



**WORLD TRADE CENTER®**

**MUMBAI**

Promoted by MVIRDC   
M. Veneraraja Industrial Research and Development Centre



All India Association of Industries

# WORLD TRADE EXPO 2019

November 13 - 14, 2019 | World Trade Center Mumbai

Exhibition | Country Presentations | B2B Meetings

## — Proceedings Report —



**30 COUNTRIES |  
50+ MNCS**

Asia | Africa |  
Americas |  
Middle East | Europe



**MSMEs FROM  
6 STATES**

Assam | Goa

Gujarat | Maharashtra

Odisha | Rajasthan



**CONNECT LOCALLY TRADE GLOBALLY**



**MVIRDC**

M. Visvesvaraya Industrial Research and Development Centre



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

(15 September, 1860 - 14 April, 1962)

MVIRDC World Trade Center Mumbai is the realisation of the vision of one man - Sir M. Visvesvaraya - engineer, scientist, and a great son of India. Named after him, M. Visvesvaraya Industrial Research & Development Centre (MVIRDC) is a company registered and licensed under Section 25 of the Companies Act, 1956 (currently Section 8 of the Companies Act, 2013). MVIRDC is the promoter of World Trade Center Mumbai, which stands tall as a symbol of excellence in industry and trade services.

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## Preface

The third edition of World Trade Expo, held from November 13-14, 2019, has epitomised the idea 'Connect Locally Trade Globally' by catalyzing global connections for local enterprises, facilitating new avenues for business growth.

This flagship event of MVIRDC World Trade Center Mumbai brought business communities from 30 countries and six states under one platform. The key takeaway from this programme was the people-to-people connectivity through exhibition, conference and networking events which is the driving force of international trade and economic growth.

Today, markets and businesses have become more global than ever before. Nations are interdependent through complex global value chains where different stages of production processes extend beyond national borders. In this age of globalisation, companies are looking towards foreign countries for new markets, latest technologies, cheap capital and labour. Indian companies are also increasingly looking beyond borders for markets and mutually beneficial partnerships.

The overwhelming response to World Trade Expo demonstrates the aspiration of local entrepreneurs to engage with overseas partners and explore foreign markets. The Expo attracted more than 2,000 delegates who engaged in nearly 7,000 B2B meetings. This is also reflective of the changing outlook of Indian companies, who are willing to overlook distance, cultural and linguistic barriers to engage with foreign partners.

I am confident that the B2B meetings will benefit Indian business through increase in trade, investment, technology transfer and people-to-people connection through tourism, education and cultural exchange.

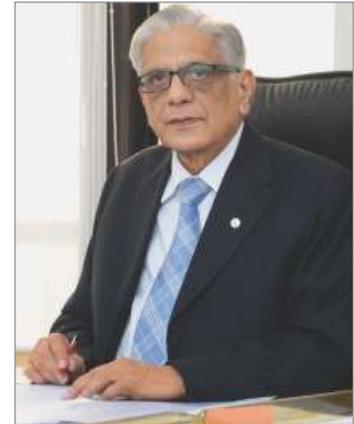
I am happy to note that the Expo benefited many women entrepreneurs and start-up enterprises which need such networking platforms to expand their presence abroad.

The benefit of this programme will be realised not only by individual companies, but also by the economy as a whole through the fulfillment of policy objectives of growth in exports, inflow of foreign direct investment and employment generation. Today, micro, small and medium enterprises (MSMEs) are the major source of employment, as they account for more than 11 crore jobs in the country. Such networking programmes will help these enterprises expand their scale of operations globally and provide more jobs to youth.

As they say, trade and investments bind nations together. The participating countries account for 44% of India's foreign trade. This Expo will enhance this trade relationship and promote exchange of tourists and students with the participating countries. I express my deep sense of gratitude to embassies, consular offices and trade missions of the participating countries for showcasing their trade and investment potential at the Expo. I am grateful to All India Association of Industries (AIAI), our co-organiser, for their valued support.

I also thank all supporting partners, namely, Qatar Free Zone Authority, Cuffe Parade Residents Association, Entrepreneur Excel, Saturday Club Global Trust, India Business Group, Nariman Point Association, SPJIMR, Vidarbha Industries Association, The All India Exporters' Chamber Mumbai, Textile Development Foundation, for their valuable participation at this programme.

This publication offers a glimpse of the country presentations and other key events which were held as part of this programme. I am confident that the contents of this publication will serve as a useful source of reference for aspiring as well as established exporters, foreign investors, industry associations, trade missions and government agencies.



**Mr. Y. R. Warerkar**  
Director General  
MVIRDC World Trade  
Center Mumbai

## Executive Summary

Trade is a crucial factor determining growth of an economy. World merchandise trade in the past few years has seen lackluster growth. According to the WTO, world merchandise trade volume is forecast to grow at 1.2 per cent in 2019 and trade volume growth should accelerate slightly to 2.7 per cent in 2020.

In the wake of slowing global economic growth and rising trade tensions, it becomes imperative to advocate the virtues of globalisation. It has been widely observed that countries gain from specialising in production and trade of goods and services in which they have a competitive advantage.

With a view to give fillip to multilateralism and pluralism, MVIRDC World Trade Center Mumbai, in association with All India Association of Industries, organised the third edition of its flagship event 'World Trade Expo' on November 13-14, 2019.

World Trade Expo 2019 featured over 50 MNCs and diplomatic missions from 30 countries belonging to Asia, Americas, Europe and African continents and MSMEs from six Indian states that showcased innovative technologies and their core competencies in sectors as diverse as agro-processing, education, logistics and trade promotion, among others. The participating countries together constitute about 40% of world exports and they account for 44% of India's foreign trade and 61% of India's inbound FDI.

Esteemed dignitaries such as Dr. Harshdeep Kamble, IAS, Secretary - Industries & Mining and Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra; Mr. Suresh Kakani, IAS, Vice Chairman and Managing Director, Maharashtra Airport Development Company Ltd. and Mr. P. Mallikarjunaiah, Regional Director (Western Region), O/o The Development Commissioner (Handicrafts), Ministry of Textile, Government of India highlighted the virtues of international trade at the Inaugural Session and appreciated the efforts of MVIRDC World Trade Center Mumbai in effectively bringing trade at the centre stage of economic activities.

With over 2,000 delegates taking advantage of the plethora of business ideas under one roof, the two-day programme generated cross-country collaboration through trade, technology transfer, investment, tourism and cultural exchange. The Expo also featured 11 country presentations, where senior officials of trade missions showcased trade, investment, tourism and education potential in their countries. These presentations helped participating delegates understand market potential, investment climate, regulatory and policy incentives in the participating countries.

Exhibitors from six Indian states, namely, Maharashtra, Gujarat, Rajasthan, Goa, Odisha and Assam showcased the traditional Indian culture through products from handicraft, handloom, textile, garments, organic, leather and metal handicraft sectors. Clusters from Maharashtra belonging to advance engineering, bakery, Banjara art and craft, forging, garments, gloves, industrial engineering, modular furniture, musical instruments, turmeric, Warli painting and furniture and women's garments displayed their products. The two-day Expo served as an effective platform for companies to launch their new products and innovative technologies. The products and services displayed by exhibitors received great interest among the participating delegates.

Services enhance productivity of agriculture and manufacturing sectors by offering value addition in terms of research and development, design, capital, logistics and skilled personnel. They provide critical inputs for competing in international markets. World Trade Expo 2019 also served as a platform to learn from the participating countries on gaining efficiencies through services trade.

This Proceedings Report provides a gist of the various activities that formed a part of World Trade Expo 2019. It aims to serve as a useful guide for readers willing to engage in trade and investment opportunities offered by the participating countries and Indian states.

## White Paper

The objective of World Trade Expo is to facilitate the global reach of local businesses, especially micro, small and medium enterprises (MSMEs), which are the drivers of employment and exports. Today, the share of MSMEs in India's exports stands at 49% and Government of India aims to enhance this to 60% in the next five years. In order to realise this goal, government agencies and trade support institutions must organise similar events to enable MSMEs establish global connections and learn market trends in foreign countries.

### **World Trade Expo to Introduce MSMEs to Global Opportunities**

According to industry estimates, only 1.27 lakh MSMEs, of the 650 lakh MSMEs in the country, participate in exports. There is a need to create awareness about international trade opportunities among MSMEs and facilitate their access to the global market. World Trade Expo serves this purpose by bringing together trade missions and local MSMEs to discuss mutual complementarities and trade opportunities.

The third World Trade Expo served as an effective platform for the trade missions and business communities from 30 participating countries to discuss latest market trends and investment opportunities in their countries. Senior officials of trade missions presented trade and investment potential and policy incentives for investors in their respective countries at the programme.

India has substantial trade and investment relations with these 30 countries as they together accounts for 44% of India's global trade and five of these countries are the top 10 trading partners of India. These five countries are USA, China, Singapore, South Korea and Indonesia. South Africa ranks first among the destinations for India's exports in the Sub-Saharan Africa region. Poland is India's largest trade partner in Eastern Europe. India's bilateral trade with majority of these countries is given in Annexure 1.0 below.

The participating countries are also the major source of foreign direct investment (FDI) into India. They account for almost 61% of India's inward FDI. Three countries, namely, Mauritius, Singapore and USA are among the top six sources of FDI into India. India's inward FDI from most of these countries is given in Annexure 1.1 below. Similarly, Indian companies have substantial presence in many of the participating countries. For instance, at least 540 Indian companies have invested or proposed to invest more than USD 4 billion in Ethiopia. At least 450 Indian companies have presence in Egypt and of this 50 firms are engaged in manufacturing and construction sectors.

### **Trade Agreements**

Many of the participating countries are part of the bilateral or regional trade agreements India has signed in the past. For instance, Bangladesh enjoys preferential access to Indian markets under SAFTA. Both countries are also part of the six-country Asia Pacific Trade Agreement (APTA). Argentina and Brazil are members of the four-country regional bloc MERCOSUR, with which India has signed a Preferential Trade Agreement. India is negotiating the scope for expansion of this agreement with the bloc. On the other hand, Thailand, Indonesia, Malaysia and Singapore are members of the ASEAN bloc, with which India has signed free trade agreements, separately for goods and services.

### **This white paper offers the following policy suggestions to enhance India's commercial linkages with the participating countries based on mutual complementarities :**

**1. Correcting trade balance by organising similar programmes in other states:** India's trade deficit with the participating countries stands at USD 76 billion or 41% of its total trade deficit. Of the USD 76 billion trade deficit, China itself accounts for USD 53 billion. India's trade balance with the participating countries can be corrected by exploring multi-dimensional partnership with them. World Trade Expo is an effective platform for Indian companies to explore joint ventures, technology transfers, trade, investment, tourism and educational partnership with participating countries.

The programme was attended by MSMEs from six states. In future, Government of India must partner with local industry associations in other states to organise similar programmes in their states so that it will have a widespread impact on the entire Indian business community. Such events will create awareness on foreign market opportunities for aspiring exporters in other states. This will help in boosting India's exports to the participating countries and thereby reduce the trade deficit with them.

World Trade Expo can also be used as an effective platform to create awareness on the existing free trade agreements among local business community. Many Indian entrepreneurs are not aware of the trade agreements signed by India with different countries, the list of products covered and the extent of duty benefits available under these agreements. Export Promotion Councils must actively participate in World Trade Expo and create awareness on these aspects.

**2. Inputs for Free Trade Agreements:** At a time when India has started the process of negotiating free trade agreements with the participating countries such as Georgia and Mauritius, such programmes must be used to engage with Indian exporters to receive their feedback. Government and industry associations can seek feedback from Indian exporters about the tariff and non tariff barriers being faced by them in these countries, with which India is negotiating free trade agreements. Such a feedback from the industry forms the basis for deciding the terms of the proposed agreements.

**3. Strengthening Partnership with Argentina:** India, which is an energy deficient economy, can benefit by strengthening its strategic partnership with Argentina, which has the second largest shale gas reserves and fourth largest shale oil resources in the world. The country also has rich reserves of lithium, which is a key raw material for lithium-ion-batteries used in electric cars. India's ambitious policy push towards electric mobility will enhance demand for lithium-ion-batteries and thus the country may have to import lithium on a large scale from foreign sources. Argentina can be a potential partner for India in sourcing shale gas, lithium and other commodities such as gold, copper and silver, which are the major import goods. Government of India and industry bodies must create awareness among local companies about the huge mining potential (750,000 km<sup>2</sup> area) in Argentina, especially in the above-mentioned commodities.

**4. Identifying value chain opportunities with Qatar:** Qatar Free Zone authority is building two free trade zones, namely, Port Zone, which is expected to be completed by second quarter of 2020 and Airport Zone, which may be completed by the end of 2019. These zones will house industries in sectors such as pharma, life sciences, automotive, aerospace, energy, food and beverages, marine products, consumer goods, information and communication technologies, among others. Indian companies can explore joint venture, sub-contracting, technological collaboration and other opportunities with the prospective units in these zones. Business opportunities in these zones must be widely publicised at all trade shows and industry events held across India.

### **Strengthening India-Africa Relations**

Delegates from more than seven African countries participated in World Trade Expo to explore trade and investment opportunities in India.

Africa is the emerging continent with a market of more than 1 billion people and a GDP of USD 2.6 trillion. The ongoing formation of the African Continental Free Trade Area (AfCFTA) is set to become the largest free trade area after the formation of World Trade Organisation. In terms of GDP size, the entire continent will be the 8<sup>th</sup> largest economy after India.

Currently, India's exports to this continent account for hardly 9% of its overall exports and there is great scope to enhance this share in future. Many public sector undertakings and private companies from India have presence in the African economy in sectors such as infrastructure, mining, oil & gas, telecom, among others. Government of India must enter into free trade agreements with South Africa and Mauritius, which are the preferred gateway to Africa.

Mauritius has duty-free access to key African markets as it is a member of trading blocs such as the Common Market for Eastern and Southern Africa (COMESA) and Southern African Customs Union (SACU) in Africa.

## Annexure 1.0

Bilateral Trade with Participating Countries (in USD Million)					
Sr. No	Key Participating Countries	Export	Import	Total Trade	Trade Balance
1	Afghanistan	715.44	435.44	1,150.89	280
2	Argentina	562.93	1,954.99	2,517.92	-1,392.06
3	Bangladesh	9,210.06	1,044.80	10,254.86	8,165.26
4	Belgium	6,729.93	10,469.22	17,199.15	-3,739.30
5	Botswana	178.31	974.48	1,152.79	-796.16
6	Brazil	3,800.49	4,406.43	8,206.92	-605.94
7	China	16,752.20	70,319.64	87,071.84	-53,567.43
8	Ecuador	297.96	219.25	517.22	78.71
9	Egypt	2,886.39	1,677.82	4,564.22	1,208.57
10	Ethiopia	766.03	55.01	821.04	711.02
11	Gabon	55.17	456.01	511.17	-400.84
12	Georgia	110.4	22.18	132.58	88.22
13	Indonesia	5,275.60	15,849.67	21,125.27	-10,574.07
14	Italy	4,441.40	7,441.81	11,883.21	-3,000.42
15	Iran	3,511.01	13,525.64	17,036.65	-10,014.63
16	Malaysia	6,436.30	10,818.60	17,254.90	-4,382.31
17	Mauritius	1,160.78	71.59	1,232.37	1,089.19
18	Poland	1,572.80	793.39	2,366.19	779.41
19	Qatar	1,611.16	10,721.70	12,332.86	-9,110.54
20	Singapore	11,572.27	16,281.64	27,853.91	-4,709.38
21	South Africa	4,067.20	6,517.33	10,584.54	-2,450.13
22	Sri Lanka	4,710.21	1,488.40	6,198.60	3,221.81
23	Taiwan	2,607.21	4,577.25	7,184.46	-1,970.00
24	Thailand	4,441.40	7,441.81	11,883.21	-3,000.42
25	Uganda	580.08	23.06	603.14	557.02
26	USA	52,406.27	35,549.48	87,955.76	16,856.79
	Total	146459	223136.64	369595.67	-76677.63
	India's World Trade	<b>3,30,078.08</b>	<b>5,14,078.35</b>	<b>8,44,148.55</b>	<b>1,84,000.20</b>
	Share of Participating Countries in India's total trade	<b>44.40%</b>	<b>43.40%</b>	<b>43.80%</b>	<b>41.70%</b>
	<b>Source: Ministry of Commerce, Government of India</b>				

### Annexure 1.1

<b>Foreign Investment Into India (USD Million) - FROM APRIL 2000 TO JUNE 2019 (Last 20 years)</b>			
<b>Sr. No</b>	<b>Key Participating Countries</b>	<b>FDI in USD Million</b>	<b>% of Total Flows</b>
1	Mauritius	1,39,144.99	31.89
2	Singapore	88,336.99	20.24
3	USA	27,010.66	6.19
4	Italy	2,791.99	0.64
5	China	2,262.03	0.52
6	Belgium	1,876.25	0.43
7	Malaysia	985.97	0.23
8	Poland	673.62	0.15
9	Indonesia	629.29	0.14
10	South Africa	476.83	0.11
11	Thailand	473.79	0.11
12	Taiwan	319.31	0.07
13	Sri Lanka	90.34	0.02
14	Brazil	30.78	0.01
15	Qatar	35.82	0.01
16	Afghanistan	2.27	0
17	Argentina	10.33	0
18	Bangladesh	0.07	0
19	Botswana	2.3	0
20	Egypt	8.97	0
21	Georgia	0.82	0
22	Iran	1	0
23	Uganda	10.17	0
	<b>Total</b>	<b>2,65,174.59</b>	<b>60.76</b>
	<b>India's Total FDI</b>	<b>4,36,471.45</b>	

**Source: Department for Promotion of Industry and Internal Trade**

## Inaugural Session

The inaugural session of the Expo set the tone for the two-day programme by shining the spotlight on the scope for trade, investment, technology and cultural exchange among the participating countries. Distinguished speakers at the session underscored the importance of this event in facilitating global connections for micro, small and medium enterprises and industry clusters.



Dr. Harshdeep Kamble, IAS, Secretary - Industries & Mining and Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra (eleventh from right), Mr. Suresh Kakani, IAS, Vice Chairman and Managing Director, Maharashtra Airport Development Company Ltd. (tenth from right), Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai, President, All India Association of Industries (thirteenth from right), Captain Somesh Batra, Vice Chairman, MVIRDC World Trade Center Mumbai (twelfth from right), along with consular corps of participating countries and other dignitaries at the inaugural session of World Trade Expo 2019

### Welcome Address

#### Mr. Vijay Kalantri

Vice Chairman, MVIRDC World Trade Center Mumbai; President All India Association of Industries and Honorary Consul General Republic of Uzbekistan in Mumbai



In his remarks, Mr. Kalantri said, "The third World Trade Expo is set to open a new chapter in India's relations with the 30 participating countries, that together contribute 40% to world exports. At a time when world export growth is slowing, the participating countries will discuss new avenues for trade and technological partnerships. Growth in world trade is expected to slow to 1.2% in 2019 against 3.0% in the previous year because of slowdown in world economy and uncertainty arising from the ongoing trade war."

Mr. Kalantri raised hope that the two-day event will generate cross-country collaboration through trade, technology transfer, investment, tourism and cultural exchange. He said, "I am confident that this Expo will provide renewed

momentum not only to international trade, but also to the global engagement of Maharashtra, which aims to become a USD 1 trillion economy by 2025."

Mr. Kalantri thanked Directorate of Industries, Government of Maharashtra, Maharashtra Airport Development Company Ltd. and The Development Commissioner (Handicrafts) for actively participating in this programme. He also appreciated consular corps and senior officials of trade missions of the participating countries for exhibiting the trade and investment potential in their countries.

### Keynote Address

#### Dr. Harshdeep Kamble, IAS

Secretary - Industries & Mining and Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra



Delivering Keynote Address at the event, Dr. Kamble pointed out that World Trade Expo is an amazing platform to

promote exports and investment in Maharashtra. He highlighted the advantages of doing business in Maharashtra and suggested foreign companies to explore investment opportunities in the state.

He remarked, "I invite participating countries to explore investment opportunities in Maharashtra, which is the leading industrial state of India. The state accounts for 30% of foreign direct investment and it has a fantastic ecosystem for industries. We have one of the best manufacturing bases and the state contributes 15% to India's GDP. Maharashtra offers financial incentives to industries, which is the best-of-its kind offered by any state government in India."

Dr. Kamble raised hope that the programme will lead to fruitful partnership between the business community of Maharashtra and the participating countries.

## Special Address

**Mr. Suresh Kakani, IAS**  
Vice Chairman and Managing  
Director, Maharashtra Airport  
Development Company Ltd.



Mr. Kakani began his address by outlining the significance of the MSME sector for Indian economy and the imperative to support this sector by providing efficient transport infrastructure.

He said, "Micro, Small and Medium Enterprises (MSMEs) are the founding stone of businesses in India. MSMEs contribute significantly towards the economic and social development of the nation. There are about 6.5 crore MSMEs in India contributing about 30% to the Indian GDP."

Speaking further about the contribution of MSME sector, Mr. Kakani said, "This sector has also produced large number of entrepreneurs which provide huge direct and indirect employment. The state of Maharashtra has a very good ecosystem for these MSMEs. However, there is growing need and demand to strengthen the ecosystem by providing faster mode of transportation."

Mr. Kakani explained the role of Maharashtra Airport Development Company (MADC) in supporting the state

government's mission of transforming the state into a preferred investment destination for aviation by 2025.

He said, "Government of Maharashtra formed Maharashtra MADC to develop, maintain and operate various airports in the state. Till 2016, the state had only four airports in commercial operations. Now, MADC has added five more airports to this tally in the last three years."

Mr. Kakani added, "The company has successfully developed and operationalised full-fledged greenfield international airports at Nagpur and Shirdi. Development of two greenfield airports at Purandar, Pune and Chandrapur are in the pipeline."

Mr. Kakani added, "In next five years, we intend to develop and operate about six new airports in Tier-II and Tier-III cities of Maharashtra. This will take the total number of operational airport in the state to 15 which will offer seamless connectivity to the semiurban population. To enable cost competitiveness, these airports will be built on 'Low Cost-No Frills' model. This will also reduce the travel time to major cities significantly."

Speaking on the company's projects under the Regional Connectivity Scheme (RCS), Mr. Kakani said, "Maharashtra has implemented RCS, or the UDAN, which is the dream project of Honorable Prime Minister of India. We have planned to operationalise nine airports under RCS scheme. Out of these, four airports are already operationalised. As of today, more than 7000 RCS flights have operated in Maharashtra, thereby benefitting more than three lakh passengers. The state government is providing lot of incentives for this scheme."

Mr. Kakani highlighted the investment opportunities available for companies across various sectors in the MIHAN Special Economic Zone (SEZ) at Nagpur. He said, "In order to provide boost to aviation industry, we have already developed Multi Modal International Hub Airport Nagpur (MIHAN) and has set up SEZ adjacent to the existing the international airport."

He further added, "MIHAN has one of the largest processing SEZs in Asia with an area of 1,236 Ha. MIHAN is the perfect destination for setting up MROs. A number of companies in Aviation and IT sector have commenced operations from MIHAN. Renowned companies in the aviation sector such as Tata Aviation Ltd, Dassault Reliance, Indammer, Air India & IT giants such as TCS, Infosys and HCL have already started operations from the SEZ. Government of Maharashtra provides a lot of incentives for setting up industrial units in MIHAN."

He urged prospective entrepreneurs to tap investment potential in this SEZ and especially explore various opportunities in the aviation sector.

Mr. Kakani concluded his remarks by sharing his thoughts on the third edition of World Trade Expo. He said, "I am pleased to note that MVIRDC has taken up this laudable initiative of organising the third edition of World Trade Expo for MSMEs. This platform will definitely provide ample opportunities to all the participating MSMEs to interact and collaborate with all stakeholders present in this Expo and benefit from the same. I sincerely wish that your businesses grow by leaps and bounds and pray to God that let there be many more Tatas, Birlas and Ambanis produced through this growth."

### Special Address



**Mr. P. Mallikarjunaiah**  
Regional Director (Western Region)  
O/o The Development  
Commissioner (Handicrafts)  
Ministry of Textile  
Government of India

Mr. Mallikarjunaiah explained the rich and diverse handicrafts industry, which is tied to the cultural and historic legacy of India. He pointed out, "India's handicrafts export is growing at a rate of 15% per annum and I expect this growth momentum to continue in the coming years. India's rich handicraft sector employs over 60 lakh artisans across 32 major crafts and more than 100 sub-crafts that together export USD 4 billion worth products annually."

He added, "Every district in the country has a unique handicraft industry. For instance, Moradabad is famous for metal works, Kutch is known for textile, Jodhpur has a well developed wood carving sector. Across the country, there are many handicraft clusters ranging from 50 artisans to 30,000 artisans."

Speaking about government policy for this industry, Mr. Mallikarjunaiah said, "There are more than 100 government schemes to promote handicraft sector in the form of support to individual artisans, entrepreneurs, exporters and clusters."

Mr. Mallikarjunaiah concluded his remarks by pointing to the untapped export potential in the sector. He said, "India's

handicrafts exports represent hardly 3% of world exports and hence there is great scope for increasing our exports. Specifically, India has export potential in markets such as USA, Europe, Africa, east Asia, among others."

### Special Remarks



**Capt. Somesh Batra**  
Vice Chairman, MVIRDC World  
Trade Center Mumbai and  
Honorary Consul General of  
Portugal in Mumbai

In his remarks, Capt. Batra informed the key highlights of the current edition of World Trade Expo. He said, "The third edition of this Expo attracted around 30 countries from across all continents. These countries together account for 44% of India's global trade and more than 60% of India's inbound foreign direct investment. This programme showcases the products and services of MSMEs, industry clusters, startup enterprises and women entrepreneurs from Goa, Gujarat, Maharashtra, Odisha, Rajasthan and Assam."

Speaking about the earlier editions of World Trade Expo, Capt. Batra said, "The last two editions have witnessed overwhelming response from around 27 countries and many state governments. The second edition of World Trade Expo attracted more than 3,000 visitors and several thousands of B2B meetings over 2 days."

He further remarked, "I am confident that the response for the current edition will surpass the past record and will lead to fruitful joint ventures, technology transfers, trade and investment among participating delegates."

Capt. Batra concluded his remarks by mentioning the key activities of MVIRDC World Trade Center Mumbai. He said, "MVIRDC WTC Mumbai has taken various initiatives to strengthen India's global engagements. MVIRDC WTC Mumbai has signed MoUs with more than 150 organisations, including chambers of commerce and trade support institutions across the world. Every year, MVIRDC WTC Mumbai hosts at least 70 inbound trade missions from various countries."

## Country Presentations

### Argentina



Argentina is the eighth largest country in the world with 53 per cent agricultural land. The country has a bountiful of natural resources. It is a top global exporter of soybean, corn, lemon, lithium, among others. It has 750.000 km<sup>2</sup> of high potential mining area of which 340 projects are at an initial stage. It has 2<sup>nd</sup> largest shale gas reserves and 4<sup>th</sup> largest shale oil reservoir in the world.

Argentina has the third largest GDP (USD 475 billion) and third highest GDP per capita (USD 20,500) in Latin American Caribbean region. The country has a large and diversified economy of approximately 43 million population (about 60 per cent under 35 years of age) having access to 270 million population in the Mercosur region.

The country commands a high quality human capital with an educated middle class and qualified labour force. It is ranked number one in English proficiency and number two in Human Capital Index in Latin America.

Argentinean government has implemented specific measures to improve the business climate. A national productive plan with key reforms and initiatives has been drawn up.

#### Engagement in World Economies

Argentina has more than 60 markets for 230 products. It hosted the G20 Summit in 2018.

#### Energy and Infrastructure

Argentina is promoting renewable energy in a big way which is evident from its oversubscription of its tenders. It has a new Public-Private Partnership (PPP) law that governs these sectors. The government declared 2017 as the year of the renewable energy and with a new law and regulations launched, the 'Renovar Program' will increase the share of

renewable energy, setting different targets in the electricity mix to achieve 20% in 2025.

The power capacity by 2025 is expected to be 54 GW that is 21 GW more than in 2015 of which 10 GW will come from renewable energy sources. This represents USD 15 billion of investments (already invested USD 5 billion). Currently there are projects for six GW (some of them are already operational while the others are under construction). Therefore, 60% of the 10 GW is still to be achieved. Five GW has been awarded in public auctions and the rest come from private market. Main resources of renewable energy are wind and solar. Financing and partnerships for awarded project of Renovar 2, private market and Miniren (auction for smaller projects – capacity 10 MW) are opportunities available.

#### Tax and Fiscal Efficiency

Argentina follows tax and fiscal efficiency through an income tax reduction plan that is being executed and is implementing a reduction of revenue taxes in provinces across the country.

#### Cost of Capital

The cost of capital in Argentina is regulated by capital markets law and its sovereign financial needs will be met until end 2019.

#### Innovation and Technology

Argentina promotes innovation and technology through incentives provided to train technology professionals. There are also specific incentives for software development.

#### Open Competition

In order to promote fair means of competition, Argentina has in place antitrust and SME promotion laws.

#### Ease of Doing Business

To promote ease of doing business there are plans to reduce costs by 1% of GDP through business simplification measures and institute a process to establish corporations in one day.

#### Labour Costs

To bring down labour costs, Argentina has embarked on productivity agreements sector wise and also through reduction of labour risk law.

**Investment Opportunities**

There are more than USD 300 billion worth of investment opportunities across sectors.



- Energy and Mining – This sector has investment opportunities worth USD 230+ billion covering oil & gas (USD 170), mining (USD 30+), renewable energy (USD 15), hydropower (USD 10), thermal energy (USD 6), nuclear energy (USD 2) and power grid (USD 3).
- Infrastructure – Investment worth USD 55+ billion is spreadover – roads and highways (USD 17), railways (USD 11), airports and ports (USD 6+), water and sanitation (USD 6), telco networks (USD 5+), real estate (USD 5+) and urban mobility (USD 4)
- Agribusiness – The total investment is worth USD 10+ billion – irrigation (USD 5), animal protein (USD 4), forestry and pulp (USD 2), aquaculture (USD 1)
- Manufacturing and Industrial Goods – This sector has USD 10+ billion worth of investments comprising automotive industry; food and beverage; consumer products; machinery and equipment and basic materials.
- Value-added Services – This sector offers USD 5+ billion worth of investment across subsectors namely tourism, professional services, biotechnology, pharma and software development.

**Energy Sector**

Argentina’s energy sector is undergoing a revolution presenting innumerable business opportunities. The country has the second largest shale gas and fourth largest shale oil reserves in the world. The sector offers prospects for partnership and bidding. It has scope to build midstream infrastructure and has vast offshore potential.

Argentina has numerous mining projects to be developed in an area of 750,000 km<sup>2</sup>, of which 183,000 km<sup>2</sup> has already been granted mining rights. Within the granted mining rights 25 are advanced prospects and 14 are production mines. It is one of three countries in Lithium triangle. There are prospects for mining of copper, gold, silver, etc.

**Agribusiness**

Agribusiness is considered a traditional sector which keeps driving the economy. It represents 15 per cent of GDP and 50 per cent of total exports. Argentina presents ideal conditions to establish pulp and paper plants. An aquaculture programme is under development. It is in the process of recovering its leadership in the beef industry.

**Global Services**

Argentina is well positioned in Global Services which is fully supported by the government. It commands an exceptional talent for high added-value activities, highly competitive cost structure and advantageous time zone. Argentina has four out of 11 unicorns, 30+ tech hubs across the country and 10,000+ employees in top global service firms already established with shared service centers. Investment announcements have been made in the following sectors – knowledge-based services (USD 0.4 billion), retail (USD 1.3 billion), health (USD 1.6 billion), financial (USD 2.9 billion), agribusiness (USD 3.5 billion), consumer goods (USD 5.4 billion), manufacturing (USD 6.7 billion), transportation and infrastructure (USD 7.7 billion), TMT (USD 8.5 billion), power generation (USD 9.1 billion), renewable energy (USD 9.8 billion), real estate (USD 10.6 billion), mining (USD 12.6 billion), oil & gas (USD 55.5 billion).

The Argentinean companies in India are Techint (engineering and construction), Globant, Namstrade and Satellogic. Indian companies investing in Argentina are Mahindra Comviva, Cognizant, Bajaj, Glenmark, Tata Consultancy Services, Wipro, Infosys, Godrej and TVS.

**Services on Offer**

The Consulate General of the Argentine Republic in Mumbai facilitates globalisation of Argentinean companies and private investments in Argentina. The services being offered are identification of opportunities and location, networking, due diligence support, facilitation, improvement of business climate and aftercare. Some of the publications that can help business set in Argentina are ‘Selected Investment Opportunities’, ‘Where in Argentina’, ‘Why Argentina by Sector’ and ‘Doing Business in Argentina’.

## Bangladesh

**Mr. Md Lutfor Rahman**  
Deputy High Commissioner of  
Bangladesh in Mumbai



Bangladesh has Undergone impressive economic transformation in recent years which has opened up vast opportunities for enhancing trade and investments between Bangladesh and India.

The present economy of Bangladesh is supported by a large financial market, a growing and affluent middle class and a booming private sector. India is likely to be the largest

### Bangladesh and India

	Bangladesh	India
Area	147,570 km <sup>2</sup>	3.287 million km <sup>2</sup>
Population	156,186,882 (July 2016 est.)	1,266,883,598 (July 2016 est.)
GDP per capita	\$1919 per capita(2019)	\$2134 per capita (2018)

trading partner of Bangladesh in the near future. Currently, the volume of trade between Bangladesh and India is around 6.6 billion and it is estimated that the trade potential is at least four times the present level. As part of the institutional framework that governs trade between both countries, India and Bangladesh have signed a trade agreement and as members of the South Asian Free Trade Area ( SAFTA) both countries are prominent trade partners within the bloc. An Agreement on Promotion and Protection of Investment signed between both countries regulates investment cooperation.

India and Bangladesh have signed a protocol for the avoidance of double taxation and grant each other most favoured nation ( MFN) status. There is regular road, rail and air connectivity between both sides and a coastal shipping agreement.

The use of Chittagong and Mongla Ports are allowed for the movement of goods to and from India. Protocol on Inland Waterways Trade and Transit ( PIWTT) facilitates movement of goods through inland waterways.

Some of the potential sectors for cooperation in investment are energy and power; urban infrastructure; manufacturing; transport and border infrastructure; information and communication technologies and business services; agribusiness and food processing; tourism; warehousing and cold storage facilities; shipbuilding; pharmaceuticals; garments and textiles; among others.

The total Indian investments in Bangladesh are worth more than USD 3 billion. Major Indian companies such as Tata Motors, Hero MotoCorp, Sun Pharma, Godrej, VIP, CEAT Tyres, Dabur, Airtel, Aditya Birla Cement, etc., have set up or are establishing their manufacturing facilities in the country.

There is great potential in Bangladesh for further investments from India. Adding to this are investment proposals made by Reliance, Adani and NTPC Vypar Nigam in Power Sector. Bangladesh has also offered India two sites for setting up economic zones, exclusively for Indian companies.

Despite efforts to streamline trade, Bangladesh and India face several infrastructure bottlenecks. Some of these are lack of adequate border infrastructure; irregular and inadequate supply of electricity; lack of adequate infrastructure facilities at the Petrapole /Benapole Border; poor road - rail connectivity and lack of alternative transport options; limited air cargo and container service; inadequate land border stations; inadequate warehousing; cargo handling equipments; customs and immigration facilities; and means of communication, etc.

Some of the other challenges relate to non-tariff measures/barriers in countries, excessive bureaucracy; weak trade facilitation and customs inefficiencies; mutual recognition of standards and certifications; developing physical and institutional infrastructure; lack of market access issues and visa issues.

Bangladesh and India would both gain by opening up their markets to each other. Indian investments in Bangladesh will be very important for the latter to ramp up its exports.

Bangladesh and India stand to gain from greater cooperation in research and development, transfer of technologies, market-based effective price system and appropriate incentive mechanisms. To develop the technological capacity building in Bangladesh, huge investments are required.

## Ecuador

**Ms. Christina Chiriboga**  
Trade Commissioner, Commercial  
office of Ecuador in Mumbai



### Ecuador – The Center of Great Opportunities

Ecuador is situated in Northwestern South America over an area of 257,217 km<sup>2</sup> with its capital Quito. The business languages are Spanish (official) and English. The population is approximately 16.7 million. The currency used is the US dollar.



Ecuador has achieved significant growth in the last decade. In the economic arena its nominal GDP is USD 104 million. The low external public debt / GDP - 33.2% of GDP (April 2018). The unemployment is one of the lowest in South America at 4.1% (June 2018). Ecuador's GDP per capita in 2017 was USD 6,143. On the socio-political front, Ecuador is politically stable with democratic elections ratification and ranks high on Human Development. It is one of the stronger economies of Latin America and has a average GDP growth rate of 7.3 per cent (2007-17) as compared to 4.2 per cent of the region. Ecuador has the lowest inflation rate in South America at -0.71 per cent (June 2018) despite strong growth in the Latin American Caribbean region.

The current agreements that are being implemented Cartagena Agreement (CAN-4), EU (28), MERCOSUR (5), Mexico, Guatemala, Chile, Cuba, Nicaragua, El Salvador, EFTA (4). The trade agreements under negotiation are with Honduras and South Korea. The initial stage negotiation agreements are with Costa Rica, India, Dominican Republic and Canada.

Ecuador presents opportunities for business partnerships in many sectors. In the Energy sector the Ecuadorian government has invested USD five billion in hydroelectric and eolian projects; two per cent of GDP in higher education; USD 1.2 billion in water supply and flood control megaprojects and strategic infrastructure comprising USD 375 million in Airports, USD 670 million in Ports and USD 10.5 billion in road network. The Ecuadorian government has prepared a framework to attract investment. This includes equal conditions for investment and protection and security for both domestic and foreign investors, right to property guaranteed and all forms of confiscation are prohibited for domestic and foreign investment and renewal of contract up to 15 years, as per the original duration.

In Ecuador there are 50 enterprises classified into Fortune Global 500, some of them include Siemens, Sony, Unilever, Pepsi, Nestle, Novartis, Microsoft, to name a few.

Ecuador present business opportunities for India. It is a top supplier of teak wood and cocoa beans. It has recently ventured into toquilla straw hats, preserved roses, corozo blanks, heart of palms and chocolate. It has pending requests for approval in balsa wood, melina wood, etc.

In order to strengthen bilateral trade ties, India and Ecuador signed partial scope agreement to set up Joint Economic & Trade Committee (JETCO) in 2015. Joint studies were conducted in 2018. Further, the ties can be strengthened through trade promotion events, e-commerce platforms, business intelligence and through personalised advisory and assistance. There have been success stories in bilateral trade in commodities such as cocoa beans, teak wood and corozo blanks through direct contact between exporters and importers; besides, phytosanitary protocols approvals in teak wood and preserved roses and letters of intent for projects in pharmaceutical, agro and petrochemical industries.

## Egypt

### Dr. Khaled Melad Rezek

Counselor (Commercial)  
Embassy of the Arab  
Republic of Egypt



Egypt has been traditionally one of India's most important trading partners in the African continent. The India-Egypt Bilateral Trade Agreement has been in operation since March 1978 and is based on the Most Favoured Nation clause. Bilateral trade between the two countries stood at USD 4468 million in 2018.

The two countries are diversifying their trade basket with increasing export of agro-products from India to Egypt and fresh and dried dates, grapes, strawberry and green beans from Egypt to India. Egypt offers potential business opportunities in the pharma sector, particularly in anti-cancer, bio-tech and vaccines.

The two countries have signed many bilateral agreements including an MoU on cooperation in the field of promoting investments signed in March 2018. More than 52 Indian companies are operating in Egypt with total investments around USD 3 billion, while Egyptian investments in India stand at around USD 150 million. Indian companies are operating in mutually all the major sectors of the Egyptian economy.

Egypt's real GDP at constant market prices grew at 5.3% in 2018 and is expected to grow at 5.5% in 2019 and 6% by 2021. Real GDP at constant factor prices is expected to grow at 6% by 2021, with agriculture growing at 3%, industry at 4.7% and services at 7.3%. CPI inflation stood at 21.6% in 2018 and is expected to taper to 10.7% by 2021.

Fitch credit rating stood at positive for future outlook and B for domestic as well as future currency in December 2018. S&P credit rating showed stable on future outlook and B in domestic and foreign currency in November 2018, whereas Moody's credit rating showed positive and B3 respectively in August 2018.

Recent legislative reforms in Egypt include a new law on public finance replacing the current state budget law and the government accounting law, a draft law that simplifies and

standardises tax procedures in both income tax and value-added tax, a new customs law and tax treatment law on public treasury bills and bonds, among others.

Egypt's Free Trade Agreements ensure rapid delivery of goods to two billion consumers in Europe, Asia, Middle East and Africa. In the last few years, Egypt has launched its vision for 2030 and started implementing large-scale economic and structural reforms in the context of an ambitious sustainable development programme.

Law 72 is tailored to ensure effective and accelerated administrative procedures through Investors Service Centers which are legally and effectively empowered one-stop-shops. The new Investment law 72, 2017 guarantees a number of protections for international investors to encourage development in Egypt.

### The main features of the law include

- Foreign investors will receive the same treatment under law as Egyptian
- Investment projects will not be nationalised
- No administrative authority can revoke or suspend investment project licenses without proper warning, due process, and time to correct any issues
- Investors' projects may include up to 10% foreign employees, and up to 20% for investment companies
- Investors have the right to transfer their profits abroad as well as the foreign employees, equipment and machinery
- They will also be exempted from stamp tax and registration fees on articles of association, mortgages, loan agreements and land contract notarisations related to their investment

The main investment opportunities include the Suez Canal Economic Zone with a proposed area of 461 km<sup>2</sup>, Egypt's new capital on Cairo-Suez road with a proposed area of 700 km<sup>2</sup>, 1.5 million Feddan project in agriculture, Golden Triangle project in mining with a proposed area of 9,200 km<sup>2</sup>, El Galala City and Tourist Compound project in tourism with a proposed area of 17,500 Feddan, the new Alamein city with a proposed area of 48,000 Feddan and the Dameitta Furniture City with a proposed area of 331 Feddan.

Apart from this, Egypt is home to the only fully vertically integrated textiles industry in the Middle East. It is one of the highest-growth potential IT markets in the Middle East. It is targeted to generate 20% of total power generation through renewable energy by 2020. The nation's banks, brokerages, investment banks and private equity houses are among the most vibrant in the region. 8% - 10% of the world's maritime shipping pass through the Suez Canal and it will be increased

after the new Suez Canal. It is planned to achieve USD 26 billion from tourism from 20 million tourists by 2020.

Egypt is targeting USD 8 billion for trade and the same for investments between Egypt and India. It also wants to become an economic and industrial hub and an attractive destination for Indian industrial investments toward regional markets such as Africa, Europe, Middle East and America. Other fields of cooperation include customs cooperation, dispute settlements mechanism, cooperation in the MSMEs field, capacity building, cooperation in the field of industrial development, facilitating the movement of business persons and promoting bilateral investment.

## Ethiopia

**Mr. Demeke Atnafu**  
Consul General, Consulate  
General of the Federal  
Democratic Republic  
of Ethiopia in Mumbai



The east African nation of Ethiopia is strategically located at the Horn of Africa, close to the Middle East and the European markets. Addis Ababa, the capital of Ethiopia, is also the seat of the African Union (AU) and United Nations Economic Commission for Africa (ECA).

Although Ethiopia is a multi-ethnic state with more than 80 languages and 200 dialects, English is taught in schools and is the main business language.

Agriculture is the backbone of the Ethiopian economy and the major export products of the country are coffee, oil seeds, pulses, flowers, vegetables, sugar and food stuffs for animals. The country also exports cattle, hides and skins.

### Why Invest in Ethiopia

Ethiopia, with a population of 10 million, is the second largest market in Africa and its exporters have duty-free and quota-free access to the 19 country COMESA bloc (400 million people), USA (under AGOA and GSP), Europe (under Everything But Arms) and Africa (under Continental Free Trade of Africa). The country is one of the preferred investment destinations in Africa and it witnessed 46% growth in FDI inflows in 2016.

With 60% of the population in the working age group, the country has a young and trainable labour force. The country also offers cheapest electricity in Africa. Ethiopia has huge potential in hydropower and 99% of electricity generated in the country is from this source.

Government of Ethiopia offers investment incentives such as income tax exemptions for 6 years, customs duty exemptions and export incentives to prospective investors. Ethiopia is the oldest independent country in Africa and it is among the most stable countries in the region. The country has a thriving democracy, rule of law, protection to private property and no restriction on remittance of foreign exchange.

Government of Ethiopia has undertaken several economic reform measures, most notably privatisation in sectors such as aviation, telecom, shipping and logistics.

With an annual GDP growth of 11%, Ethiopia is one of the fastest growing economies in the world, according to the World Bank.

### Focus sectors

The country has investment potential in sectors such as leather; textile and garments; pharmaceutical industry; chemicals & chemical products; paper and paper products; non metallic mineral products; among others. Apart from the above sectors, the economy has huge potential in agriculture, information and communication technologies, tourism, mining, energy, water etc.

The government invites foreign investors in its state-of-the-art industrial parks, developed along key economic corridors and which is well connected to ports by road and railways.

## Indonesia

**Mr. Ferry Jacob**  
Trade Attaché, Embassy of the  
Republic of Indonesia, New Delhi



Indonesia is a USD 1.1 trillion dollar economy, which is growing at an annual pace of 5.1% and it has a huge consumer market of 265 million people. The per capita

income of the country stands at USD 4,178, which is far higher than India's USD 2,026. Indonesia ranks 34<sup>th</sup> in the Global Competitiveness Index (2019) of World Economic Forum. Countries such as Switzerland, Singapore, USA, Finland and Germany hold the top five ranks on this index.

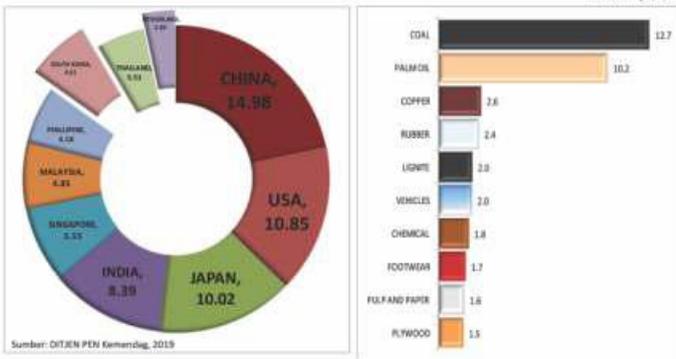
The economic structure of Indonesia is similar to that of India, as services sector is the dominant segment of both economies. Services sector accounts for 45% of Indonesian economy, while for India, the corresponding figure is 54%. The share of industries in the Indonesian economy is 41%, which is higher than 29% for India.

Coal and palm oil are the major sources of export revenue for India, as they together account for 23% of the country's total exports. Other goods exported from Indonesia are: copper, rubber, lignite, vehicles, chemicals, footwear, pulp and plywood, among others.

**Bilateral Trade**

India is the fourth largest trade partner of Indonesia after China, USA and Japan. In the ASEAN region, Indonesia is the largest trade partner of India, with a bilateral trade volume of USD 20.8 billion. India has a trade deficit of USD 11 billion

TOP 10 INDONESIA'S PARTNER AND SHARE OF 10 MAIN PRODUCT'S (Percentage)



with Indonesia as it imports USD 16.03 billion worth goods and exports USD 4.75 billion worth goods to the ASEAN country.

Coal and palm oil account for 67% of India's total import from Indonesia. On the other hand, India's export basket to Indonesia is dominated by auto components, iron and steel products, electrical devices and chemical products.

Both countries are part of the ASEAN-India Free Trade Agreement (AIFTA), which came into effect in 2010. The ongoing review of this trade agreement is expected to increase the bilateral trade to USD 50 billion by 2025.

Indian companies were the major participants at the TRADE EXPO INDONESIA (TEI), which was held in October 2019 at Jakarta. The Embassy of Indonesia in New Delhi led a business delegation of 80 people to the Expo. There were also 263 Indian visitors to the exhibition. The exhibition hosted buyers, sellers, manufacturers, investors, business and trade associations, hoteliers and restaurateurs, among others.

**Mauritius**



**Mr. Seewraj Nundlall**  
Counselor (Investment and Trade), Economic Development Board Mauritius in Mumbai

The island nation of Mauritius brings to foreign investors a conducive business environment, robust infrastructure and competitive sectoral advantages. The country has a well diversified economy, with the manufacturing sector accounting for 13.9%, financial services 12.1%, real estate 10.1%, ocean economy 10.5%, logistics 6.9%, lifesciences & healthcare 4.3%, agro industry 3.6%, among others.

Mauritius is an attractive investment destination for foreign investors and it is also a gateway to the African continent, which is home to 1.3 billion people and has a projected consumer and business spending of USD 5.6 trillion by 2025.

Mauritius is ranked number one in entire Africa and it is ranked 13<sup>th</sup> globally in the Ease of Doing Business Index of the World Bank. The island nation has political, economic and social stability. The country has low tax rate (15% corporate tax, 3% for export of manufactured products), has an arbitration court, assures free movement of capital and protection to intellectual property rights, incorporation of a firm in two hours and 100% foreign ownership.

Mauritius is ranked eighth out of 162 countries in the Economic Freedom of the World Index of Fraser Institute (2019), 39<sup>th</sup> out of 139 countries in Forbes Survey of Best Countries for Business Index (2019).

Mauritius offers investment opportunities in food processing, precision engineering, textile and apparel, pharmaceuticals, medical devices and jewellery. In the processed food sector, the country produces and exports

fresh produce and processed food, seafood, sugar and rum. Some of the products exported from this sector are instant noodles and pasta, fish oil, vanilla, milk products, spices, oil, honey and other products.

In the textile and apparel sector, the country manufactures and exports t-shirts, trousers, knitwear, ladies wear, suits, kids wear and swim wear to global brands such as Edgars, Calvin Klein, Polo, Levi's, Adidas, among others.

**Bilateral trade**

The current bilateral trade between India and Mauritius stands at USD 1.01 billion, of which India's exports is 1.0 billion, while Mauritius exports USD 15 million worth goods. India exports petroleum products, plastic, cotton yarn, pharmaceuticals and chemicals, while it imports sea food and optical goods from Mauritius.

**Portugal**



**Capt. Somesh Batra**  
Vice Chairman, MVRDC World Trade Center Mumbai and Honorary Consul General Portugal

Located in southwestern Europe, situated on the west of the Iberian Peninsula, Portugal includes a mainland and two autonomous regions: the Azores and Madeira, in an area of 92,090 km<sup>2</sup>.

Portugal has proximity to most important markets in the EU, has a highly skilled workforce - cost of hiring is lower compared to other EU countries and is home to a well-developed transport infrastructure and ICT network. It offers an attractive business environment for entrepreneurs in all business fields with high quality of life; investors and expats enjoy living in this climate; and has excellent educational institutions.

With a GDP of about USD 238 billion in 2018, and expected GDP of USD 254 billion by 2020, the economy is mainly driven by strong domestic demand. The strongest growth of the century was witnessed in 2017 at 2.7%. At a per capita GDP of about USD 23,176, the general government gross debt is approximately 121% of GDP. The inflation rate is as

low as 1.7% and unemployment rate as percentage of the labour force is about 7%.

Portugal's economy is open to foreign trade, which represents 85% of its GDP, and imports are growing faster than exports. Traditional exports include agricultural products, textiles and clothing, whereas the country mainly exported petroleum oils, motor vehicles and parts, footwear, paper, imported petroleum oils, motor vehicles and parts in 2017. Exports of goods stood at USD 62 billion in 2017, while imports stood at USD 78 billion. On the other hand, exports of services stood at USD 34 billion, whereas imports stood at USD 16 billion in 2017.

Portugal's major export partners in 2018 were Spain, France, Germany and United Kingdom with a share of 25%, 13%, 11% and 7%, respectively. Portugal's main import partners were Spain (32%), Germany (14%), France (8%) and Italy (6%) in 2018. Portugal's major service exports and imports include travel, transportation and other business services.

India's relations with Portugal remain warm and friendly. Portuguese PM, Mr. Antonio Costa, visited India from January 7-12, 2017, when eight MoUs were signed. Prime Minister of India, Mr. Narendra Modi, reciprocated by visiting in 2017, when 11 MoUs were signed. In 2018-19, bilateral trade between India and Portugal stood at USD 876 million, with Indian exports amounting to USD 743 million and Portuguese exports amounting to USD 133 million. The trade balance has consistently been in India's favour. Portugal ranks 50<sup>th</sup> in Foreign Direct Investment (FDI) into India with total cumulative FDI inflows amounting to USD 42.10 million.

Portugal offers fluency of foreign languages (especially English), modern technology and infrastructure, a culture full of history, traditions, and lots of entertainment, an easy, beautiful quality of life, a healthy and affordable living and mild weather. The country has some of the most beautiful beaches, finest golf courses, delicious food and wine, hills and mountains to explore, heritage sites and the world famous Fatima. Over half of the world's cork comes from Portugal and it is a world leader in renewable energy.

**Portugal – At A Glance**

- Located in southwestern Europe
- Situated in the west of the Iberian Peninsula
- Bordered on the North & East by Spain and the South & West by the Atlantic Ocean
- Includes a mainland and two autonomous regions: the Azores and Madeira
- Area of 92,090 km<sup>2</sup>
- Capital Lisbon

## Qatar

**Mr. Wilson Chan**

Director – Markets  
Qatar Free Zones Authority



Qatar has a population of 2.6 million, commanding a GDP of USD 170 billion as of 2017, growing at a rate of 2.4 per cent. It has a GDP per capita which is one of the highest in the world at USD 124,529. It has natural gas reserves of 25 trillion m<sup>3</sup> which is the third largest in the world. Its natural gas production is 176 billion m<sup>3</sup> which is one of the world's largest LNG exporters. According to World Economic Forum (WEF) Global Competitiveness Report 2018, Qatar scored highly on a range of global competitiveness metrics often coming first in the region – Infrastructure: 80/100, Macroeconomic Stability: 96.5/100 and Entrepreneurship: ranked number one in the Arab World according to World Bank and WEF Global Entrepreneurship Index 2018. Qatar has close ties with leading economies around the world which include India, Germany, Saudi Arabia and China. Qatar has been ranked highly across a range of global competitiveness metrics. Some of the metrics include focused government – ranked eighth, growth of innovative companies – ranked 10th, health systems – ranked fifth, critical thinking in education teaching – ranked ninth, venture capital availability – ranked eighth, ICT adoption (high internet and smartphone penetration) – ranked ninth and university graduate skills – ranked 15<sup>th</sup>.

Qatar is not only a great place to work, it's a fantastic place to live. The country has extremely low crime rates, world-class schools and universities, cultural attractions and recreational facilities. The education system is ranked 4<sup>th</sup> in the world by WEF. The country has global cuisines by world-leading restaurateurs including Alain Ducasse, Gordon Ramsay and Michelin-starred Vineet Bhatia. It hosts a wide range of cultural events by modern public library and Doha Film Institute. It has cutting-edge co-working spaces such as FabLabs, offering advanced digital technology for 3D printing and laser cutting. It has one of the world's best healthcare systems, offering latest therapies, medicines at advanced hospitals and health research facilities. It has highly-ranked international schools teaching British, American and IB curricula.

Qatar is a modern, cosmopolitan hub in the Arab world. The country is recognised as a major sporting hub, Qatar is home to world-class sporting facilities for both men and women. The annual Women's TOTAL tournament is hosted in February and is a major fixture in the tennis calendar, broadcasted across the world. Labour force participation for women is above 50%, the highest in the Gulf and above the world average. This rate is set to continue to rise, as more than 65% of higher education graduates are women. Museums, safaris, water sports and relaxing spa options all play a part in Qatar's leisure and lifestyle activities. Qatar practices religious tolerance with several Christian facilities, including an official Catholic church, in addition to the mosques around the country. Those who practice other religions are free to do so. With a large expat community, laws in Qatar allow pork and alcohol to be sold, which is not common in other Arab countries.

### Qatar - India Bilateral Relations

Qatar and India share an excellent bilateral trade and investment relationship which is growing steadily under an excellent framework provided by the leadership of both countries. Both countries are keen to expand collaborations to their mutual benefit in the fields of energy; business, finance and investments; infrastructure; education and research; sports; travel and tourism; and other areas. India is the third largest export destination for Qatar. Total bilateral trade reached \$12.3 billion during 2018-19. The bilateral trade balance has been in favour of Qatar in the last several years. India's skewed trade deficit is due to the fact it's one of the major importers of Qatari LNG. Around 24 fully-owned Indian companies (including L&T, Punj Lloyd, Shapoorji Pallonji, Voltas, Simplex, TCS, Wipro, Tech Mahindra, etc.) and an estimated 6000 Qatar-India joint ventures operate in various sectors of the Qatari economy. There is a growing interest shown by Indian companies to contribute in construction, infrastructure, communication, information technology, energy and other fields. India has shown keenness for direct investment in manufacturing and production of liquefied natural gas and chemical industries - fertilisers, urea, petrochemicals and projects concerning infrastructure related to the industry of the natural gas and drillings of oil, minerals and power.

Indian exports to Qatar stood at USD 1,611.36 million in 2018-19, which is 0.49% of its total world exports. India's exports to Gulf nations grew 9.46% in 2018-19 from the previous year.

Indian imports to Qatar stood at USD 10,721.70 million in 2018-19 (which is 2.09% of its total imports) while in the previous year it recorded USD 8,409.02 million recording a growth of 27.5 per cent.

Thus, India's bilateral trade with Qatar stood at USD 12,332.86 million in 2018-19 while it was 9,880.90 in the previous year. The percentage growth was 24.82 as compared to 17.2 in the previous year.

### India's top five export products to Qatar

1. Articles of iron or steel – USD 142.44 million (2018-19), USD 93.9 million (2017-18), 51.69 (percentage growth)
2. Cereals – USD 132.71 million (2018-19), USD 137.83 million (2017-18), -3.71 (percentage fall)
3. Organic chemicals – USD 98.86 million (2018-19), USD 79.51 million (2017-18), 24.34 (percentage growth)
4. Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television image and sound recorders and reproducers, and parts – USD 96.38 million (2018-19), USD 89.24 million (2017-18), 8 (percentage growth)
5. Natural or cultured pearls, precious or semiprecious stones, pre.Metals, clad with pre. Metal and articles thereof; imitation jewelry; coin – USD 91.32 million (2018-19), USD 71.49 million (2017-18), 27.74 (percentage growth)

### Qatar Free Zone Authority (QFZA)

In order to promote Qatar Free Zone Authority, several India engagements have taken place in recent times. The two free zones are Airport Free Zone at Ras Bufontas and the other is Port Free Zone at Umm Al Houf.

#### Airport Free Zone (Ras Bufontas)

This zone would be used for both retail, commercial and residential purposes. It will also provide serviced offices; warehousing, logistics and assembly facilities and open spaces. The target sectors are consumer goods; media and design services; energy and environment technologies; ICT; pharmaceuticals; financial services and insurance; retail trade; leisure and hospitality; logistics and warehousing; and aerospace and aviation activities.

The Airport Free Zone will house a Commercial Boulevard, three different Business and Innovation Parks (BIP), 24 light industrial units (to be completed by Q4 2019), Oasis Office Building (to be completed by Q3 2019) and Pre-built light industrial units (LIU).

#### Port Free Zone (Umm Al Houf)

The Port Free Zone will be constructed over an area of 32 sq.

km., of which 1.8 sq. km. of serviced plots dedicated to a MARSA Port (size: 8.5 m draught - 2.5 km of Quay Wall) Adjacent to Hamad Port, prebuilt start-up units and two pre-built light industrial units (LIU) and MARSA 'Marine Cluster' with two Marine Facilities. It will have 14 light industrial units (to be completed by Q2 2020). The areas that will be covered are heavy manufacturing, maritime industries and services, down stream petrochemical, emerging technologies, besides other industries and a logistics hub.

The gateway for Qatar's marine industry is open to foreign investors and local enterprises across a diverse range of marine services and light industry. The activities that will be carried out at MARSA Marine Cluster are maintenance, logistics, brokerage, research, design, boat building, safety measures and training, leisure, among others.

### Investment Opportunities

Qatar Free Zones Authority is Offering Investors the following:

#### Unique Benefits

- Tax and Capital - 0% corporate tax for renewable 20-year periods
- No individual income tax
- No restrictions on capital repatriation
- Qatar's double taxation treaty network with 65+ countries

#### Corporate Structuring

- 100% foreign ownership
- Partnership / JV opportunities with local companies / state enterprises.
- Branch or LLC structuring options
- Access to investment funding

#### Workforce Options

- Skilled workforce available in country
- Work permit regime directly managed by the Free Zone Authority
- Flexible foreign workforce visa regime and best practice employment regulations
- Workers' accommodation available in the zones

#### Property Solutions & Strategic Infrastructure

- Land plots: pre-built and self-build options
- Turnkey office solutions available
- Zones strategically located in Doha and adjacent to Airport & Port
- Metro servicing both zones

Foreign direct investment partnership opportunities with local champions are available with Qatar Airways, Qatar Investment Authority, Qatar Petroleum, Industries Qatar, Qatar Satellite Company and Qatar General Electricity & Water Corporation, among others.

### Business-friendly regulations

QFZA is an independent authority focused on creating a user-friendly, pro-business and globally competitive regulatory framework in the form of advanced licensing regime, compliance with international best practices, transparent and competitive operating environment, Qatar international court, regulations to serve FDI and special laws to serve intellectual property rights, privacy and data protection.

QFZA is open to customising solutions for companies who want to set up operations in its free zones in order to best suit the company's requirements. It caters to three focused sectors:

### Chemicals

A company can tap into globally attractive end-user industries and diverse market segments, such as advanced textiles and engineered materials, by capitalising on Qatar's vast natural gas reserves and competitively priced inputs.

### Logistics

A company can benefit from the unparalleled accessibility, connectivity and capacity of Hamad Port and Hamad Airport. Hamad port has a current yearly cargo capacity of two million TEU, while Hamad Airport transports 25 million passengers and two million tons of cargo a year.

### Emerging Technologies

Qatar's small size, powerful infrastructure, high internet and smartphone penetration and the continued growth of its technology sector make it an excellent hub for tech operations, across automotive, marine, aviation, pharma, etc.

Within the focused sectors, QFZA has identified a wide range of permitted activities for entities operating in the zones as clusters, which will evolve over time. The activities identified are industrial products and services; pharma, life sciences and medical services; automotive and transport equipment; aerospace and aviation; energy and environmental technology; construction and real estate; food and beverage; consumer goods, marine; logistics and

warehousing; ICT; media and design; financial services and insurance; professional and business services; leisure and hospitality and retail.

## South Africa



**Mr. Dean Hoff**  
Consul Economic, Consulate  
General of the Rep. of South Africa  
in Mumbai

Africa is a highly industrialised and diversified economy in the world. The country is endowed with abundance of natural resources. Services play a dominant role in the country's economy with finance, real estate and business services accounting for nearly 20% of the country's GDP in 2018, followed by general government services at 18% trade, catering and accommodation at 15% and transport, storage and communication nearly at 10%. The contribution of manufacturing sector to the total GDP is a little over 13 per cent, while agriculture, forestry and fishing together with mining and quarrying take up a share of 10.5%. An extensive and modern infrastructure network supports the economy. With a sophisticated banking sector, South Africa has emerged as the continent's financial hub. The country has also emerged as a prominent hub for innovation, technology and fintech.

Acting as a gateway to the African continent, South Africa is an ideal location for multinationals underpinned by factors such as skilled labour force, efficient infrastructure, and a world-class banking and financial services sector, among others. South Africa ranks 27<sup>th</sup> globally in terms of domestic market size and its young, vibrant population presents major opportunities for investors. South Africa provides access to the African continent with a population of over 1 billion and a GDP of USD 2.2 trillion. Building regional partnerships has been a key plank of South Africa's development planning and the country is a member of the Southern African Development Community Free Trade Area (SADC), Southern Africa Customs Union (SACU) and in the new African Continental Free Trade Area, which have the potential to boost intra-Africa trade and create a very large market of over 1 billion people and a combined GDP of 2.2 trillion that will unlock industrial development. Access to global markets has been enhanced through bilateral agreements with most of South Africa's major trading partners.

South Africa offers attractive opportunities across several sectors. The agriculture and agro-processing sector offers excellent potential for fruit and vegetable packaging and canning, fruit juice processing, processing of soya based products, meat processing, aquaculture, dairy and others. In the manufacturing sector, some of the prominent activities are in the fields of automotive parts and accessories and other transport and machinery equipment, metals fabrication, chemicals, plastics, pharmaceuticals, footwear, leather industries, clothing and textiles, cosmetics, and fast moving consumer goods. In the field of advanced manufacturing, the country has gained stronghold in fuel cells, energy storage, speciality materials, electronics, aerospace, defence industries, medical devices and emerging tele-medical instrumentation, speciality chemicals and bio-chemicals, among others.

South Africa has excellent potential in the tourism sector. Among other prominent services are business process outsourcing, financial and insurance services, IOT, film production and support services, shipbuilding and related activities.

Highlighting the trends and opportunities in South Africa – India bilateral trade and investments, Mr. Hoff informed that the present level of Indian investments in South Africa amount to US USD 4.71 billion involving 28 projects representing the sectors of financial services, IT, business machines etc. On the other hand, South Africa investment in India totaled US USD 675 million in 84 projects in the sectors of IT, financial services, automotive providing 11,700 jobs.

Foreign trade between South Africa and India is steadily growing. Between 2012 and 2017, South African exports to India increased from US USD 2.06 billion to US USD 3.7 billion. The major items of exports were coal, manganese, iron ore, chemicals wood pulp and petroleum oils. During this period, Indian exports to South Africa increased from US USD 2.53 billion to US USD 3.49 billion. The major items of Indian exports were petroleum oils, motor vehicles, medicaments and rice, among others.

South Africa is an attractive destination for investments. The country's growing middle class, affluent consumer base with excellent returns on investment make it a natural choice for foreign investors. Global corporates reap the benefits of doing business in South Africa, which has a supportive and growing ecosystem as a hub for innovation, technology and fintech. South Africa ranks number one in Africa for the protection of investment and minority investors. The country offers favourable market access to global markets. It has diversified skills set, emerging talent, large pool of trainable labour and government support for training and

skills development. Given the vast economic opportunities, South Africa offers excellent quality of life and ease of doing business.

## Sri Lanka



**Mr. Sandun Sameera**  
 Consul (Commercial), Consulate  
 General of the Dem Soc Republic  
 of Sri Lanka

Sri Lanka, with a population of 21.7 million and GDP equivalent to USD 89 billion in 2018, is a service-centered economy with services contributing to about 57.7% of the GDP, followed by industries and agriculture. It is a gateway to South Asia having signed Free Trade Agreements (FTAs) with India and Pakistan. Under these FTAs, it has 100% duty-free access to India for 4,232 products and Pakistan for 4,686 products. Products with 35% value-added are considered Sri Lankan and have the access to a market of over 1.5 billion under the above two agreements.

The top five export markets of Sri Lanka include EU, USA, India, UAE and China. Key exports from Sri Lanka include apparel, rubber, ship building, gemstones, Ceylon tea, Ceylon cinnamon, fish and fish-based products and IT/BPO. Sri Lanka exported goods worth USD 768.71 million to India in 2018 of which 65% were under Indo-Sri Lanka FTA (ISFTA), while it imported goods worth 4158.18 million of which 5% were under ISFTA. Other agreements between India and Sri Lanka include SAPTA, SAFTA and APTA.

Sri Lanka's major exports to India under ISFTA include spices (pepper, cloves, cardamom), ships, boats and floating structures, apparel, prepared animal fodder, insulated wire and cable, glass and glassware, tea, man-made staple fibres, mineral water and aerated water, essential oils and bicycles, whereas imports from India include petroleum oil, portland cement, diesel and petrol, cotton, motor cycles, motor cars and other motor vehicles, medicaments, iron and steel, yarn and fabric and paper and paper board.

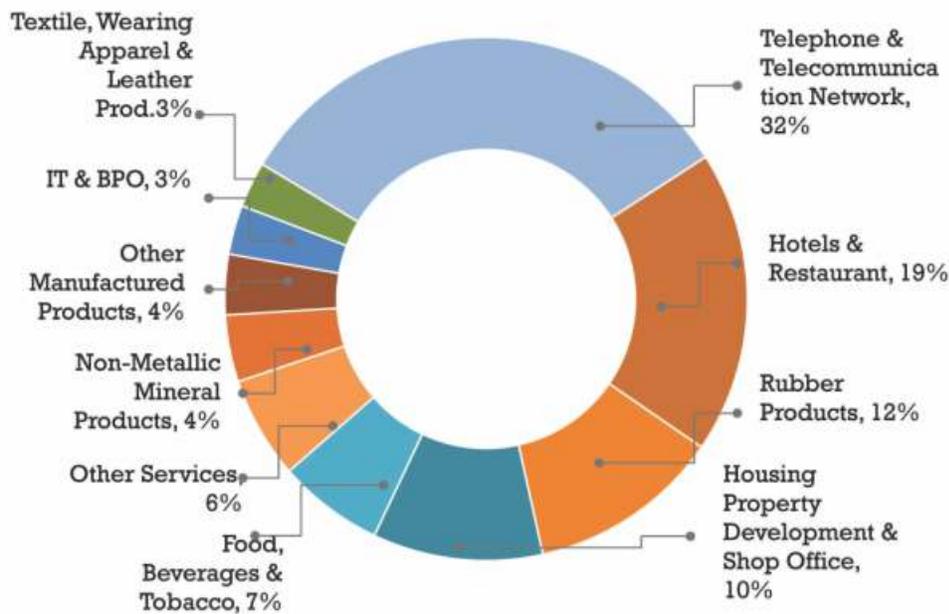
Potential sectors for investment in Sri Lanka include logistics, infrastructure, real estate, IT/BPM, tourism, agriculture and fisheries, export manufacturing and education. Its key target sectors include automobile components, medical devices, pharmaceuticals, solar

panels, fabricated metal parts, value-added minerals in manufacturing (high value-added /high tech), lingerie, smart textiles (wearable technology), other high-value clothing items (especially niche products) in manufacturing – apparel (high value-added), IT software, BPM, KPM in IT-enabled services, hotels, recreational and activities (theme parks), adventure, wellness, sports and leisure facilities in tourism, fish / seafood, fruit and vegetables, dairy products, entrepot trade, transportation, warehousing and storage in logistics, vocational and higher education and mixed development, industrial zone development in large-scale infrastructure.

Sri Lanka is open to foreign investments and was the first country to liberalise its economy in South Asia in 1977. 100% foreign ownership is allowed except for a few exceptions and 100% repatriation of profits is allowed. In terms of exchange control, all current account transactions are liberalised and capital account transactions are partially liberalised. It has Double Tax Avoidance Agreements with 42 countries and corporate tax rates have been reduced by over 28%.

The top 10 sectors that have attracted FDI include telephone and telecommunication network (32%), hotels and restaurant (19%), rubber products (12%), housing property development and shop office (10%), food, beverages and tobacco (7%), other services (6%), non-metallic mineral products (4%), IT and BPO (3%) and textile, wearing apparel & leather products (3%).

## Top 10 sectors that attracted FDI in Sri Lanka



Indian investors in Sri Lanka include Hinduja Group (Ashok Leyland), Tata Group, Taj Hotels, Piramal Glass Ltd., Ultratech Cement, CEAT Ltd., Axis Bank, ICICI Bank and State Bank of India, among others. Indian businesses operating in Sri Lanka include Ambuja Cement, Dabur Pvt. Ltd., Krrish

Sri Lanka is at the centre of the world's busiest sea routes. Colombo Port is world's number one container growth port. It is 24<sup>th</sup> busiest in the world and the only deep water container port in South Asia. SAGT terminal is the 4<sup>th</sup> highest in productivity in the world. Hambantota Port is only 10 nautical miles off the world's busiest East-West shipping lane. Trincomalee Port is one of the largest natural deep water harbours in the world. Colombo Port City Project has five different precincts - financial district, central park living, island living, the marina and the international island.

Transworks Colombo, TATA Motors, GlaxoSmithKline, Piaggio and Bajaj. Sri Lankan companies engaged in business in India include Brandix, Aitken Spence, MAS Holdings, Dankotuwa Porcelain, Carson Cumberbatch, Bank of Ceylon and DSI Tyre India.

Colombo is connected to over 100 destinations by air. Sri Lanka has over 20 flights daily to India. Sri Lankan Airlines operates 121 flights per week to 13 destinations in India.

With sun and sand beaches all year round, 64 wildlife parks and sanctuaries, year-round festivities, Ayurveda, hilly areas with waterfalls and nature treks, eight world heritage sites, adventure water sports, hiking and camping and a culture rich in eastern spirituality, Sri Lanka is a great place to visit and tourism is a sector worth investing. Sri Lanka had 2.33 million tourist arrivals from the world in 2018 and 424,887 from India.

## B2B Meetings

The third edition of World Trade Expo attracted more than 2,000 delegates who engaged in at least 7,000 B2B meetings with exhibitors and other delegates. These delegates include senior officials from embassies, consular office and trade missions of the participating countries, senior executives from foreign and domestic companies. The programme was also attended by founders of micro, small and medium enterprises, women-owned businesses, startup companies and officials from industry clusters.

The networking session during the two-day event generated fruitful overseas business leads for merchant exporters and manufacturers in India. Officials from education, tourism,

media & entertainment sectors explored possibilities of student exchange, joint tour packages and co-production of films with their counterparts in partnering countries such as Mauritius, Brazil, Egypt, etc.

Officials from trade missions explained the investment potential in their countries to interested delegates. Senior officials from MSMEs explored partnership with foreign companies in the form of technology transfer and other joint ventures. Founders of start-up enterprises explained the business model of their companies to prospective investors and officials of foreign trade missions in order to attract capital from their countries.



## Exhibition

World Trade Expo hosted more than 120 exhibitors from foreign embassies, consular offices, trade and investment promotion agencies from around 30 countries. The exhibition also showcased products and services of foreign countries, micro, small and medium enterprises (MSMEs), women-owned enterprises, industry clusters and start-up enterprises.

Foreign manufacturing companies and their distributors dealing in food processing, textile and fashion products showcased their new brands and product launches to visitors. Trade missions and investment promotion agencies

promoted investment and tourism potential in their countries to interested investors and businessmen.

Airlines and logistics companies explained their services to tourists and freight forwarders. Companies from beverages, dry fruits, spices and other food commodities engaged visitors by offering free samples of their products. Manufacturers of industrial machineries explained key features of their products by giving live demonstrations. The exhibition also hosted stalls of companies engaged in tourism, education, financial services, healthcare, research and consultancy services.

## Cultural Evening

The first day of World Trade Expo concluded with an outstanding cultural performance depicting the rich tradition in rural and urban areas of Indonesia. Distinguished artists performed various forms of folk dance, notably Tari Piring and Menari, besides staging spectacular musical rendering of Angklung and Manuk Dadali.

Tari Piring (Piring dance) is a traditional Minangkabau plate dance from West Sumatra, Indonesia. The dance can be performed by a group of women, men or couples. Each of the performers holds plates in each hands, and vigorously rotate or half rotate them in various formations and fast movements. This dance is usually performed as a ceremonial welcoming dance to honour guests and elders to a traditional ceremony. The dance is also one of the popular Indonesian traditional dances performed in festivals abroad to promote Indonesian culture and tourism.

Angklung is a musical instrument from Indonesia made of varying number of bamboo tubes attached to a bamboo frame. The tubes are carved to have a resonant pitch when struck and are tuned to octaves. The base of the frame is held in one hand, whilst the other hand shakes the instrument. This causes a repeating note to sound. Each of

the three or more performers in an ensemble Angklung played just one note or more, but altogether complete melodies. On November 16, 2010, UNESCO officially recognised the Indonesian Angklung as a Masterpiece of Oral and Intangible Heritage of Humanity, and encouraged the Indonesian people and the Indonesian government to safeguard, transmit, promote performances and to encourage the craftsmanship of Angklung.

Indonesia Menari or Indonesia Dance is a collective dance movement from Aceh to Papua. The dance is performed simultaneously at many locations in Indonesia. It aims to introduce people to traditional Indonesian dances, to encourage more people, especially those of the young generation to learn traditional dances of Indonesia and to be proud of Indonesian culture. Menari is usually performed in the form of a mass dance with choreography that combines several traditional and modern dance. The event is also enlivened by the presence of art workers who also danced together in the festivity of the event in each venue.

Manuk Dadali is a traditional song from West Java, Indonesia. Manuk Dadali means Garuda bird, the symbol of Indonesia's heroism and unity.



## Press Release

### World Trade Expo receives overwhelming response from MSMEs of six states, over 7,000 B2B meetings with 30 participating countries

With the objective of giving fillip to multilateralism and pluralism, World Trade Center Mumbai and All India Association of Industries (AIAI) organised the third edition of their flagship event 'World Trade Expo' on November 13-14, 2019. The Expo concluded with over 7,000 B2B meetings between MSMEs from 6 states and 30 participating countries that together contribute about 40% to world exports.

The event assumes significance at a time when various countries are repositioning themselves in the wake of the ongoing trade wars between major economies to take advantage of gains arising from trade. India, which has a share of just about 2.5% in world trade can benefit from participating in free trade agreements such as RCEP through optimum allocation of resources and lowering costs of production, while giving access to consumers to cheaper goods and services.

The Expo featured the world's emerging economies, alongside giants from Asia, global financial hubs of Mauritius and Singapore, leading agriculture exporter Argentina, the world's seventh ranking patent filing country Italy and major natural gas exporter Qatar, among others. From agro-processing to education, logistics to pharmaceutical, companies from Asia, Americas, Europe and African continents and six Indian states showcased innovative technologies and their core competencies in order to add value to the lives of the people they serve. The Exhibition at the Expo featured trade promotion agencies, MNCs and Indian companies willing to seize opportunities arising from beneficial partnerships while over 2,000 delegates took advantage of the plethora of business ideas under one roof. The two-day event generated cross-country collaboration through trade, technology transfer, investment, tourism and cultural exchange. The exhibitors from six Indian states, namely, Maharashtra, Gujarat, Rajasthan, Goa, Odisha and Assam showcased the traditional Indian culture through products from the handicraft, handloom, textile, garments, organic, leather and metal handicraft sectors. Clusters from Maharashtra belonging to advance engineering, bakery, Banjara art and craft, forging, garments, gloves, industrial engineering, modular furniture, musical instruments, turmeric, Warli painting and furniture and women's garments also displayed their products.

"World Trade Expo is an effective platform to promote exports and investment in India. Maharashtra offers financial incentives to industries, which are the best-of-their-kind offered by any state government in India. The state

accounts for 30% of India's FDI and has a fantastic ecosystem for industries. AURIC, India's first well-planned and greenfield smart industrial city is being developed as a part of the Delhi-Mumbai Industrial Corridor. I invite participating countries to explore investment opportunities in Maharashtra," said Dr. Harshdeep Kamble, IAS, Secretary - Industries & Mining and Development Commissioner (Industries), Directorate of Industries, Government of Maharashtra during the Inaugural Session.

Mr. Suresh Kakani, IAS, Vice Chairman and Managing Director, Maharashtra Airport Development Company Ltd. opined that in the next five years, MADC aims to develop and operate about six new airports in Tier - II and Tier - III cities of Maharashtra in order to provide seamless connectivity to semi-urban population. He invited industries to set up units at Asia's largest processing SEZ, MIHAN, located adjacent to the International airport in Nagpur.

Mr. P. Mallikarjunaiah, Regional Director (Western Region), O/o The Development Commissioner (Handicrafts), Ministry of Textile, Government of India suggested that India's handicrafts exports represent hardly 3% of world exports and hence there is great scope for increasing our exports. India's rich handicraft sector employs over 60 lakh artisans across 32 major crafts and more than 100 sub-crafts that together export USD four billion worth products annually. World Trade Expo will help Indian artisans explore new foreign markets.

In his welcome remarks, Mr. Vijay Kalantri, Vice Chairman, MVIRDC World Trade Center Mumbai; President All India Association of Industries had said, "The third World Trade Expo is set to open a new chapter in India's relations with the 30 participating countries that together contribute about 40% to world exports. At a time when world export growth is slowing, the participating countries will discuss new avenues for trade and technological partnerships."

In his remarks, Captain Somesh Batra, Vice Chairman, MVIRDC World Trade Center Mumbai informed that the participating countries account for 44% of India's foreign trade and 61% of India's inbound FDI. Captain Batra expressed confidence that the Expo will open new vistas of partnership for Indian MSMEs and handicraft sectors.

The two-day World Trade Expo also featured 11 country presentations. The Expo was attended by ambassadors, consular corps, government officials and representatives of trade and industry.



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**INDIA GETS READY FOR A BIGGER PLAY IN GLOBAL TRADE**

WORLD TRADE EXPO 2019 IS BEING TOGETHER AS MANY AS 30 COUNTRIES AND 6 STATES TO OFFER A PLATFORM OF GLOBAL BUSINESS OPPORTUNITIES TO ALL STAKEHOLDERS

International trade is in transition and volatility in global markets is impacting the business and the trading community to reorient their strategies to meet the emerging challenges and remain competitive in global markets. New global trade rules and emerging innovative technologies continue to disrupt the trading landscape necessitating businesses to rapidly adapt to the technological revolution. Global supply chains are on the order of the day and businesses are gearing themselves to identify more innovative solutions to integrate with global markets.

In the wake of these and other developments, countries are reshaping their economies by introducing new policies and reforms opening up plethora of opportunities for global business, both local and abroad. At a time when world economies are reenergizing trade agreements to enhance their share in global markets, India and other countries are increasingly looking at opportunities to expand their share in international trade.

Leveraging the success of the previous editions of the World Trade Expo, MYTRC World Trade Center Mumbai and the Association of Industries are back with the 26th edition of the World Trade Expo, which aims to meet the growing demand for MSMEs and thereby help accelerate the country's share in global trade.

World Trade Expo 2019 will be held on November 13-14, 2019 at World Trade Center Mumbai with participation from 30 countries and 6 states. It will provide excellent opportunities for Indian MSMEs in finding former entrepreneurs, startups and other stakeholders in manufacturing, agri and food processing and services sectors to explore business opportunities and emerging global markets and global value chains. This two-day Expo will feature seminars, conferences, Business-to-Business (B2B) and Business-to-Government (B2G) meetings. The participating countries/ exhibition include Afghanistan, Argentina, Bangladesh, Belgium, Botswana, Brazil, China, Ecuador, Egypt, Ethiopia, Georgia, Indonesia, Italy, Malaysia, Mauritius, Poland, Qatar, Singapore, South Africa, Sri Lanka, Taiwan, Thailand, USA, Uganda and Venezuela. The participation of State Governments of Assam, Odisha, Goa, Gujarat, Maharashtra and Rajasthan will open up several opportunities for entrepreneurs and MSMEs in these states.

Mr. Kamal Manohar, Chairman, MYTRC World Trade Center Mumbai said, "World Trade Expo 2019 is a unique initiative to help MSMEs to explore global opportunities and provide access to technological solutions to enhance their competitiveness in international trade. The participating countries account for almost 64% of India's foreign trade exports stands at 64%. Key officials from these countries will present the potentials across various sectors and provide opportunities for India. Foreign business houses will address opportunities to help integrate Indian MSMEs into global value chains. Additionally, MSMEs from five Indian States will display their products and services which are export ready."

Speaking on the occasion of World Trade Expo, Mr. Vijay Kulkarni, President, All India Association of Industries and Vice Chairman, MYTRC World Trade Center Mumbai said, "WTE was conceptualized with a view to bring together embassies, consulates and trade promotion organizations to showcase their strengths in products of technological advancements, goods and services, while Indian companies who are export ready and are looking to expand their business abroad can take benefit of import opportunities from those countries. While India is targeting to become a USD five trillion economy over the next few years, our international trade must grow proportionately and support its growth. World Trade Expo will be an ideal platform in achieving this growth target."

Mr. V. Narayan, Director General, MYTRC World Trade Center said, "World Trade Expo, in its 26th edition has a growing number of participating countries and is fast becoming an alternate trade platform in providing MSMEs access to technology and thereby help in building their competitiveness."

Highlighting on the participation of Indian States in World Trade Expo 2019, Mr. Rupa Naik, Senior Director, MYTRC World Trade Center Mumbai said, "The participating Indian states will showcase their products from opportunities both in the domestic and international markets. This trade Expo will enable MSMEs from these states to forge alliances and increase tie-ups with foreign partners. Therefore, MSMEs can take full advantage of the opportunities that WTE 2019 will offer."

The previous edition of World Trade Expo 2018 received tremendous response with active participation from trade representatives of 28 countries and 7 state governments, viz. Maharashtra, Rajasthan, Madhya Pradesh, Uttar Pradesh, Jammu & Kashmir, Goa and Odisha. It attracted a total of over 3,000 visitors and hosted more than 1,000 B2B meetings over 2 days, which is only expected to grow further this year.



**MYTRC WORLD TRADE CENTER MUMBAI**

As a prestigious trade promotion organization with over 25 years of experience in international trade, World Trade Center Mumbai during five decades of its operation has been actively engaged in the promotion of India's international trade. In pursuit of its objectives to enhance India's export competitiveness, the Center undertakes wide ranging activities and services which are geared to meet the needs of local trade and business, particularly the MSME sector. The Center's research studies support policy formulation and help integrate international trade and help integrate trade promotion activities, seminars, workshops, exhibitions, and educational training. The Center assists businesses to seek new opportunities in global markets, source new products and technologies, identify channels of investments and help forge collaborations with global business partners. All these activities are supported with excellent trade infrastructure and facilities, thereby ensuring ease of doing business.

Established in 1970, World Trade Center Mumbai is the premier not-for-profit trade promotion organization in India. Strategically located in the domestic city of

**A FULLY-EQUIPPED CENTRALLY AIR-CONDITIONED EXPO CENTRE LOCATED STRATEGICALLY IS A WELL ESTABLISHED VENUE FOR EXHIBITIONS AND TRADE SHOWS. OVER 60 EXHIBITIONS ARE HELD ANNUALLY AT THE EXPO CENTER**

Mumbai, World Trade Center Mumbai assists businesses to seek overseas partners and connect with global markets. The Centre organizes World Trade Center Mumbai to enhance the competitiveness of Indian businesses in international markets and to facilitate their international operations.

As a member of the World Trade Centers Association, New York, our Center is effectively integrated with 120 World Trade Centers across 80 countries serving more than one million businesses.

The major activities of World Trade Center Mumbai include: Trade research, Trade Education, Trade Promotion, Exhibition and Commercial Spaces.

**RESEARCH**  
WTC Mumbai, as part of its activities, conducts research on international trade to guide policy formulation and strategic business planning. The knowledge-based services of the WTC include trade and WTO research, Training, Seminars and Conferences, all of which are regularly utilized by business and industry, governments, educational institutions and academia. Trade and businesses increasingly rely upon such research findings to develop new markets and identify key business partners. WTC Study Centre monitors the developments in the realm of WTO and monitors trade and industry on the issues emerging out of the framework of WTO. WTC Mumbai participates and conducts Working Sessions at the annual WTO Public Forum of Geneva. The Center's international trade library is a repository of invaluable books, publications and journals on the subject of international trade. The library has an impressive collection of trade agreements and documents available regularly from the World Trade Organization (WTO), World Intellectual Property Organization (WIPO), UNCTAD, International Trade Centre (ITC) of Geneva and other reputed international organizations. World Trade Center Mumbai also has been accredited by the World Intellectual Property Organization to operate the WIPO Depository Library.

Some of its recent research studies include study on BMS/ETC, India and Free Trade Agreements: Opportunities and Challenges, Evolving Modes of MSME Fi-

nanancing, White Paper on Services: Enabler of Growth for Trade and Industry, Infrastructure Development in Maharashtra, Research Study on accelerating Maharashtra's Export Competitiveness, Engineering of the IPSCS Engagement, Trends in India's Exports across key sectors, India - all in America & Caribbean Partnership among others. These studies focus on in-depth analysis of international trade and opportunities for MSMEs and women entrepreneurs to capture in international market.

**TRADE EDUCATION**  
The Center's knowledge-based services are supported by World Trade Institute, the education wing of WTC Mumbai. WTC offers the following courses: Post-Graduate Diploma in Foreign Trade, Post-Graduate Diploma in Foreign Trade, Post-Graduate Certificate in Export Import, Post-Graduate Certificate in Export Import.

**TRADE PROMOTION**  
WTC Mumbai organizes many national and international events such as the Center's flagship event Global Economic Summit, World Trade Expo, World Trade Day, Maharashtra, B2B meetings and exhibitions to showcase India's growing business potential. WTC Mumbai has been regularly moving and setting trade missions, organizing business matchmaking events for the benefit of its members as well as helping overseas delegates.

It has signed Memorandum of Understanding (MOU) with over 130 international organizations for the exchange of information, business delegations and joint ventures in various fields. Every year WTC Mumbai hosts over 70 trade delegations to help integrate MSMEs in international markets.

As an extension of its activities, WTC Mumbai has established Trade Promotions, Russia India Trade House Mumbai (RITHM), China Desk and is the member of The Trades, with special to promote women's participation in trade.

**COMMERCIAL SPACES**  
These services include office spaces, Expo Center, Showrooms for display of products and logistics, Business Centre, Conference and Meeting rooms and Free Dining restaurants. Ropied public and private sector corporates, educational institutions, organizations, banks and financial institutions are located in the WTC complex.

**EXPO CENTER**  
A fully-equipped centrally air-conditioned Expo Centre located strategically is a well established venue for exhibitions and trade shows. Over 60 exhibitions are held annually at the Expo Center.

**SERVING TRADE & INDUSTRY**  
Members of Trade & Industry need to remain updated on new developments in the emerging spectrum of international trade. Such issues mainly relate to trade policies, rules and regulations, bilateral and regional trade agreements, trade and investment facilitation, standards, emerging markets, currencies, banking and finance, new innovation and technologies, shipping and logistics, e-commerce, among other issues.

WTC Mumbai regularly organizes seminars, workshops, lectures and industry programmes to educate trade and industry and keep them abreast of any developments on these fronts. Also through exchange of information members are regularly updated on these issues. The Center's quarterly magazine ON TRADE serves as a useful reference publication and is disseminated to members of WTC Mumbai.

WTC Mumbai activities and services are actively geared to promoting the MSME sector with a view to enhancing their productivity and competitiveness both at domestic and global levels. WTC Mumbai strives to reach out to a larger section of trade and business and activities and services to meet their needs. Our members, besides, seminars and workshops are organized and attend to provide an effective platform for MSMEs to interact with buyers from India as well as overseas. MSMEs are facilitated to meet their overseas counterparts at B2B meetings on site during the visits of overseas delegations. Trade exhibitions are organized for MSMEs to display their products and services.

**WTC MUMBAI SDG STRATEGY**  
International trade is intrinsically linked to achieving the 17 Sustainable Development Goals (SDGs) by 2030. This is because trade has historically proven to be a viable tool to achieve outcomes such as poverty alleviation, investments, economic growth, job employment etc. Achieving these outcomes is an integral part of achieving sustainable development.

In addition, trade also directly related to some SDGs. For instance, reducing trade cost for solar technologies under the aegis of the solar alliance is vital to achieve SDG 7 (clean energy) and facilitating technology transfer through trade is a critical component of SDG 9 (Industry, Innovation and Infrastructure). In its capacity as a trade support and facilitation institution, WTC Mumbai's role in the SDG implementation mechanism is catalytic. It supports and promotes an instrument of business i.e. international trade. The WTC Mumbai SDG Strategy caters to SDGs in primary, secondary and tertiary goods based on their relevance to trade promotion activities. Based on this method, grade 8 (decent work and economic growth), 9 (Industry, Innovation and Infrastructure) and 17 (Partnerships for the Goals) are primary i.e. most relevant to WTC Mumbai's activities.

The strategy identifies 3 stakeholders: MSMEs, Women Entrepreneurs and Youth based on their role in international trade and sustainable development. Further, the strategy sets out a timeline for implementation based on dates that coincide with the identified stakeholders such as World MSME Day, International Women's Day and International Youth Skills Day. Initiatives and programmes can be planned around these dates to ensure their relevance to the various relevant SDGs.

Further, the strategy also includes an Impact Evaluation framework that uses a comprehensive goal-based assessment matrix to assess the impact of the planned trade events on the identified stakeholder in line with the relevant SDGs.

**TRADE SHOWS LIKE WORLD TRADE EXPO OFFER MULTIPLE BENEFITS UNDER ONE ROOF**

Trade fairs and exhibitions might be the platform that your business needs to achieve your goals. No matter the sector and industry you have decided to operate in, a trade fair marketing can provide you opportunities that the day-to-day business correspondence usually does not. With the possibilities of participating as an exhibitor or as a visitor there will be benefits for both types of attendees. The market trends are constantly changing and being part of such event might be essential for your future professional plans.

One of the major reasons that makes visiting an expo an important step into the business world is the possibility to communicate to people face-to-face. For instance, a carefully prepared company booth and a personal approach to every visitor might leave a big percentage of the expo attendees as decision makers from all size companies, as the important to know your audience and provide information according to the person's role in the industry. Therefore, its crucial when engaging in a business conversation to provide all the information a visitor might need in a concise and attractive way.

Trade shows and exhibitions can be an excellent way to promote a business and the products and services that offers. They are also a great way to network with other industry members and grow the customer base exponentially. Trade shows offer an unparalleled opportunity for face-to-face interactions with a wide array of potential customers, something that most advertising and marketing mediums fail to do. Given the immense potential that trade shows offer versus business to grow and prosper, their significance stands truly unmatched.

Attending a trade show is one of the best ways for business and organizations to stay ahead of their competition. Trade shows are often the place that companies use as a testing ground for new products, programs, ideas and strategies. Doing market research on the competition allows a company to see what their competition might be launching or focusing on in the coming months or even over the next year.

Trade shows help bring all the different aspects of an industry together - consumers, distributors, suppliers and manufacturers, all in one place. With such a broad audience together in one place, businesses are able to schedule meetings, negotiate orders and other opportunities and collaborate on other projects.

World Trade Expo 2019 is a unique initiative to help MSMEs to explore global opportunities and provide access to technological advancements and thereby help India to accelerate its share in international trade. The participating countries account for almost half of India's foreign trade. World Trade Expo 2019 will be held on November 13-14, 2019 at World Trade Center Mumbai with participation from 30 countries and 6 states. It will provide excellent opportunities for the industry participants to explore limitless opportunities emerging in global markets and global value chains.

**TRADE SHOWS HELP BRING ALL THE DIFFERENT ASPECTS OF AN INDUSTRY TOGETHER - CONSUMERS, DISTRIBUTORS, SUPPLIERS AND MANUFACTURERS, ALL IN ONE PLACE**

## WORLD TRADE EXPO 2019

November 13 - 14, 2019 | 10 am to 6 pm

### Expo Center, The Arcade, World Trade Center Mumbai

**Businesses across sectors are invited to Exhibition | Country Presentations | B2B Meetings**

A unique initiative for MSMEs to interact and network with diplomats from 30 Countries - Embassies, Consulates and Representatives of Overseas Companies operating in India to explore business prospects in Trade, Technology and Investments and accelerate foreign trade.

Connect Locally, Trade Globally

Visit the Ultimate International Trade Expo to Explore Business Opportunities and Enhance Your Company's Presence Globally

ENTRY FREE

**EXHIBITORS PROFILE**

30 Countries Showcase Trade and Investment Opportunities  
50 Overseas Entrepreneurs Operating in India  
6 States | MSMEs | Industry Clusters | Women Entrepreneurs

**FOCUS SECTORS**

Manufacturing | Agri & Food Processing | Services

**PARTICIPATING COUNTRIES**

Afghanistan | Argentina | Bangladesh | Belgium | Botswana | Brazil | China | Ecuador | Egypt | Ethiopia | Gabon | Georgia | Indonesia | Iran | Italy | Malaysia | Mauritius | Poland | Qatar | Singapore | South Africa | Sri Lanka | Taiwan | Thailand | Uganda | USA

MYTRC World Trade Center Mumbai  
C/16 Parade, Mumbai 405 005  
t: 022 - 66387272 / 379 / 386 / 378  
e: marketing@wtcmumbai.org

All India Association of Industries  
t: 022 - 32019265 / 9160  
e: info@aiaindia.com





**Social Media Country Post**

**World Trade Expo 2019**  
November 13-14, 2019 | Expo Center, World Trade Center Mumbai  
Connect, Explore and Seize Global Opportunities  
Exhibition | Country Presentations | B2B Meetings  
24 COUNTRIES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES  
Afghanistan | Argentina | Bangladesh | Belgium | Botswana | Brazil | China | Ecuador | Egypt | Ethiopia | Gabon | Georgia | Indonesia | Iran | Italy | Malaysia | Mauritius | Poland | Qatar | Singapore | South Africa | Sri Lanka | Taiwan | Thailand | Venezuela | USA  
WHO SHOULD ATTEND  
Business Leaders | MSMEs | Exporters | Importers | Trade Consultants | Distributors | Trade Organizations  
World Trade Center Mumbai | All India Association of Industries

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24 COUNTRIES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES  
**AFGHANISTAN PAVILION**  
Focus sectors  
• Fruits Processing • Pharmaceuticals  
• Textile  
To participate in B2B meetings  
Prior registration compulsory, no participation fee  
World Trade Center Mumbai | All India Association of Industries

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**ARGENTINA PAVILION**  
Focus sectors  
• Agro Processing Services • Services - Hi-Tech  
• Information Technology • Minerals  
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World Trade Center Mumbai | All India Association of Industries

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**BANGLADESH PAVILION**  
Focus sectors  
• Furniture (Manufacture, Distribution, Retailer & Exporter)  
• Textileware (Garment/Consumerware Sector)  
• Tourism  
To participate in B2B meetings  
Prior registration compulsory, no participation fee  
World Trade Center Mumbai | All India Association of Industries

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**BELGIUM PAVILION**  
Focus sectors  
• Agro Processing • Fruits Processing  
• IT & ITeS • Pharmaceuticals  
• Tourism  
To participate in B2B meetings  
Prior registration compulsory, no participation fee  
World Trade Center Mumbai | All India Association of Industries

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**BOTSWANA PAVILION**  
Focus sectors  
• Agro Processing • Fruits Processing • Logistics • Pharmaceuticals  
• Textile • Vegetable Processing  
To participate in B2B meetings  
Prior registration compulsory, no participation fee  
World Trade Center Mumbai | All India Association of Industries

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**BRAZIL PAVILION**  
Focus sectors  
• Agro Processing • Consumer Goods • E-Commerce  
• Education (Corp Learning & Learning) • Fruits Processing • Health & Healthcare  
• Logistics • Power/ Energy • Textile • Tourism • Vegetable Processing  
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24 COUNTRIES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES  
**CHINA PAVILION**  
Focus sectors  
• Airlines • Chemical • Electrical Logistics  
• Hi-Tech Industrial & Technical Machines  
• Mechanical • Pharmaceuticals • Power/ Energy • Textile  
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Prior registration compulsory, no participation fee  
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25 COUNTRIES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES  
**ECUADOR PAVILION**  
Exhibitor  
• Commercial office of Ecuador in Mumbai  
To participate in B2B meetings  
Prior registration compulsory, no participation fee  
World Trade Center Mumbai | All India Association of Industries

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**EGYPT PAVILION**  
Focus sectors  
• Power/Energy • Health • Mechanical • Electrical • Textile  
• Pharmaceutical • Chemical • Agriculture • Fruits/Vegetable Processing  
• Agro-Processing • Education • Finance • IT • Logistics • Media • Tourism  
• Weather Forecast  
To participate in B2B meetings  
Prior registration compulsory, no participation fee  
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25 COUNTRIES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES  
**GABON PAVILION**  
Exhibitor  
• Consulate of the Rep of Gabon  
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**GEORGIA PAVILION**  
Focus sectors  
• Agro Processing • Pharmaceuticals • Tourism  
To participate in B2B meetings  
Prior registration compulsory, no participation fee  
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**ITALY PAVILION**

E exhibitor  
 Italian Trade Agency

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 Prior registration compulsory, no participation fee

World Trade Center Mumbai  
 marketing@wtrcexpo.com  
 +91 22 6888 7333 / 276

All India Association of Industries  
 aiaa@indiaaai.com  
 +91 22 2281 5882/592

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**MALAYSIA PAVILION**

Focus sectors  
 • Agro Processing • Apparel • Chemical • Education (E-Learning) • Electrical • Finance & Banking • Food Processing • Health & Healthcare  
 • Logistics • Mechanical • Metals • Pharmaceuticals • Power Energy • Tourism  
 • Vegetable Processing • Health • Mechanical • Electrical • Textile

To participate in B2B meetings  
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**MAURITIUS PAVILION**

Focus sectors  
 • Agro Processing • Chemical • Education (E-Learning) • Electrical • Electrical & Electronics • Fashion & Beauty • Food Processing • Health & Healthcare  
 • Logistics • Mechanical • Steel Economy • Pharmaceuticals • Property Development  
 • Textile • Tourism • Vegetable Processing • Tourism

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**POLAND PAVILION**

E exhibitor  
 Polish Investment and Trade Agency

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**QATAR PAVILION**

Focus sectors  
 • Chemical • Engineering • IT & ITeS • Logistics

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 Prior registration compulsory, no participation fee

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 26 COUNTRIES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES

**SINGAPORE PAVILION**

Focus sectors  
 • Finance & Banking

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

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 Exhibition | Country Presentations | B2B Meetings  
 24 COUNTRIES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES

**SRI LANKA PAVILION**

Focus sectors  
 • Agro Processing • Health & Healthcare  
 • IT & ITeS • Tourism

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

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**SOUTH AFRICA PAVILION**

E exhibitor  
 Consulate General of the Rep. of South Africa - First Rand Bank

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

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**TAIWAN PAVILION**

Focus sectors  
 • Electric Mobility • Engineering • Factory Automation • Health & Healthcare  
 • Home Care • Logistics

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

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**THAILAND PAVILION**

Focus sectors  
 • Trade Promotion

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

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**UGANDA PAVILION**

E exhibitor  
 High Commission of Uganda

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

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**USA PAVILION**

Focus sectors  
 • IT & ITeS • Weather Forecast

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

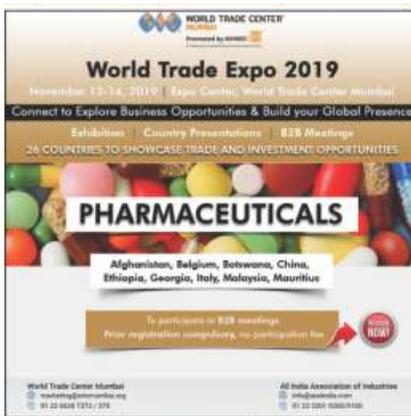
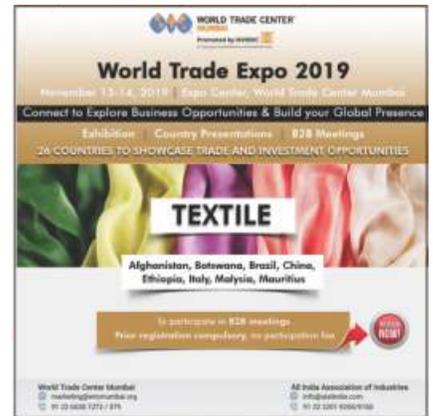
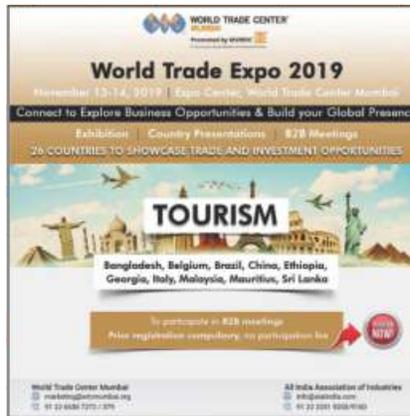
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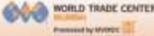
## Social Media Country Post



## Social Media Sectors Post



Social Media States Post




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 Exhibition | Country Presentations | B2B Meetings  
 30 COUNTRIES & 5 STATES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES  
 Time : 10.00am to 6.00pm

**RAJASTHAN STATE PAVILION**  
 Exhibitors

- Heera Parwa Art Gallery - Ron Blue Art Pottery - Sajal Genesis - Tashik Creation
- The Natural - Greenfingers India - Nazdan Creation - Crown Collection
- Khushi's Skill Leather - Balbeer Handicrafts

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

World Trade Center Mumbai | marketing@wtcmumbai.org | 91 22 6608 7272 / 979  
 Visit Stall No. 48 to 57 | All India Association of Industries | info@ainindia.com | 91 22 2281 9266/9146



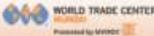

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 Time : 10.00am to 6.00pm

**ODISHA STATE PAVILION**  
 Exhibitors

- ACSB Conductor - Anona Oil & Perfumes - Satara and Eco
- Handlooms & Handicrafts - Hospitality Services & Tour provider

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

World Trade Center Mumbai | marketing@wtcmumbai.org | 91 22 6608 7272 / 979  
 Visit Stall No. 64 to 65 | All India Association of Industries | info@ainindia.com | 91 22 2281 9266/9146




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 30 COUNTRIES & 5 STATES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES  
 Time : 10.00am to 6.00pm

**GOA STATE PAVILION**  
 Exhibitors

- Kanat Interact Pvt. Ltd. - Prabhudevai Group - District Rural Development Agency - Govt. of Goa
- Revan Universal Industries - Vidyaesh Contractors Pvt. Ltd

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

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 Visit Stall No. 30 to 34 & 82 | All India Association of Industries | info@ainindia.com | 91 22 2281 9266/9146




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 30 COUNTRIES & 5 STATES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES  
 Time : 10.00am to 6.00pm

**GUJARAT STATE PAVILION**  
 Exhibitors

- Abolbaker Kasam Mata - Hand Block Print - Pabiben.com
- Dev Handicraft - Sabya Vikas Trust - Fine Design - Khari Akshay Dhanani
- Purni Handicraft - Karan Handicraft

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

World Trade Center Mumbai | marketing@wtcmumbai.org | 91 22 6608 7272 / 979  
 Visit Stall No. 99 to 107 | All India Association of Industries | info@ainindia.com | 91 22 2281 9266/9146




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 30 COUNTRIES & 5 STATES TO SHOWCASE TRADE AND INVESTMENT OPPORTUNITIES  
 Time : 10.00am to 6.00pm

**MAHARASHTRA STATE PAVILION**  
 Exhibitors

- Advance Engineering Cluster - Gloves Cluster - Women Garment Cluster
- Forging (Engineering) Cluster - Bakery Cluster - Musical Instruments Cluster - Garment Cluster
- Barjees Art & Craft Cluster - Trainers Cluster - Modular Furniture Cluster
- Wall Painting & Framing Cluster - Industrial Engineering & Pump Components Cluster

To participate in B2B meetings  
 Prior registration compulsory, no participation fee

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 Visit Stall No. 1 to 10 & 20, 21 | All India Association of Industries | info@ainindia.com | 91 22 2281 9266/9146

## Photo Feature

### Inaugural Session



### Exhibition



# Photo Feature Exhibition



## Photo Feature

### Visitors



## Photo Feature

### Visitors



# Photo Feature Cultural Evening



## Exhibitors

Stall No.	Name of Exhibitor	Country	Stall Size
1	Advance Engineering Cluster, Pune - Maharashtra	India	6 sq. Mtr.
2	Bakery Cluster, Aurangabad - Maharashtra	India	6 sq. Mtr.
3	Banjara Art & Craft Cluster, Yavatmal - Maharashtra	India	6 sq. Mtr.
4	Forging (Engineering) Cluster, Aurangabad - Maharashtra	India	6 sq. Mtr.
5	Garment Cluster, Kada, Ashti, Beed - Maharashtra	India	6 sq. Mtr.
6	Gloves Cluster, Sangli - Maharashtra	India	6 sq. Mtr.
7	Industrial Engineering & Pump Component Cluster, Sangli - Maharashtra	India	6 sq. Mtr.
8	Modular Furniture Cluster, Sindhudurg - Maharashtra	India	6 sq. Mtr.
9	Musical Instruments Cluster, Sangli - Maharashtra	India	6 sq. Mtr.
10	Turmeric Cluster, Sangli - Maharashtra	India	6 sq. Mtr.
11	Air China	China	42 sq. Mtr.
12	Jinhua And Industry & Trade Share Co. Ltd	China	
13	Guo Zhong International Limited	China	
14	Air China	China	
15	Boneng Transmission India Pvt Ltd	China	
16	Zhejiang Chint Electric Co., Ltd	China	
17	West India New Sailing Service Llp	China	
18	Qatar Free Zones Authority (QFZA)	Qatar	12 sq. Mtr.
19		Qatar	
20	Warli Painting & Framing Cluster, Jawahar, Palghar - Maharashtra	India	6 sq. Mtr.
21	Women Garment Cluster, Nagpur - Maharashtra	India	6 sq. Mtr.
22	PT Japfa Comfeed Indonesia	Indonesia	36 sq. Mtr.
23	Garuda Foods	Indonesia	
24	Aayu Expeditions Private Limited	Indonesia	
25	Inbisco India Pvt Ltd	Indonesia	
26	Indonesian Trade Promotion Center (ITPC), Chennai	Indonesia	
27	Consulate General Of The Republic Of Indonesia	Indonesia	

28	Taiwan Product Center	Taiwan	12 sq. Mtr.
29		Taiwan	
30	Kamat Infra Tech Pvt. Ltd., Goa	India	6 sq. Mtr.
31	Prabhudesai Group, Goa	India	6 sq. Mtr.
32	District Rural Development Agency - Govt. Of Goa	India	6 sq. Mtr.
33	Revas Universal Industries, Goa	India	6 sq. Mtr.
34	Vishwesh Contractors Pvt. Ltd, Goa	India	6 sq. Mtr.
35	Maharashtra Airport Development Company Limited	India	6 sq. Mtr.
36	Resorts World Genting	Malaysia	6 sq. Mtr.
37	Malaysian Investment Development Authority (MIDA)	Malaysia	6 sq. Mtr.
38	Matrade	Malaysia	6 sq. Mtr.
39	Malaysia Airlines	Malaysia	6 sq. Mtr.
40	Thailand - Hindsiam Bevs Private Limited	Thailand	6 sq. Mtr.
41	Thai Trade Center, Mumbai	Thailand	6 sq. Mtr.
42	Singapore - DBS Bank	Singapore	6 sq. Mtr.
43	USA - Earth Networks	USA	6 sq. Mtr.
44	USA - Amersey Realtors Pvt. Ltd.	USA	6 sq. Mtr.
45	Sell On Amazon	India	6 sq. Mtr.
46	Argentina	Argentina	12 sq. Mtr.
47		Argentina	
48	Heera Panna Art Gallery, Banswara Rajasthan	India	6 sq. Mtr.
49	Rm Blue Art Potteries, Jaipur Rajasthan	India	6 sq. Mtr.
50	Sajal Genesis, Jodhpur Rajasthan	India	6 sq. Mtr.
51	Tanish Creation, Jodhpur Rajasthan	India	6 sq. Mtr.
52	The Natureal, Jodhpur Rajasthan	India	6 sq. Mtr.
53	Green Fingers India, Jodhpur Rajasthan	India	6 sq. Mtr.
54	Nandan Creation, Jaipur Rajasthan	India	6 sq. Mtr.
55	Crown Collection, Jaipur Rajasthan	India	6 sq. Mtr.
56	Khushi's Skill Leather, Jodhpur Rajasthan	India	6 sq. Mtr.
57	Balveer Handicrafts, Jodhpur Rajasthan	India	6 sq. Mtr.

58	Consulate General Of Brazil In Mumbai	Brazil	6 sq. Mtr.
59	Consulate General Of Sri Lanka	Sri Lanka	6 sq. Mtr.
60	Sri Lankan Airlines	Sri Lanka	6 sq. Mtr.
61	Sri Lanka - Basilur Tea	Sri Lanka	6 sq. Mtr.
62	Sri Lanka - Spa Ceylon Luxury Ayurveda	Sri Lanka	6 sq. Mtr.
63	Sri Lanka - Boardpac	Sri Lanka	6 sq. Mtr.
64	Msme Department, Government Of Odisha - Eglobtech India Pvt Ltd	India	30 sq. Mtr.
65	Msme Department, Government Of Odisha - Gupta Power Infrastructure Ltd	India	
66	Msme Department, Government Of Odisha - Neptune Exports	India	
67	Msme Department, Government Of Odisha - Om Leisure Holidays Pvt Ltd	India	
68	Msme Department, Government Of Odisha - Sai Adarsh Trades	India	
69	Bangladesh Deputy High Commission Mumbai	Bangladesh	6 sq. Mtr.
70	Bangladesh - Hatil Complex Ltd	Bangladesh	6 sq. Mtr.
71	Afghanistan Consulate General	Afghanistan	6 sq. Mtr.
72	Afghanistan - Hs Rugs	Afghanistan	6 sq. Mtr.
73	Afghan Baghban Dry Fruit Hub	Afghanistan	6 sq. Mtr.
74	Indo- Afghan Dry Fruit	Afghanistan	6 sq. Mtr.
75	Afghanistan - Ababil Trading Company	Afghanistan	6 sq. Mtr.
76	Litaca/Ovop – Afghanistan	Afghanistan	6 sq. Mtr.
77	Uganda High Commission	Uganda	6 sq. Mtr.
78	Velogic India Pvt. Ltd	Mauritius	24 sq. Mtr.
79	Air Mauritius	Mauritius	
80	Consulate General Of The Rep. Of Mauritius	Mauritius	
81	Sbm	Mauritius	
82	South African Consulate General Mumbai	South Africa	6 sq. Mtr.
83	Mangal Analytics And Research Consulting (MARC)	India	6 sq. Mtr.
84	Bangladesh - Monno Ceramic	Bangladesh	6 sq. Mtr.
85	Bangladesh - Hashem Foods Ltd	Bangladesh	6 sq. Mtr.
86	Botswana	Botswana	6 sq. Mtr.
87	Ethiopia-Land Of Origin	Ethiopia	6 sq. Mtr.

88	Ethiopian Airlines	Ethiopia	6 sq. Mtr.
89	Kapci Coatings	Egypt	6 sq. Mtr.
90	Pro Ecuador	Ecuador	6 sq. Mtr.
91	Gabon	Gabon	6 sq. Mtr.
92	Iran Tech Market Services Corridor	Iran	12 sq. Mtr.
93		Iran	
94	EEPC India	India	6 sq. Mtr.
95	Textile Development Foundation	India	6 sq. Mtr.
96	Vidarbha Industries Association	India	6 sq. Mtr.
97	World Trade Center Pune	India	6 sq. Mtr.
98	Saturday Club Global Trust	India	6 sq. Mtr.
99	Abubakar Kasam Mara, Bhuj-Kutch, Gujarat	India	6 sq. Mtr.
100	Hand Block Print, Bhuj-Kutch, Gujarat	India	6 sq. Mtr.
101	Pabiben.Com, Bhuj-Kutch, Gujarat	India	6 sq. Mtr.
102	Dev Handicraft, Bhuj-Kutch, Gujarat	India	6 sq. Mtr.
103	Sadaya Vikas Trust, Bhuj-Kutch, Gujarat	India	6 sq. Mtr.
104	Fine Design, Bhuj-Kutch, Gujarat	India	6 sq. Mtr.
105	Khatri Alimamad Osman, Bhuj-Kutch, Gujarat	India	6 sq. Mtr.
106	Piyush Handicraft, Bhuj-Kutch, Gujarat	India	6 sq. Mtr.
107	Karan Handicraft, Bhuj-Kutch, Gujarat	India	6 sq. Mtr.
108	Belgium - The Wallonia Export-Investment Agency (Awex)	Belgium	6 sq. Mtr.
109	Belgium - Automatic Systems	Belgium	6 sq. Mtr.
110	Belgium - Dokeos E-Learning	Belgium	6 sq. Mtr.
111	Italian Trade Agency Mumbai	Italy	6 sq. Mtr.
112	Polish Investment And Trade Agency	Poland	6 sq. Mtr.
113	Georgia	Georgia	6 sq. Mtr.
114	Marathwada Association Of Small Scale Industries & Agriculture	India	6 sq. Mtr.
115	Entrepreneur Excel	India	6 sq. Mtr.
116	Zhep - The Leap Of Woman Entrepreneurs	India	6 sq. Mtr.

117	Debon	India	6 sq. Mtr.
118	Sawalaram Enterprises	India	6 sq. Mtr.
119	Maauli Associates, India	India	6 sq. Mtr.
120	Enviro Solutions 360	India	6 sq. Mtr.
121	North Eastern Handicrafts & Handloom Development Corporation Ltd., Assam	India	6 sq. Mtr.
122	North Eastern Regional Agricultural Marketing Corporation Ltd., Assam	India	6 sq. Mtr.

## Supporting Partners





## 60,000 sq.ft. area for Exhibitions & Conferences

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Center 1 Building, 31<sup>st</sup> Floor, Cuffe Parade, Mumbai-400 025, Maharashtra, India  
t: +91 22 6638 7272 | e: [expo@wtcmumbai.org](mailto:expo@wtcmumbai.org) \ [marketing@wtcmumbai.org](mailto:marketing@wtcmumbai.org) | w: [www.wtcmumbai.org](http://www.wtcmumbai.org)

