more than five years since the introduction of GST and a large number of writ petitions and advance ruling applications are being filed every day to settle ambiguities and disputes between assesses and tax authorities. More than thousands of circulars and notifications have been issued under GST till date in order to streamline compliance procedures.

During the workshop, Ms. Chatterjee discussed the interpretation of notices, drafting replies to them, preparing documents, and filing applications for appeals at various fora. She outlined practical solutions (including laying emphasis on the vital provisions of GST Law in India and relevant provisions of the

Constitution of India) for issues faced by registered taxpayers across India.

Ms. Chatterjee also guided the professionals on major reconciliation statements or data which every registered taxpayer should keep ready from the very beginning of every financial year so that they are better prepared to face litigations. Necessary guidance was also provided on ways to handle Appellate Proceedings/ Directorate General of GST Intelligence etc.

The workshop was attended by professionals from multiple industries (Including Banking Sector, Manufacturing Sector etc.) who shared their issues before the forum and sector-wise each issue was discussed in detail by Ms. Chatterjee.

**The workshop was held on April 27, 2023 at WTC Mumbai.**



Participants at the workshop on 'Master GST LITIGATION' along with Ms. Anindita Chatterjee, Partner, TCN Global and Economic Advisory Services LLP and Ms. Smita Deshmukh, Head, Center of Excellence, WTC Mumbai

## Exhibitions

Swadeshi Haat (July 5 - 9, 2023)



Fashion Jalsa (July 28 - 30, 2023)



Super Moms Expo (July 28 - 30, 2023)



Thailand Expo (July 28 - 30, 2023)



Weavez & Krafts (Aug 3 - 8, 2023)



Fashion Affair (Aug 18 - 20, 2023)



Food Fix Expo (Aug 19 - 20, 2023)



Paramparik Karigar (Aug 24 - 26, 2023)



Elite Clothing (Aug 2 - 3 & Sep 6, 2023)



Go Swadeshi (Aug 30 - Sept 3, 2023)



National Silk Expo (Sept 8 - 13, 2023)



Maruti Suzuki Promotional Activity (Sept 25, 2023)



Wedding Reception (Sept 24, 2023)



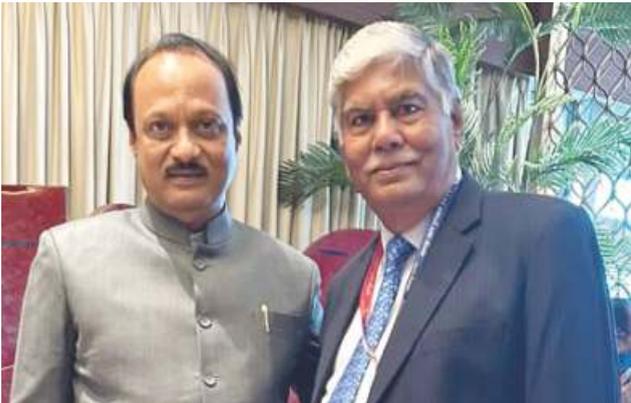
## WTC Mumbai Highlights



Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai (left) with Mr. Eknath Shinde, Hon'ble Chief Minister of Maharashtra (2nd from left) with and other delegates at an industry event in Mumbai



(From left to right) Ms. Smita Dandekar, Mr. Devendra Fadnavis, Hon'ble Deputy Chief Minister of Maharashtra, Mr. Dilip Digambar Dandekar, Honorary Consul, Consulate of Mongolia in Mumbai, Mr. Eknath Shinde, Hon'ble Chief Minister of Maharashtra, Mr. Mahendra Sanghi, Hon. Consul of Kazakhstan, Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai



Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai (right) with Mr. Ajit Pawar, Hon'ble Deputy Chief Minister of Maharashtra



Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai (right) felicitating Mr. Devendra Fadnavis, Hon'ble Deputy Chief Minister of Maharashtra



Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai (right) with Mr. Uday Samant, Hon'ble Minister of Industries, Government of Maharashtra



(From left to right) Capt. Somesh Batra, Vice Chairman, MVIRDC WTC Mumbai, Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai, Mr. Deepak Vasant Kesarkar, Hon'ble Minister, School Education, Marathi Bhasha, Government of Maharashtra, Mr. Dananjay Munde, Hon'ble Agriculture Minister, Government of Maharashtra, Capt. Avinash Batra, Chairman, Seahorse Group of Companies



(From left to right) Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai, Mr. Chandrakant Dada Patil, Hon'ble Minister for Higher and Technical Education, Government of Maharashtra and Capt. Somesh Batra, Vice Chairman, MVIRDC WTC Mumbai



(Left to right) Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai, Mr. Bhushan Gagrani, IAS, Additional Chief Secretary, Chief Minister's Office (CMO), Government of Maharashtra, Mr. Kobby Shoshani, Consul General of Israel in Mumbai and Mr. Mike Hankey, Consul General, U.S. Consulate General Mumbai



Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai (left) with Mr. Vivek Phansalkar, IPS, Police Commissioner of Mumbai and Ms. Phansalkar



Dr. Vijay Kalantri, Chairman, MVIRDC WTC Mumbai (3rd from right) with a business delegation of Taiwan at an industry event in Mumbai



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