



# Indian Economic & Business News

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## **INDEX**

<b>Contents</b>	<b>Page</b>
<b>Indian Economy</b>	<b>2</b>
<b>India - Canada</b>	<b>3</b>
<b>Sectoral News</b>	<b>7</b>
<b>FDI in India</b>	<b>9</b>
<b>Indian Investments Abroad</b>	<b>11</b>
<b>Tenders</b>	<b>13</b>
<b>Forthcoming Events in India</b>	<b>14</b>
<b>Business Offers for Canadian Companies</b>	<b>15</b>

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## INDIAN ECONOMY

### **Economy headed for growth in 2013-14: India Ratings**

Economic growth may improve to 6.1 per cent in the next financial year, from the decade low of 5 per cent in 2012-13, on the back of reform measures announced after mid-September 2012, India Ratings said today. The rating agency also expects aggregate State governments' fiscal deficit to go up to 2.4 per cent against the budget estimate of 2.1 per cent. India Ratings expects slippage in aggregate fiscal deficit of states to be 0.3 per cent of the gross domestic product, from the budgeted fiscal deficit of 2.1 per cent in 2012-13. Unlike, the earlier episode of fiscal slippage in 2008-09, the slippage in the current year is expected to be low due to absence of adverse shock of salary revision. The agency noted that both global and domestic headwinds pulled down India's economy growth to 6.2 per cent in 2011-12. Industrial growth performance in the next fiscal is expected to improve to 4.4 per cent from 3.1 per cent in the current fiscal. The Central government tax collection in the next financial year would rise due to higher projected growth in 2013-14 leading to increased growth in current transfer to states, it said. Source: Press Trust of India

### **FM for simpler KYC norms to attract small investors**

On February 9<sup>th</sup>, Union Finance Minister P. Chidambaram asked the regulators to simplify procedures, especially the integration of KYC (know your customer) norms, to attract more people to invest in financial products rather than gold and real estate. Launching the Rajiv Gandhi Equity Savings Scheme (RGESS), Mr. Chidambaram said, "There are too many regulations. KYC under single regulator must converge in the first phase and, thereafter, there should be convergence of KYC under different regulators in the market." He promised that the government would make the RGESS scheme, more attractive for small investors. Mr. Chidambaram admitted that initially the RGESS was considered a complex instrument. He conceded that the tax incentive on investment up to Rs.50,000 was not adequate. "We have tried to be creative to make it more attractive. We have allowed mutual funds to participate in RGESS, and we have broadened the definition of first-time investor to include demat account-holders who have not transacted previously." There are already 11 mutual fund schemes conforming to RGESS. Five new mutual fund RGESS schemes: SBI Mutual, LIC Noumura, IDBI, UTI and DSP Blackrock were launched. Source: The Hindu

### **Inflation likely to ease to 6.5% by March-end: PMEAC**

Prime Minister's key economic advisor C Rangarajan hoped that inflation will come down to 6.5% by end-March and suggested that steps should be taken to release more food stocks to ease price pressure. The wholesale price index-based (WPI) inflation eased to 6.62% in January, from 7.18% in December, 2012, as per official data. "The decline in inflation is a welcome and reassuring sign. I expect March end inflation to be 6.5%," said Dr. Rangarajan, the Prime Minister's Economic Advisory Council (PMEAC) Chairman, adding that January inflation has moderated more than expected. This is the fourth straight month of decline in the WPI numbers. Retail inflation, however, remained in double digits at 10.79% in January mainly on account of higher prices of vegetables, edible oil, cereals and protein-based items. Dr. Rangarajan said with the moderation in manufacture or core inflation in January, there was a need to focus on supply side easing of food articles. Inflation in manufactured items

category witnessed a decline and stood at 4.81% in January, from 5.04% in the previous month. Source: Press Trust of India

### **India hopes to conclude India-EU BITA by summer of 2013**

India and France recently agreed to conclude the negotiations for the broad based India-European Union Trade and Investment Agreement (BITA) by summer this year with India stressing on the need of declaration of Data Adequacy Status from EU to enable EU commitments in cross border supply to be commercially meaningful to India. This was the general consensus at the bilateral meeting held between the Union Commerce and Industry Minister Anand Sharma and the visiting French Minister for External trade Nicole Bricq, held in New Delhi. Mr. Sharma informed that the BITA had seen 15 rounds of negotiations. The chief negotiators would be meeting in March and hoped that this would be the last round of negotiations. “Loose ends, if any, will be dealt at the Ministerial level in April. Both sides expect to be able to close the negotiations by April and hope for a balanced and ambitious agreement,” he added. The Commerce and Industry Minister emphasized the need of declaration of Data Adequacy Status from EU to enable EU Commitments in cross-border supply to be commercially meaningful to India. Source: The Hindu

### **Government cuts import tariff values of gold, silver**

On February 15<sup>th</sup>, the government slashed the import tariff value of gold to \$535 per 10 grams and reduced the rate for silver marginally to \$1,003 a kg due to weakening global prices of precious metals. The tariff value is the base price on which the customs duty is determined to prevent under-invoicing. In the last fortnight, the tariff value for gold was \$545 per 10 grams, while for silver it was \$1,018 a kg. The Central Board of Excise and Customs (CBEC) issued a notification in this regard. However, the government has increased the import tariff value of RBD palmolein to \$912 from \$870 a tonne in the last fortnight, while the tariff value of brass scrap was lowered to \$4,074 from \$4,077 a tonne. Source: Press Trust of India

## **INDIA - CANADA**

### **Canada and India conclude Seventh Round of Negotiations toward Comprehensive Economic Partnership Agreement**

On February 6th, The Honourable Ed Fast, Minister of International Trade and Minister for the Asia-Pacific Gateway announced the conclusion of the seventh round of negotiations toward a Canada-India comprehensive economic partnership agreement. “Our government is committed to building on our already-strong ties with India to create a partnership that will lead to jobs, growth and long-term prosperity for workers in both our countries,” said Minister Fast. “More than a million Canadians of Indian origin is clear proof of how both business and people-to-people ties are helping us deepen the Canada-India relationship.” Negotiations this week were productive and focused mostly on market access and related areas. A Canada-India joint study concluded that a trade agreement between the two countries could boost Canada’s economy by at least \$6 billion. That translates to almost 40,000 new jobs across the country, or a \$500 boost to the average Canadian family’s annual income. Canada has identified core economic opportunities in India in the energy, agriculture, infrastructure and education sectors. Source: Office of Minister of International Trade

### **Canadian Province of Manitoba expanding business with India, says Premier Selinger**

Visiting Premier of Canada's Manitoba Province, Greg Selinger congratulated Manitoban firms for growing their business with India, and welcomed a major Indian firm that has established its Canadian headquarters in provincial capital Winnipeg. "India is one of the world's fastest growing economies and with our strong cultural and business connections, there's huge potential for greater trade between our economies," said Selinger, Manitoba's 21st premier. "Homegrown companies like Westeel and MTM are thriving and sharing Manitoban expertise with India, helping store their grains and foods, and power their homes and businesses. And Indian firms like Riya Travel are taking advantage of opportunities in Manitoba," he added. Westeel, a leader in the commercial storage industry, announced it will open an office in Mumbai to share its expertise in agricultural storage to help Indian producers preserve more of their harvest and better protect India's food supply. Micro Tool and Machine Ltd. (MTM) of Winnipeg and Kirpekar Engineering of Pune announced the creation of a joint venture company, MTM-Kirpekar, to design and manufacture advanced transformer production equipment for the Indian market. Riya Travel, one of India's largest travel companies, also announced the official opening of its Canadian headquarters in Winnipeg to grow its Canadian operations. Source: Asia Pacific Business & Technology Report

### **Canada province taps Gujarat for business**

The Premier of Manitoba paid a visit to Ahmedabad on February 6<sup>th</sup>, along with representatives of 26 companies, as part of a trade mission to India. Greg Selinger, the Premier of Manitoba, was in the city as part of a 10-day trade mission to promote the province. The companies, from the sectors of renewable energy, food and beverages, automobiles, construction, agriculture and aerospace, had individual meetings with Gujarat-based companies. The National Innovation Foundation (NIF) made a presentation on inclusive innovation in the new Indian economy. Selinger visited the Tata Nano plant in Sanand and Pandit Deendayal Petroleum University to explore joint research possibilities in education. Source: Times of India

### **Haryana offers trained manpower to Canada's Manitoba province**

Haryana has offered the services of doctors, drivers and trained manpower to Manitoba province of Canada. The offer was made by Chief Minister Bhupinder Singh Hooda during his meeting with Manitoba Premier Greg Selinger and members of his delegation, who called on him recently. Mr. Hooda said drivers of Haryana are well known for their skill and enterprise. Haryana has three government-run Driving Schools in Kaithal, Bahadurgarh and Rohtak. He said Indian doctors are also doing well in the US, the UK and other countries and asked the Canadian authorities to provide their syllabus to fill in the gap and train them as per Canadian requirements. Indian doctors going to Canada will not have to undertake further studies in Canada and it will thus save them a number of years. Hooda said Haryana being an educational hub also has a number of prestigious technical institutions, which are providing skilled training to youth. Their skills can further be upgraded as per the syllabus of Manitoba.

Source: PTI

### **Canada at the Delhi Sustainable Development Summit**

Canada's participation at the 2013 Delhi Sustainable Development Summit (DSDS), January 31 - February 2, included delegations from the Canadian provinces of Manitoba and Québec.

The Premier of Manitoba, Greg Selinger, delivered the keynote address at a panel discussion on "Adapting to the Impacts of Climate Change and Mitigating Emissions of Greenhouse Gases and Associated Co-benefits" on February 2. The Québec delegation included Minister of International Relations Jean-François Lisée and Minister for Industrial Policy and the Banque de développement économique du Québec Éleine Zakaïb. Former Premier Jean Charest also attended the event. DSDS, an annual event organized by India's The Energy and Resources Institute (TERI), is an international platform for exchange of knowledge on sustainable development. Source: Consulate General of Canada, Chandigarh

### **Quebec Ministers Lisée and Zakaïb back from mission to India**

Jean-François Lisée, Minister of International Relations, La Francophonie and External Trade, and Éleine Zakaïb, Minister for Industrial Policy and the Banque de développement économique du Québec, are enthusiastic about the potential for expanding economic, political, educational and cultural relations with the emerging Asian giant. They led a delegation of representatives of about 15 Québec companies and institutions. In Delhi, Jean-François Lisée met with Shashi Tharoor, former United Nations Under-Secretary General for Communications and Public Information and current Indian Minister of State for Human Resource Development, with a view to expanding collaboration and discussing the numerous existing agreements between Québec and India in the field of higher education. He also met with Valayar Ravi, Minister of Overseas Indian Affairs, who confirmed that the Québec-India social security agreement currently on the drawing board may be ready for signing this coming spring. In Mumbai, Bhopal and Delhi, the Québec participants met with national and regional players involved in the deployment of various segments of this ambitious project. All told, the Québec representatives took part in over 50 bilateral business meetings. In Gujarat, Minister Zakaïb toured the facilities of the Indian Farmers Fertiliser Co-operative Limited (IFFCO), one of the world's leading agricultural co-ops. Éleine Zakaïb also met with IFFCO executives at the organization's headquarters in Delhi. Source: Quebec Ministry of International Relations

### **Canada-India research centre builds healthier communities**

Communities in Canada and India will be the first to try out new technologies related to water quality, infrastructure and public health, owing to the new India-Canada Centre for Innovative Multidisciplinary Partnerships to Accelerate Community Transformation and Sustainability (IC-IMPACTS). The centre was announced in November as the winner of the Canada-India Research Centre of Excellence competition, an NCE initiative introduced in the 2011 federal budget. "Canada needs to be connected to an international supply of ideas, research, talent and technologies in order to prosper in an increasingly competitive global environment," said Prime Minister Stephen Harper in announcing the competition results. "This new Canada-India Research Centre of Excellence will build stronger bilateral research ties and create valuable learning opportunities while generating positive economic and social benefits for both countries." Major Canadian and Indian universities, as well as various private and public sector partners in Canada and India, will pool their expertise in IC-IMPACTS' efforts to develop and implement better ways of providing safe drinking water, building sustainable and affordable infrastructure, and preventing and treating diseases in the two countries. Source: Networks of Centres of Excellence of Canada

### **Quality of research and science in India very high: International Development Research Centre**

Canada-based International Development Research Centre has chosen India for its research in agriculture and allied areas as the quality of research and science in the country is very high, a top official of the agency said. "The quality of research and science in India is very high and that is why IDRC has chosen the country for its research in agriculture, water and climate change, besides waste management," IDRC President David M Malone said. IDRC is spending nearly USD 260 million on various countries for research in agriculture and health sector, he said, adding India is being given USD 30 million for research projects, mainly in the agriculture sector, through Tamil Nadu Agricultural University (TNAU). On the ongoing projects in TNAU, Malone said IDRC is funding two projects: one on 'enhancing preservation of fruits in South India, under Canadian International Food Security Research Funds programme, which involves University of Guelph, Canada, TNAU and International Technology Institute, Sri Lanka and an NGO, MYRADA, with an outlay of Rs 4.99 crore. Another Rs 1.47 crore project is on 'revalorising small millets: enhancing the food and nutritional security of women and children in rain-fed regions of South Asia using underutilised species, he said. Source: Press Trust of India

### **Canpotex snags supply deals with customers in India**

Canpotex Ltd., the offshore marketing arm for Saskatchewan's major potash producers, has reached supply agreements with government and private sector customers in India. Canpotex said that the agreements call for it to supply about 1.1 million tonnes of potash for shipment up to January, 2014, at a price of \$427 (U.S.) tonne. News of the deal with India follows an announcement about a month or so ago with China for one million tonnes of the crop nutrient. "We are very pleased to sign supply contracts with our long-term Indian customers and to continue our history of being a leading supplier to this important market," Canpotex President and Chief Executive Officer Steven Dechka said in a release. Mr. Dechka said Canpotex would also continue to collaborate with its Indian customers in implementing new market development programs designed to provide farmers there with the educational tools needed to improve yields through balanced fertilization and best management practices. Canpotex is the exclusive offshore marketing company owned by the three Saskatchewan potash producing companies: Agrium Inc.; Mosaic Canada Crop Nutrition, LP, a subsidiary of Mosaic Co.; and Potash Corp. of Saskatchewan Inc. Source: Globe and Mail

### **Imax sets its sight on Bollywood and India's audiences**

With 689 movie theatres in 52 countries, the large-screen cinema operator Imax has emerged as a truly global player in the world of films. The Canadian company has yet to conquer India, home to the world's second largest film industry after Hollywood. More than a decade after first entering India, there are still just four Imax theatres in India. And even as the company guns for growth, their number is expected to barely hit double digits by the end of this year. Mr Gelfond said it is difficult to compete in a country with as strong a cinema culture as India's. In India, Bollywood films that are often low-budget are shown all over the country, often in small, local cinemas where tickets cost \$2-3. This makes it much harder to sell an altogether different entertainment proposition that costs five times as much or more, he says. Imax's latest India strategy is much more comprehensive than its previous ones. At its core is a partnership with Bollywood production company Yash Raj Films Studios to shoot Dhoom 3 in the Imax format, in an effort to build on the success of blockbusters Dhoom and Dhoom 2. Source: BBC News

## **RIM needs low-cost BlackBerrys to gain traction in key emerging markets India, Indonesia**

Research In Motion Ltd. must chart a tough course in its two key emerging markets of India and Indonesia: quickly launch cheaper handsets to woo lower-end subscribers while restoring its brand among the countries' status-conscious. The company, which is rebranding itself BlackBerry after its best-known smartphone, has won millions of followers in these two Asian countries, mostly by selling cheaper handsets and offering service packages as low as \$2 (U.S.) a month. So it's unlikely that the Z10 model introduced recently, which operators in India expect to sell for around \$750, will appeal to the users it must reach if it is to build market share. "It's clear that not only are India and Indonesia among the largest markets but in terms of future smartphone growth, they're amongst the ones with the most potential," said Melissa Chau, senior research manager at technology research group IDC in Singapore. While the company does not break down its sales by country, data from IDC shows that Indonesia was BlackBerry's biggest market outside the United States and Britain last year, while India was ninth. In India, the world's second-largest mobile phone market, BlackBerry ranks third after Samsung Electronics Co. Ltd. and Nokia Corp. Source: Globe and Mail

## **SECTORAL NEWS**

### **Starbucks expects India to be among top 5 global markets in long term**

US coffee chain Starbucks, which opened its seventh store in the country on February 6<sup>th</sup>, expects India to be among the top five global markets for the company in the long term. John Culver, President, Starbucks Coffee China and Asia Pacific, said, "We are committed to the Indian market for the long term and we are looking to grow our business aggressively, expand stores, make investments and offer locally relevant innovations." He did not specify the company's expansion plans or investment figures but said that India is expected to be among the top five global markets of the company in the long term. Starbucks entered the Indian market in October 2012, and its stores operate under a 50:50 joint venture partnership between Starbucks Coffee Co and Tata Global Beverages called Tata Starbucks Ltd. He also said that the company was committed to ethically sourcing and roasting coffee through its partnership with Tata Coffee to elevate the story of the Indian coffee farmer, a unique initiative being undertaken in India. Source: The Hindu

### **Suzlon wins order for 22 MW of turbines**

Wind turbine maker Suzlon Energy has signed a contract for a 21.75 MW project with Sri Kumarswamy Mineral Exports Private Limited (SKMEPL), Bellary. The project comprises nine units of Suzlon's S66-1.25 MW and five units of Suzlon's S88-2.1 MW wind turbines. The project is set to be commissioned in the Dindigul and Tirunelveli district of Tamil Nadu by the end of March 2013. SKMEPL has an existing installed capacity of 29.25 MW from wind energy projects developed by Suzlon, operating in sites across Karnataka, Tamil Nadu and Maharashtra. This new order will augment the existing renewable energy portfolio. Shantesh Gureddi, Managing Director, SKMEPL said: "In addition to the environmental benefits, wind energy is also a very good long term investment avenue for us. We intend to capitalize on its multiple revenue offerings and value creation opportunities through this project." Source: Hindu Business Line

### **Tata Projects, Aldesa bag Rs 3,300 crore freight corridor project**

A consortium of Tata Projects and Spanish firm Aldesa has bagged a Rs 3,300 crore civil works contract to build a rail track between Bhaupur and Khurja in Uttar Pradesh, a 343-km segment of the dedicated eastern freight corridor. "Physical work is expected to start from March-April. A letter of intent has been issued for the project," said Dedicated Freight Corridor Corporation Ltd Managing Director, R. K. Gupta. The consortium beat nine bidders for the project. Those in race for the project were: CRFG-Soma, OHL-Punj Lloyd, KEC-Remput-Simplex, Essar-Patel-BSCPL, San Jose-ECI, STS-Era, IVRCL-KMB, Navyug-SEW and Gammon-CMC. The 343-km project was sliced into three subsets, and the bidders had been qualified to bid for one, two or all three. In the bids, the consortia have offered various levels of discount, depending on the size of projects they get. Source: Hindu Business Line

### **UK, U.S., Canada universities to invite Indian students**

Over 35 leading universities from the UK, U.S. and Canada would come together to woo Indian students to their countries for higher education. IDP Education, the world's leading student placement service provider and co-owner of IELTS examination, hosted the second edition of its multi-destination education fair in India from Feb 15. Spread over a period of two weeks, the fair will kick-start from Chandigarh and conclude in the southern city of Kochi on Feb 25. The fair will see over 40 universities, and colleges from the UK, U.S. and Canada hold dialogue with Indian students aspiring to pursue higher education in internationally acclaimed institutions. IDP's Education Fair will offer students the opportunity to explore under one roof, various study options available across the three western nations. The fair will be held in the cities of Chandigarh, Delhi, Mumbai, Ahmedabad, Pune, Hyderabad, Chennai, Bangalore and Kochi. Close to 80,000 Indian students go abroad for higher studies every year to the five English speaking countries, namely Australia, UK, U.S, Canada and New Zealand. Source: India Blooms News Service

### **India's IT sector exports to grow 12-14% in FY14: NASSCOM**

India's information technology and business process outsourcing sector will expand 12-14% in fiscal 2014 to touch \$84 billion-\$87 billion (Rs 4.5 lakh crore-4.7 lakh crore) in exports, according to industry grouping National Association of Software and Services Companies (NASSCOM). The sector is expected to end the year to March 31 with a growth of 10.2% to touch \$75.8 billion, against an original forecast of 11-14%, which NASSCOM had later revised to "at least 11%." Analysts, who are expecting slightly better growth in the next financial year, said the latest NASSCOM forecast is along expected lines. "Technology has today become an integral enabler for growth across all sectors and the industry is continuously evolving and innovating to emerge as a strategic partner to its customers," said N. Chandrasekaran, Chairman of NASSCOM. The India's IT/BPO sector contributes 8% to India's gross domestic product. At about three million professionals being directly employed, this industry is the largest organised private sector employer in the country. "We should not look it at only in terms of percentage growth but incremental growth because now the base is huge," said Chandrasekaran. Source: Economic Times

### **Indian manufacturing & natural resources industry to spend Rs. 40,800 on IT in 2013**

Indian manufacturers and natural resources companies will spend Rs 40,800 crore on IT products and services in 2013, an increase of 9.1% over 2012 revenue of Rs 37,400 crore,



according to Gartner, Inc. This forecast includes spending by manufacturers and natural resource companies on internal IT (including personnel), hardware, software, external IT services and telecommunications. The telecommunications category remains the biggest spending category overall in the manufacturing and natural resources industry, and it is forecast to reach Rs 13,200 crore in 2013. Meanwhile, software is achieving the highest growth rate amongst the top level IT spending categories - forecast to exceed 15% in 2013, with especially strong growth forecast for enterprise resource planning (ERP)/supply chain management (SCM)/customer relationship management (CRM), desktop software, and manufacturing-specific applications. Gartner anticipates very high demand for consulting services as manufacturers plan for these implementations, forecasting growth of over 22% in 2013 alone. Source: Times of India

### **Tata Capital Growth Fund buys 14% stake in Star Health & Allied Insurance Company**

Tata Capital Growth Fund has invested Rs. 120 crore (\$23 million) for a minority 14 per cent stake in Star Health & Allied Insurance Company-the country's first standalone health insurance company-valuing the company at Rs 850 crore. This will be the third round of fund raising by the company that already has ICICI Venture and Sequoia Capital among its investors. While the former had invested Rs 130 crore for a 24 per cent stake, Sequoia had pumped in around Rs 140 crore in Star Health Investments - a special purpose vehicle floated to promote Star Health Insurance - for around 40 per cent. "The health insurance sector is poised for robust growth due to favourable demographics and significant growth in discretionary income," said Akhil Awasthi, Managing Partner, Tata Capital Growth Fund.

Source: Economic Times

## **FDI IN INDIA**

### **Portugal keen to invest in infra, water sectors, says envoy**

Portugal is keen on investing in the Indian infrastructure, water management, waste management and alternative energy sectors. According to Jorge Roza de Oliveira, Portugal's Ambassador in India, the country was looking for opportunities to invest in emerging economies such as India, China and some of the Gulf nations. "Ideally, we should look at investments in emerging economies like India. There is a huge prospect for bilateral trade but it is yet to be explored to its full potential," de Oliveira said. India's imports from Portugal stood at nearly \$310 million in 2011-12 while exports stood at \$525 million. "I would be happy if the bilateral trade moved up to \$ 1 billion," de Oliveira said. Some Portugal-based companies, he said, already have a presence in electrical products, tools, solar energy and cements. Source: Hindu Business Line

### **Swiss group Starrag sets up plant in Bangalore**

Starrag Group, headquartered in Switzerland, has set up a machining plant in Bangalore through its subsidiary Starrag India. The new plant, located at KIADB Aerospace Park in Devanahalli in Bangalore is expected to focus on building WMW machining centres in India. The company also launched a new range of high performance WMW IWK Horizontal Machining Centers (HMC) at the ongoing international machine tool show Intex 2013 in Bangalore. According to A. N. Chandramouli, Managing Director, Starrag India, "The

greenfield facility has been built with an investment of 12 million swiss francs or Rs 60 crore.” The factory is expected to rollout four popular models of WMW Horizontal Machining Centres from July this year to to December 2014. A cost reduction programme through a local supply chain is in an advanced stage of implementation and there will be a national road show of the localised product by July, said Chandramouli. Source: Hindu Business Line

### **Nissan targeting 10% market share in India by 2016**

Nissan is aiming to sell one lakh units in the next financial year and expecting to close the current fiscal with a sale of 50,000 units, said a top executive of the Japanese auto major. Takayuki Ishida, Managing Director of Nissan Motor India, said the company is eyeing 10 per cent market share by 2016. "We are working with a long-term target of achieving 10 per cent share in the market by FY16. The current market share is at about 1.6 per cent. We have a strategy to grow the market share by expanding the dealer network and rolling out more new models to the market," Ishida said. Nissan, which operates the sales network through an alliance with Hover Automotive India, currently has dealership network of 90 and will expand it to 300 by the end of FY16, he added. Nissan currently markets six products in India with Sunny and Micra leading the sales. Source: Hindu Business Line

### **Teva Pharma, P&G sets up world's largest OTC plant in Gujarat**

Israel-based Teva Pharmaceuticals, an \$18 billion generic drug maker will set up the world's largest OTC medicine facility in Gujarat in collaboration with Procter & Gamble. The company recently had its ground-breaking ceremony for its multi-product facility at Sanand, near Ahmedabad. Teva Global Operations, Executive Vice President, Strategy and Operation, Eran Katz, said "The multipurpose plant in India will support the growing demand for our non-prescription health care products across Asia. The Sanand facility will be a critical component of PGT Healthcare, Teva's international partnership and joint venture with Procter & Gamble." Teva Pharm India Pvt. Ltd expects completion of construction of the plant in two years. The facility would be focused on Over-the-counter (OTC) product manufacturing and will initially cater domestic and Asia Pacific markets, according to the company. This will include liquid, oral solid dosage and inhaler production including P&G's current Vicks range of cough & cold medicines and throat drops in India, along with potentially other over-the-counter products for India and other markets. The new plant will complement the existing network of Vicks contract manufacturers in India as the company plans to continue working with their current contract manufacturers even after this plant is operational, said the company. Source: Economic Times

### **Polish-Australian team wins Rakha mine EPC deal**

The Board of Hindustan Copper Ltd. has approved the award of an EPC contract for re-opening and expansion of Rakha mine in Jharkhand to a consortium of Kopex Shaft Sinking Company, Poland, and India Resource Ltd., Australia, at a cost of Rs 259.91 crore. The capacity of Rakha mine has been designed to produce ore at the rate of 1.5 million tonnes per annum. The Polish company will be the lead partner in this venture. The company, in which the government's stake now stands diluted at 94.01 per cent after a follow-on offer in December 2012, saw improved results in the quarter ending December 2012. Sales turnover at Rs. 310 crore was higher than the previous quarter but was lower than the same quarter a year ago. During the period under review, ore production was 8.92 lakh tonnes, which

marked a 7.5 per cent rise over the previous quarter and a 2.5 per cent rise over the same quarter of the previous year. Source: The Hindu

## INDIAN INVESTMENTS ABROAD

### **India Inc's investment abroad jumps 179% in January**

Overseas direct investment by India Inc soared by 179 per cent in the month of January to \$3.303 billion against \$1.184 billion in the year-ago period. This investment comes even as Indian companies are holding back investments in the country due to adverse demand conditions, both in the domestic and overseas markets. Overseas investment by Indian companies is in the form of equity, debt, and guarantees issued. Among the big overseas investments made by Indian companies in January 2013 include: Bharat Petroresources Ltd (\$439 million), Cox & Kings India (\$249 million), Essar Steel (\$155 million), Tata International (\$128 million), and Videocon Oil Ventures (\$127 million). Indian companies' overseas investment in the first 10 months of the current financial year have been about \$3 billion lower, aggregating \$23.325 billion (\$26.468 billion). Source: Hindu Business Line

### **Indian Potash in deal with Belarusian company**

Indian Potash Ltd (IPL) has signed a contract with Belarusian Potash Company (BPC) to import 1 million tonne of muriate of potash (MOP) at \$427 a tonne this calendar year. The pricing of the new deal is about 15 per cent lower than the previous contract signed at \$490. BPC, a joint venture distributor of Belaruskali and Uralkali, will begin MOP supplies to IPL from this month till January 2014. "The delivery price of potash fertiliser for India has been set at \$427 a tonne on CFR basis. BPC deliveries under the contract with IPL will total 1 million tonnes," BPC said in a statement. "We strongly believe that the agreement bringing us one step forward in restoring potash demand will influence positively both the domestic and global potash market," said Valery Ivanov, CEO of BPC. India, which is dependent on imports to meet its potash demand, imported about 5.5 million tonnes of the nutrient in the past 18 months. The IPL-BPC deal is probably the first of its kind to be announced by the Indian fertiliser makers, who are going slow in signing new contracts this year as the country still has huge unsold stocks of the nutrients. Source: Hindu Business Line

### **Crompton Greaves to supply transformers to New Zealand firm**

Crompton Greaves, a part of \$4-billion Avantha Group said it has signed a long-term supply relationship agreement with Transpower NZ Ltd. Transpower is the owner and operator of the New Zealand national grid. "With this agreement, CG becomes the first of three preferred vendors to supply transformers to Transpower, with the potential to scale to orders worth \$15 million annually. The transformers are being manufactured in CG's Jakarta, Indonesia, facility," the company said in a statement. The agreement will remain in force for five years with the possibility of two extensions of two years each. "Our expansion to 500kV transformers for large customers in SEA built a high degree of confidence with Transpower, and led to the inking of this agreement. This deal serves to strengthen CG's position and will help us win new orders in this emerging and fast-growing geography," said Laurent Demortier, CEO and Managing Director of Crompton Greaves. Source: Hindu Business Line

### **PowerGrid to sign contract with Ethiopian firm**

PowerGrid Corporation of India Ltd recently said it will sign a \$16.7-million management contract with Ethiopia Power Company for two years. “Ethiopia Power Company is an integrated firm with generation and distribution. PowerGrid will take up the key positions and manage the company for two years to make it more efficient and expand. The company is actively looking for business opportunities overseas as well as within the country,” PGCIL Chairman and Managing Director R. K. Nayak said. In addition, PowerGrid is targeting to implement a project in Bangladesh on build own operate transfer basis, he added. At present, the transmission utility has a presence in 11 countries-Nepal, Afghanistan, Sri Lanka, Myanmar, UAE, Nigeria and Kenya. The Chairman said to strengthen the monitoring of transmission lines in the country, PowerGrid would introduce helicopter patrolling of the lines next year. PowerGrid has also applied for wire business licence for few districts in Odisha, Nayak said. PGCIL targets to connect the Southern Grid to the National Grid by March 2014. Source: Hindu Business Line

### **Tata Technologies in pact with Piaggio Aero**

Tata Technologies has bagged a multi-year engineering services contract from Piaggio Aero Industries, the oldest aircraft manufacturer in Italy. According to the deal signed recently at Aero India 2013, Tata Technologies will deliver a complete structural design and analysis solution for the aviation major’s new Multirole Patrol Aircraft (MPA). Tata Technologies and its joint venture with Hindustan Aeronautics Ltd – Tata HAL Technologies will also contribute for the project. This is the first engineering services engagement in the private aerospace sector in India. Tata HAL Technologies will deliver a complete optimised structural design, engineering, manufacturing, and certification documents for the aircraft fuselage inclusive of the vertical fin in two separate phases. Source: Hindu Business Line

### **Tata Advanced Materials in pact with Strongfield Technologies**

Tata Advanced Materials Ltd (TAML) has signed an MoU with UK-based Strongfield Technologies Ltd, manufacturer and supplier of high-tech components and equipment for defence and space applications. The MoU also facilitates the design, manufacture and supply of composite products for aerospace, armour, defence, transportation and infrastructure sectors. Paul Rogers, Director of Outsourcing, STL, said: “STL is honoured to collaborate with TAML for indigenous composite production of components and structures for its defence projects. STL evaluated TAML facilities in 2012, and was happy to see the high standards of quality and capability showcased.” Philip Dunne MP, Minister for Defence Equipment, Support and Technology with responsibility for defence procurement and defence exports said, “This important MoU between Tata Advanced Materials Ltd and Strongfield Technologies Ltd for the tender to supply to Indian defence aerial targets. This is a tangible example of the significance of Aero India in articulating successive collaborations between UK and India.” Source: Hindu Business Line

### **Rural BPOs on the rise in US; Mahindra Satyam opens 4 centres**

Indian IT firms seem to have devised a method to cut human resource costs in the US and Canada. They have begun to tap the ‘rural’ areas to man their near-shore centres. Mahindra Satyam has opened its fourth such centre in the last six months. Lakshmanan Chidambaram, Head of North American business of the company, said hiring from the rural areas to man the

near-shore centres would reduce wage bill by 30-35 per cent. The attrition rate too would drop. The company had about 5,000 employees in the US. It plans to have 1,500 employees in the near-shore centres in the next two years. About 12 per cent of the 100-member sales team were locals. On the reduced share from the US market, he said it was a typical December quarter where large customers decided to keep away (from taking spending decisions). “We have closed three deals in that quarter, including one each from Fortune 500 and Fortune 1000 firms. Ramping up is going on. Revenues would flow in this quarter,” he said. Source: Hindu Business Line

## TENDERS

### **Diesel Locomotive Works, Varanasi**

<b>Tender No.</b>	<b>Description</b>	<b>Quantity</b>	<b>Due Date of opening</b>
101270191	Bushing to EMD Drg. to G.M. Pt. No. 8360532 Alt F2 and DLW Pt. No. 16150340	67	18/02/13
101270311	1. Outer Ring Damper to EMD Drg. to G.M. Pt. No. 9323944 Alt “D” and Purchase Specn. No. SAE-1020, Rev-P and DLW Pt. No. 16192011	50	18/02/13
	2. Spider Gear Damper EMD Drg. to G.M. Pt. No. 9323942 Alt “D3”, EMS 40, Rev-D Cast Iron DLW Pt. No. 16121971	41	18/02/13
	3. Intermediate Ring Damper to EMD Part No. 9323943 Alt-D, EMS 40, Rev.-D, Cast Iron DLW Pt. No. 16121960	25	18/02/13

### **Institute of Minerals and Materials Technology (Council of Scientific and Industrial Research)**

Sealed tenders are invited (Two Bid System) from reputed manufacturers and their accredited/sole selling agents for “Supply, Installation and Commissioning” of Research Grade Steady State and Life time measurement spectrometer.

Detailed Tender Notice, Specifications and Terms & Conditions can be downloaded from:

[www.immt.res.in](http://www.immt.res.in)

Offers will be received up to 17:00 hrs on 05.03.2013

Offers will be opened at 15:30 hrs on 06.03.2013

### **CSIR-Indian Institute of Chemical Technology**

Director, Indian Institute of Chemical Technology, Uppal Road, Tarnaka, Hyderabad, India invites sealed bids from manufacturers, their distributors and Indian Agent of Foreign principals, if any, for purchase of items listed below:

<b>Tender No.</b>	<b>Description</b>	<b>Quantity</b>	<b>Due Date of opening/ closing</b>
PUR/FAPT/158/12	Automatic Adsorption-Desorption capacity Analyzer with On-line CO2 Determination	1	28/02/2013 1300 hrs 28/02/2013 1400 hrs
PUR/FAPT/159/12	Polymer sheets and films making machine	1	28/02/2013 1300 hrs 28/02/2013 1400 hrs
PUR/FAPT/160/12	Electrochemical workstation for testing super capacitor	1	28/02/2013 1300 hrs 28/02/2013 1400 hrs

PUR/FAPT/161/12	Surface Area and Porosity Measurement Equipment	1	28/02/2013 1300 hrs 28/02/2013 1400 hrs
PUR/FAPT/174/12	Ultra Performance Liquid Chromatography	1	28/02/2013 1300 hrs 28/02/2013 1400 hrs
PUR/FAPT/177/12	Particle Size Analyzer with Zeta Potential measurement	1	26/02/2013 1300 hrs 26/02/2013 1400 hrs

Bidding Documents can be downloaded from [www.iictindia.org](http://www.iictindia.org)

**Government of India, Ministry of Railways, Railway Board**

Tender No. : Track III/2013/22/0102 of 2013 for procurement of 7 Track Relaying

Equipments (Portal Crane)

Offers will be received up to 14:30 hrs on 15.03.2013

Offers will be opened at 1500 hrs on 15.03.2013

The tender document can be downloaded from [www.indianrailways.gov.in](http://www.indianrailways.gov.in)

## FORTHCOMING EVENTS IN INDIA

**10<sup>th</sup> Everything about Water Expo 2013: (February 28- March 3, 2013, Chennai Trade Centre, Chennai):** Everything about Water Expo is South Asia's largest exhibition and conference covering the Water & Wastewater industry. The show provides a platform to network, build business and tap an exclusive industry led audience. ([www.eawater.com](http://www.eawater.com))

**Coaltrans India 2013: (March 12-13, 2013, Grand Hyatt, Goa):** is the largest coal industry conference in India. The event is expected to attract over 1,000 industry executives and will feature speakers from the Government and industry. It is a must attend event for coal sellers, buyers and traders and offers ample networking opportunities. ([www.coaltrans.com](http://www.coaltrans.com))

**India Engineering Sourcing Show (IESS): (March 14-16, 2013, Bombay Exhibition Centre):** The show will be organized by Ministry of Commerce & Industry, Government of India with EEPC India (formerly Engineering Export Promotion Council) as the lead agency. IESS is India's largest display of Engineering Products and Services and focuses on building global partnerships for India. IESS is recognized as the only sourcing event in India- a showcase of the latest technology, and a preferred meeting place for buyers and sellers from all over the world. ([www.iesshow.in](http://www.iesshow.in))

**India Water Week 2013: (April 8-12, 2013, New Delhi):** The theme of the event is "Efficient Water Management: Opportunities and Challenges". The event will have a conference cum policy dialogue forum coupled with a Business to Business exhibition organised professionally. ([www.indiawaterweek.in](http://www.indiawaterweek.in))

**India Steel 2013: (April 11-13, 2013, Mumbai Exhibition Centre, Mumbai):** showcases the latest Products, Technology, Machinery & Equipment, Applications and Developments in the Steel Industry. It aims to disseminate knowledge about the developments and best practices in analysis, design and construction methodology pertaining to steel amongst the users. ([www.indiasteelexpo.in](http://www.indiasteelexpo.in))

**Poly India 2013: (April 25-27, 2013):** is a focused international exhibition on plastics & petrochemicals. It will feature more than 250 exhibitors and more than 10,000 business visitors are expected to attend the exhibition. The exhibition will also include a buyer seller

meet organized by PlexCouncil and over 100 international buyers are expected to participate. ([www.poly-india.in](http://www.poly-india.in))

**Renewable Energy World India, Conference and Expo: (May 6-8, 2013, Bombay Exhibition Centre, Goregaon, Mumbai):** Under the theme, Indian Power - Time to Deliver, the event brings together decision makers and influencers as well as technical experts and professionals from leading companies involved in renewable energy generation, transmission and distribution within India and around the world. ([www.renewableenergyworldindia.com](http://www.renewableenergyworldindia.com))

**Power-Gen India & Central Asia: (May 6-8, 2013, Bombay Exhibition Centre, Goregaon, Mumbai):** is expected to showcase more than 140 leading regional and international companies. The event will showcase the latest power products and technologies. ([www.power-genindia.com](http://www.power-genindia.com))

**INTEC 2013: (June 6-10, 2013, Codissia Trade Fair Complex, Coimbatore):** provides an exclusive platform that brings together the foremost and competent industrial players from across the world to showcase their technological talents. ([www.intec.codissia.com](http://www.intec.codissia.com))

**Broadcast India 2013: (October 9-11, 2013, Bombay Exhibition Centre, Mumbai):** A two-day Conference will be held on 9-10 October, 2013 at the same venue. Broadcast India 2013 will be the most eminent platform for all there is to do with Television, Film, Pro-Audio, Radio, IPTV and Mobile TV to CG, VFX, Multimedia, Music, Lights, Cable, Satellite, Broadband, Internet, Transmission and their related fields. ([www.broadcastindiashow.com](http://www.broadcastindiashow.com))

## BUSINESS OFFERS FOR CANADIAN COMPANIES

1.	Sanghvi Polyfil Pvt. Ltd. Mumbai, Maharashtra, Mobile: +91-98676-60015 Email: <a href="mailto:info@sanghvipolyfil.com">info@sanghvipolyfil.com</a> Website: <a href="http://www.sanghvipolyfil.com">www.sanghvipolyfil.com</a>	Manufacturers of virgin and shiny monofilament HDPE nylon ropes in coil form. The minimum order quantity will be 10 tons.
2.	Sharda Spuntex Pvt. Ltd. Bhilwara, Rajasthan Region Tel: 91-1482-233800/ 246954 (Ext 851) Mobile: 91-98294-71101 Email: <a href="mailto:asharma@shardagroup.net">asharma@shardagroup.net</a>	Multi National textile company dealing in all kinds of threads like carpet yarn, cotton yarn, viscose yarn, filament yarn and blend of any combination of fibre and value added yarn.
3.	SARVADHAR TRADING PVT. LTD. Ahmedabad, Gujarat Phone: +91-79-30151695 Mobile: +91-9998861461 Email: <a href="mailto:sales@sarvadartrading.com">sales@sarvadartrading.com</a> Website: <a href="http://www.sarvadartrading.com">www.sarvadartrading.com</a>	Exporters and Suppliers of Aluminum De-Oxide, Aluminum Roofing Sheets, Aluminum Plates, Aluminum Coils, Aluminum Wires, Aluminum Alloy Castings & Aluminum Scrap.
4.	CHRONAX INTERNATIONAL Indore, Madhya Pradesh Direct :+91-93021-15257; +91-99817-36390 Email: <a href="mailto:chronaxint@gmail.com">chronaxint@gmail.com</a> Website: <a href="http://www.chronaxinternational.com">www.chronaxinternational.com</a>	Exporters and suppliers of fruit juices, pulp and puree.
5.	Shrihari International	Exporters of agri-products (fruits,

	<p>Madurai, Tamil Nadu  Mobile: +91-9789384458  Email: <a href="mailto:srihariinternationalservice@gmail.com">srihariinternationalservice@gmail.com</a>  Website: <a href="http://www.srihari-international.com">www.srihari-international.com</a></p>	vegetables, spices etc.
6.	<p>Madhav International  Gujarat  Mobile: +91-97249-90990  Email: <a href="mailto:mi.procure@gmail.com">mi.procure@gmail.com</a></p>	Manufacturer, exporter and supplier of spices, Indian snacks and agricultural products
7.	<p>APAN India Exports  Ludhiana  Mobile: +91-94172-01650  Email: <a href="mailto:sushilapanindiaexports@gmail.com">sushilapanindiaexports@gmail.com</a>  Website: <a href="http://www.apanindiaexports.com">www.apanindiaexports.com</a></p>	Manufacturers of diesel engines, diesel engine gen sets and agricultural pumping sets