



Indian Economic & Business News

Consulate General of India, Toronto, Canada

Number 10/2013

May 31, 2013

INDEX

Contents	Page
Indian Economy	2
India - Canada	5
Sectoral News	7
FDI in India	13
Indian Investments Abroad	15
Tenders	16
Forthcoming Events in India	17
Business Offers for Canadian Companies	20

Please send your enquiries/comments to comsec@cgitoronto.ca

The data used in this bulletin has been obtained from various published sources. The Consulate General of India in Toronto does not accept any responsibility for its accuracy.

INDIAN ECONOMY

Goods and services tax to be in place by 2014: Prime Minister

Prime Minister Manmohan Singh said recently that the much-awaited goods and services tax (GST) will become a reality by 2014 regardless of who forms the government after the next Lok Sabha elections, even as he counseled the foreign investors to come to terms with problems that India poses as an investment destination. Mr. Singh was responding to Hiromasa Yonekura, Chairman of Japan India Business Leadership Forum, who told the PM that differences in tax regimes of each state and the complicated tax structure were big obstacles for investments in India. While saying that it was India's objective to move towards a goods and services tax, the PM said: "But India is a federation and in federation there are difficulties of getting all the states to agree and surrender their tax power in favour of the GST. But I am confident that we will overcome that hurdle." He also suggested that the opposition to GST was for political reasons which will melt once the 2014 elections are out of the way. However, Singh tempered his pitch for Japanese investments by advising potential business partners to adjust to Indian reality. He sympathized with the demand of Japanese and other foreign bankers that they be allowed to open more branches in metropolitan centres. Source: Times of India

Effective governance can propel growth to over 8%: Chidambaram

The country's economy will continue to grow at 5-6 per cent "regardless" of what government does or doesn't do, but with effective governance it can rise to over 8 per cent, Finance Minister P. Chidambaram said recently. The country should focus on ensuring the conditions for economic growth remain "intact", he added. "We will grow at a rate of 5 or 6 per cent regardless of what government does and what government does not do. What government and good governance can bring to the table, is more effective governance that raises the growth rate from six per cent to above eight per cent or so", he said. The Finance Minister said steps like efficient use of money and design of projects can propel the growth rate to 9 per cent. "Irrespective of government, irrespective of Ministers, irrespective of me, India's economy will grow. Difference we can make is to ensure that the growth is not modest at five or six per cent, but the growth is at a brisk rate of 8 or 9 per cent," he said. Chidambaram said developments in global economies should not affect Indian (stock) markets and instead the focus should be on the performance of domestic companies. Giving a growth perspective of India, the Minister said demographics indicate that working population numbers will continue to yield benefits for the country over the next several decades. Source: Press Trust of India

Chidambaram promises more reforms in coming months

Finance Minister P. Chidambaram recently said people should expect more reforms in the second half of the year. "We expect more reforms and investment in next half of the year. Government will last its full term," he said. Talking to reporters on the sidelines of the performance report release function on the fourth anniversary of UPA-II, Chidambaram said: "Inflation is falling and investment is increasing." The overall inflation in April declined to over 3-year low of 4.89 per cent. Since taking over as the Finance Minister in August last year, Chidambaram has initiated a host of reforms such as liberalising foreign investment norms in sectors like retail and aviation, besides partially decontrolling diesel prices, which would help government reduce subsidy. Besides, the Centre has taken steps to streamline

investments in projects and set up a Cabinet Committee on Investment (CCI), headed by Prime Minister Manmohan Singh, to accord fast-track clearances to large projects. The CCI has cleared projects worth over USD 27 billion in the past four months. Source: Business Standard

Capital inflows will not be hit by Bernanke's statement: Montek Singh Ahluwalia

Any withdrawal of stimulus being talked about in the US will not impact capital flows into India as the country does not depend on short-term borrowings, Planning Commission Deputy Chairman Montek Singh Ahluwalia said. "I think if they (US) do that, I don't think that the expected changes in quantitative easing (QE) will make a difference to the kind of inflows that we are talking about," he said, when asked about his comments on the recent statement of US Federal Reserve Chairman Ben Bernanke. Given the importance of US on the global economy, Ahluwalia said that the reversal of the QE system would tighten the liquidity across the world. As regards the impact on India, he added: "I am not sure that is so important for us because we don't encourage short-term borrowings anyway." "What is important is that how do people see Indian economy. Do they see it well managed? Do they see it getting back to higher growth rate? Do they see ours getting rid of obstacles that held up investments," he said. Source: Press Trust of India

India-Australia FTA talks 'progressing well'

Discussions between Australia and India on free trade agreement (FTA) are "progressing well" as the fifth round of talks concluded recently in Canberra. "We have gone further in our goods negotiations. We have progressed well in our text on our services and investments. I hope in the next round, we will start doing the real give and take of negotiations," Mr. J.K. Daddo, Joint Secretary of Commerce and Industry Ministry said. "It's been a very cooperative, positive and cordial atmosphere of discussions. Everything went on smoothly," he added. Mr. Daddo said that it would take few more rounds of talks to arrive at a mutually benefiting, equitable and balance agreement. India has comprehensive FTAs with Japan, Malaysia and South Korea and it is negotiating similar agreements with many countries, including Australia. Source: Press Trust of India

India, China set \$100-billion target for FY15

The Indian and Chinese governments agreed recently to scale up two-way trade to \$100 billion by 2015 from \$67.8 billion in 2012-13. Bilateral trade went from \$2.1 billion in 2001-02 to \$75.6 billion in 2011-12; it then came down to \$67.8 billion during 2012-13. Simultaneously, India's trade deficit increased from \$1.1 billion in 2001-02 to \$40.8 billion in 2012-13. In 2012-13, China became India's fourth largest trading partner from third largest in 2011-2012. Our exports fell from \$18.1 billion in 2011-12 to \$13.5 billion in 2012-13. The surging deficit is a big cause of concern and Commerce and Industry Minister Anand Sharma took up the matter with his Chinese counterpart Gao Hucheng. Mr. Sharma urged greater work on some of the steps suggested in the earlier communiqué issued by the Premiers of the two governments, to allow our exports to increase. In 2010, both sides had set a trade turnover target of \$60 billion, which was achieved. However, India was not able increase its exports to China, while imports from there kept rising. The only exception was in 2012-13, when imports from China fell to \$54.3 billion from \$57.5 billion in FY2012.

Source: Business Standard

India and United Kingdom sign MOU on co-operation in Health sector

Union Minister of Health & Family Welfare India, Mr. Ghulam Nabi Azad and Secretary of State for Health, UK, Mr. Jeremy Richard Hunt signed an MOU on cooperation in the field of health sector recently at Geneva between the Government of India and the Government of the United Kingdom of Great Britain and Northern Ireland. Describing the agreement as a historic event and a great milestone, Mr. Azad noted with optimism that this agreement is going to usher in a new era of cooperation in the health sector between the two countries. He stated that the agreement between India and UK will promote wide-ranging cooperation in the health sector between the two countries and spur the exchange of information and expertise for the common good of people. It is worthwhile to mention that India is a strategic partner to the UK and has been a recipient of UK's bilateral assistance in the form of grants since 1975. The aid agency of the UK is Department for International Development (DFID). The priority for the DFID (UK)- Government of India partnership has been improvement of maternal & child health and reducing the burden of communicable diseases.

Source: Press Information Bureau

Be fearless regulator, protect small investors, FM tells SEBI

Concerned over erosion of confidence among small investors, Finance Minister P. Chidambaram recently asked SEBI to regulate the market fearlessly to protect their interests, and not to "bow" or "bend" before anyone. "Win confidence of small investors. It's when a small investor says my money is safe in the financial market because I have SEBI watching over my money, that is the day when SEBI would have achieved its objective," he said. In his message to Securities and Exchange Board of India, Mr. Chidambaram said SEBI should increase its strength and be a fearless regulator. He also asked SEBI to scale up its human resource. "The country, the economy and the market are too large and are poised to become larger. We need far more than 600 men and women to regulate the stock market," Mr. Chidambaram said. The Minister praised SEBI for the work done in the last 25 years for regulating the stock markets. The volatility in the stock markets is keeping small investors away. The government and SEBI have taken various steps to win over the confidence of retail investors. Source: Press Trust of India

Government to auction 7 coal blocks for steel, cement, iron units

In June, the Coal Ministry plans to auction seven coal blocks for steel, cement and sponge iron plants. These mines are explored, which means their potential reserves and expected cost of exploration are known. "These blocks are relatively smaller, and would not be given to power companies," a senior official at the Coal Ministry said. These seven blocks have in-place reserves of around 13.62 million tonnes a year. Also, the Government is in the last leg of allocating 14 coal mines to Central and State public sector enterprises. The Coal Ministry is scrutinizing 126 applications from 25 Government companies for 14 mines.

Source: Hindu Business Line

In a first for India, Gujarat plans 5-yr export policy

Gujarat, which accounts for about a quarter of India's total exports, is mulling a five-year export policy to focus on value-added exports in sectors such as textiles, agriculture and dairy. The move by the top exporting state in the country comes on the back of sagging efforts by the centre to boost dwindling exports. The first state in the country to have an

export policy, Gujarat plans to increase the share of exports from the state from 25% to 30% in five years. As a precursor to the policy, the Federation of Indian Exports Organization undertook a study for Gujarat on the state's export competitiveness and identified sectors with export potential. "We are working on improving exports from the state and will take steps to increase the share to 35% of total India's exports by 2020," said a state government official. The government may announce incentives ranging from exemption from value-added tax (VAT) in some sectors to focus market scheme and focus product scheme to offset high freight cost and other externalities to select international markets and promote products with high-export intensity. Given that over 90% of Gujarat cotton goes to other states for value addition, emphasis would be laid on readymade garments. The state already has potential in the textile sector, as nearly 23% of the state gross domestic product comes from textile and related industries. Source: Economic Times

INDIA - CANADA

Alberta set to seize global opportunities, build new markets

The province's new International Strategy takes a Team Alberta approach to bolster access in priority markets, attract investment and give Albertans support to succeed globally. "We're committed to building Alberta by opening up new markets to ensure we get the fairest price possible for our resources and products. This is about creating opportunities for our businesses and entrepreneurs so we can keep growing our economy," said Alberta Premier Alison Redford. Among a comprehensive list of actions, the strategy includes:

- Supporting new regional strategies by strengthening Alberta's presence in growing and critically important markets.
 - Alberta will build its presence in the Asian market by doubling its resources in its trade and investment office in Beijing, co-locating its Shanghai office with the federal government and establishing a new office in Southern China.
 - New international offices will be established in Illinois (Chicago), Singapore, India, Brazil and California.
- The creation of an Alberta International Development Office that will help share Alberta's expertise with developing countries on such things as environmentally responsible resource extraction techniques and food safety applications.
- A greater focus on advocacy efforts around agriculture, energy, forestry, education, culture and innovation.
- The creation of a small- and medium-size enterprise export council to improve communication between businesses, government and other stakeholders.
- The creation of a formalized process that will give stakeholders greater input into the design and execution of focused international missions.
- The creation of new region-specific strategies to target trade, investment and advocacy efforts in key areas around the world. Source: Office of Premier of Alberta

Canada lures Indian Entrepreneurs with New "Startup Visa"

The Canadian government has launched attractive schemes and provisions, to lure potential Indian entrepreneurs who are struggling to get their green cards or trying to extend their H-1B visas in the United States, as per a report by Business Insider. Mr. Jason Kenney, Canada's Minister of Citizenship, Immigration and Multiculturalism, has been aggressively campaigning to promote their governments move on offering startup entrepreneurs a new

visa. The new "startup visa" was launched by the government in April. It will grant immediate permanent residency and a subsequent path to citizenship to those qualifying entrepreneurs, who can start a business in Canada and have attracted investments for their start-up ventures, and raise enough capital funds and angel investors. Source: Silicon India

Harper Government continues to deepen Canada-India Partnership

On May 17th, The Honourable Ed Fast, Minister of International Trade and Minister for the Asia-Pacific Gateway, and the Honourable Bal Gosal, Minister of State (Sport), met with members of the Indo-Canadian business community in Brampton, Ontario, to highlight the benefits for small and medium-sized enterprises (SMEs) of an ambitious Canada-India comprehensive economic partnership agreement (CEPA). The event's hosts were the Indo-Canada Chamber of Commerce and the Brampton Board of Trade. "With SMEs accounting for more than 99 percent of companies in Canada, our government understands the crucial role that these businesses play in generating jobs, growth and prosperity in every region of our country," said Minister Fast. "That's why we continue to work hard to open new markets for our exporters in the largest, most dynamic and fastest-growing economies in the world, including India." Further fuelling Canada's growing trade with India are our strong people-to-people ties," said Minister Gosal. "Nearly one million Canadians of Indian descent enrich our communities in cities and towns across Canada, and our government is committed to utilizing these strong links to build a partnership that will lead to new opportunities and new sources of prosperity in both countries." Source: Department of Foreign Affairs and International Trade

'Bilateral trade with Canada may touch \$15 billion by 2015'

India's bilateral trade with Canada is expected to grow to USD 15 billion by 2015 from the present USD 5.8 billion, Canadian Consul General Richard Bale said recently. "Currently the bi-lateral trade stands at 5.8 billion dollars and is expected to grow to USD 15 billion by 2015. Currently there are 700 Canadian companies in India," Bale said at a conference on Renewable Energy. During the India visit of Canadian Prime Minister last November, both the Prime Ministers set an ambitious target to conclude a Comprehensive Economic Partnership Agreement (CEPA) by the end of the year that would boost the Indian and Canadian economies by USD 6 billion and result in a significant increase in bilateral trade, Bale said. We believe that by combining Canadian technology and expertise with Indian talent, Canadian and Indian manufacturers can develop and deliver advanced and competitive products and services for India, Canada and third country markets, he said. The government of Canada has committed USD 13.8 million over five years to establish Canada-India Research Centre of Excellence. The Centre will fund greater collaboration between Indian and Canadian researchers and is expected to be operational by year-end, Bale added. Canadian investments in science and technology currently amount to USD 12 billion per year and have created one of the strongest science and technology bases in the world, he said.

Source: Press Trust of India

Niko Resources and partners discover natural gas in biggest Indian field

Reliance Industries Ltd., operator of the world's largest oil refining complex, headed for its biggest gain in eight months after discovering a new natural gas deposit in its biggest block off India's east coast. Reliance, with partners BP PLC and Canada's Niko Resources Ltd., announced on May 24 a "significant" discovery of gas and related liquids in a deposit that lies under the biggest producing areas in the KG-D6 block in the Bay of Bengal. The new

reserves may help billionaire Mukesh Ambani-controlled Reliance reverse a three-year decline in production from the block and boost earnings that have dropped in four of the last six quarters. “This discovery opens up a new liquid-rich gas condensate play offshore India,” Neil Beveridge, a Hong Kong-based analyst at Sanford C. Bernstein & Co., wrote in a report. “With follow-up exploration potential across India’s east coast, this makes us more positive that Reliance may yet to be able to build a material gas business in India and find a productive use for its growing cash pile.” The company and its partners plan to spend more than US\$5-billion in the next three to five years to develop gas discoveries in the KG-D6 block off India’s east coast, Reliance said April 16. Source: Financial Post

Tata Steel's Canadian ore project to begin production this year

Tata Steel is planning to begin production from one of its iron ore projects in Canada by year-end, a move that will boost raw material supplies to its European operations. As per the plan, production from Direct Shipping Ore (DSO) Project, in which Tata Steel holds 80% stake, is expected to begin during the October-December quarter. A target of 1 million tonnes (MT) of iron ore has been kept for the current fiscal. "Trial production (was) successful in 2012 with initial mining and dry processing of 63% iron grade ore. Plan for 1 MT of iron ore in FY'14, to be ramped up to over 3 MT in FY15," the company said, adding that it has obtained various permits, approvals and environmental clearances. The DSO Project is run by Tata Steel Minerals Canada Ltd and contains 64.1 MT of proven and probable reserves having an average grade of 58.8% iron. It also has about 60 MT indicated, inferred and historical resources of various grades of iron. Tata Steel has the commitment to invest about 300 million Canadian dollars on the DSO project. Source: Business Standard

Strong demand to support lentil prices

Lentil prices should remain strong because of soaring demand and shrinking supply, say two major pulse processors. “Production shortfalls projected for India may represent a demand catalyst that we expect may continue through the second half of the year,” Murad Al-Katib, President of Alliance Grain Traders Inc., said in a news release. He also expects a strong export program to Turkey this year. The combination should help correct a global supply-demand imbalance that pushed lentil prices down in 2012. Mr. Al-Katib recently told investment analysts that the recovery in lentil markets started in the first quarter of 2013 and has continued into the first half of the second quarter. Canadian lentil exports were up 76 percent over the first quarter of 2012, while pea shipments increased 122 percent. Legumex Walker Inc., one of the largest processors of pulses and other special crops in Canada, also highlighted the return to normalized demand in its quarterly results. “Problems with winter crops on the Indian subcontinent have been and could continue to be a major demand catalyst for Canadian pulses,” the company said in its Management’s Discussion & Analysis document. Source: Western Producer

SECTORAL NEWS

Government opens up healthcare to private sector in a big way

The state government has entered into a partnership with global healthcare giant GE Healthcare for setting up advanced diagnostic and imaging facilities in 22 hospitals. A consortium of Wipro GE Healthcare will run these 24/7 diagnostic facilities. Patients from

below the poverty line, orphan and senior citizens, will get free services at these centres. Also, patients admitted to these hospitals and outpatients can get the services at subsidized rates. But the private partner can charge private patients as per market rates. Chief Minister of Maharashtra, Prithviraj Chavan recently announced the arrangement and termed it a giant leap in advancing healthcare to people. However, questions have been raised that the private partner was being allowed access at very cheap rates. For 10 hospitals in the Marathwada belt, it will be paying the government Rs 22 lakh and Rs 32 lakh for facilities at the remaining 12 hospitals. Public Health Minister Suresh Shetty said revenue was never the motivating factor behind the partnership. "Our intention is to provide quality diagnostic services at concessional rates to common citizens." He pointed out that the consortium was selected through a transparent bidding process. Source: Times of India

India retains fifth position in global wind energy market

Despite poor pace of capacity addition in the states like Tamil Nadu, Andhra Pradesh, Karnataka and Maharashtra, India retained its position in top five world wind energy markets in 2012. India remained the third largest market for new turbines in 2012 with capacity addition of 2441 mw, revealed World Wind Energy Report 2012. World's wind turbine capacity addition grew at 19% to 44,609 mw, which is lowest in more than a decade. "The Indian wind market has a very good future potential, however, policy uncertainties and unpaid electricity bills have damaged investors' confidence," noted the World Wind Energy Association, which is expecting China, India, Europe and North America to drive the growth in coming years. India added 2827 mw of wind power generation capacity in 2011. Indian Wind Power Association is claiming that withdrawal of accelerated depreciation benefit has resulted in lesser attraction for wind energy among the investors. Out of world's 2,82,275 mw of wind power installations spread across 100 countries, 73% of the turbines are located in top five countries - China, USA, Germany, Spain, and India. Source: Economic Times

Indian Lab instrument industry to reach \$2.37 billion in 2018

Demand for customized instrumentation from end-user segments such as the pharmaceutical and drug delivery sectors is driving the laboratory analytical instruments market in India. Regulations mandating quality assurance activities, especially in the pharmaceutical sector, further accelerate the market's growth. New analysis from Frost & Sullivan, Analysis of the Indian Laboratory Analytical Instruments Market, finds that the market earned revenues of more than \$762.5 million in 2012 and estimates this to reach \$2,370.0 million (\$2.37 billion) in 2018. The end-user segments covered in this research include pharmaceuticals and life sciences, government and academic research institutions, environmental safety, agricultural analytic research, third-party and food and beverage testing laboratories, and chemicals and petrochemicals. Government funding serves as the fulcrum for laboratory analytical instrument procurement in India; government institutions and research laboratories continue to be key customers for analytical instrument vendors. The untapped agricultural and contract research end-user groups offer added scope for laboratory analytical instrument manufacturers, and the agricultural sector's shift towards application-specific instrumentation in particular, will aid the market's steady year-on-year growth. Source: Economic Times

Gems, jewellery exports glitter in April; see 33% growth

After declining 3 per cent in March, India's gems and jewellery exports witnessed a robust growth of about 33% to \$3.38 billion in April 2013. In April 2012, these exports stood at

\$2.55 billion, according to the data provided by the Gems and Jewellery Export Promotion Council (GJEPC). “These exports saw a very healthy growth as demand is rising not only in American market, but also in emerging markets like China, Russia and Latin America,” Sabyasachi Ray, Executive Director, GJEPC said. The major markets for the country’s gems and jewellery exports include the US, the UAE, Hong Kong and Europe. Among the categories which witnessed growth in April, silver jewellery topped the list with a robust growth of 469 per cent, followed by coloured gemstones 218 per cent, cut and polished diamonds 37 per cent and gold medallions and coins 13.2 per cent. However, outward shipments of gold jewellery saw a decline of 13.8 per cent. During 2012-13, the gems and jewellery exports declined by 9.4 per cent year-on-year to \$39 billion due to weak demand in western markets. The council feels that in 2013-14 these exports would grow between 10 per cent and 15 per cent compared to last fiscal. Gems and jewellery constitute 17 per cent of India’s total exports and the sector employs 1.5 million people. Source: Press Trust of India

Huge potential for port development under 12th Plan: ASSOCHAM

Rupees one lakh crore-worth investment opportunities are available for developing non-major ports under public-private-partnership model in the country under the 12th Plan, industry body ASSOCHAM said. The plan envisages Rs 1.07 lakh crore new investment in the development of non-major ports during 2012-17, of which close to Rs 1.05 lakh crore is expected to come through PPP. “Port infrastructure...needs to develop fast and the capacity utilisation must also be improved,” a report released by ASSOCHAM said. Noting that the 12th Five Year Plan’s target with regard to investment in ports is “ambitious”, the report said the states concerned must seriously consider incorporating the success strategies of others for better fulfillment of the Plan’s objectives. ASSOCHAM National Secretary General D.S. Rawat said Andhra Pradesh is ahead in under-construction port projects, with three projects worth over Rs 20,000 crore underway via PPP mode as on April 30, 2013-which amounts to 46 per cent of the total investment in the country in this sector (Rs 43,439 crore).

Source: Hindu Business Line

Insurers in operation for 3 years eligible to set up foreign office: IRDA

Indian insurance companies in operation for at least three years will be eligible for opening offices outside the country. In a set of fresh guidelines, the Insurance Regulatory and Development Authority (IRDA) said life insurance, non-life insurance and reinsurance companies should have a net worth of Rs 500 crore, Rs 250 crore and Rs 750 crore, respectively, to apply for opening offices abroad. According to IRDA, the term ‘foreign insurance company’ would mean a company registered outside India, whose paid-up capital was subscribed to by an Indian insurance company. It shall include a foreign subsidiary company wherein the Indian insurance firm has a holding of more than 50 per cent of its paid-up capital or is in a position to control the composition of its board of directors. It shall also include a branch office of the Indian insurance company. The guidelines said the registered Indian insurance company should not suffer from any adverse report of the authority on its record of regulatory compliances, for three years out of the past five years from the date of application. The applicants would need to have booked profits for the three years out of the past five years. Apart from compliance with the host country solvency requirements, IRDA has asked the companies to comply with the know your customer (KYC) and anti-money laundering (AML) guidelines. Source: Business Standard

MSMEs share in exports to grow to 50 per cent by 2017

The contribution of micro, small and medium enterprises (MSME) in India's total exports in the 12th Five Year Plan (2012-17) is expected to grow to 50 per cent from 36 per cent, according to Mr. K.H. Muniyappa, Minister of State (Independent Charge) for MSME, Government of India. The growth is expected on back of increasing demand from the western and emerging markets. MSMEs contribute 8 per cent to India's gross domestic product (GDP) and 45 per cent to its manufactured output. It provides employment to over 80 million people engaged in over 36 million units, producing more than 6,000 products. Adequate credit is paramount to the success of micro and small units, said Mr. Muniyappa. To ensure better flow of credit to MSMEs by minimizing risk perception of banks/ financial institutions in lending without collateral security, the Government is implementing the Credit Guarantee Scheme, further added Mr. Muniyappa. The scheme provides guarantee cover of up to 85 per cent on collateral free credit facility and is extended by lending institutions to new and existing units for loans up to Rs 10 million (US\$ 179,663). Source: India Brand Equity Foundation

IT spending by banking, securities firms to touch Rs 42,200 crore

Indian banking and securities companies will spend Rs 42,200 crore (\$422 billion) on IT products and services in 2013- a 13 per cent rise from Rs 37,300 crore a year ago. IT services is the largest overall spending category at Rs 13,200 crore in 2013. This confirms the strong focus on the financial services sector by IT service providers, according to a study by research and analyst firm Gartner. Software is forecast to achieve the highest growth rate among the top-level IT spending categories at about 18 per cent in 2013. The forecast includes spending by financial institutions on internal IT (largely personnel), hardware, software, external IT services and telecommunications. "The expansion strategy of banks is still paramount in India, as well as in other countries of the APAC region. The Reserve Bank of India is making plans to increase the penetration of banks across the country and even opening up the market to new entrants," said Gartner Research Director, Vittorio D'Orazio.

Source: The Hindu Business Line

ONGC to set up Rs 10,000 crore gas processing plant in Maharashtra

State-run oil company ONGC is setting up an integrated gas processing plant in Maharashtra with an investment of nearly Rs 10,000 crore. According to a senior official of ONGC, the plant will have processing capacity of 10 mmscmd and a 30 megawatt captive power plant as part of the project. "The Ministry of Environment and Forest (MoEF) has prescribed Terms of Reference for preparation of the environmental impact assessment report and environment management plan for the gas processing plant," the official said. "Experts Appraisal Committee also said the draft environmental impact assessment report should be submitted to the Maharashtra Pollution Control Board for public hearing," the official said. A site near Kelwa- Mahim has been selected based on study of 4 alternate sites. "Cost of the project is expected to be Rs 9,980 crore," he added. Source: Press Trust of India

AP gets 3rd national investment, manufacturing zone

Andhra Pradesh will get its third National Investment Manufacturing Zone (NIMZ) in Prakasam district. "Andhra Pradesh will be the second state in the country to have more than two NIMZs being set up in line with National Manufacturing Policy of 2011," Anand Sharma, Union Minister for Commerce said recently. The other two zones are being set up in

Medak and Chittor districts. With this, the total number of zones being set up would go to 13 in the country. A host of incentives such as exemption from capital gains tax and liberalised labour and environmental norms are being offered to these zones. To create necessary talent for increasing exports an Indian Institute of Foreign Trade would be set up in Visakhapatnam besides a world pharma trade centre at Hyderabad, he added. "Services sector cannot grow beyond a point. Given the fact that over 150 million youth will be joining the workforce by 2025, jobs will come only from manufacturing sector," he added. Source: Hindu Business Line

JSW Steel eyeing coal mines in Africa, US and Canada

JSW Steel Ltd is looking at acquiring coal mines in Africa, US and Canada, a senior company official said recently. "We have a strong balance sheet and we are looking for acquisition of coking coal mines in Africa, US and Canada," JSW Steel Joint Managing Director Seshagiri Rao said. The company is looking at acquiring iron ore and coal mines in both India and abroad as it looks to increase self-sufficiency in feeding its steel plants. "As we expand aggressively, we need to own mines to bring down costs," Rao said. "We are open to acquiring mines in overseas. There are huge opportunities as commodity cycle is on reverse curve. We are keeping our eyes and ears open," JSW Chairman and Managing Director Sajjan Jindal said. During FY13, the company operation in Chile iron ore mine continued to be profitable, while the production in coal mines in the US remained subdued due to delay in obtaining permits. Source: Business Standard

Gujarat SMEs increase IT spending by 20%

While their larger counterparts may be going slow on information technology (IT) spending, small and medium enterprises (SMEs) in Gujarat are raising their IT spend. According to IT hardware and software component providers, there has been a 15-20 per cent increase in IT spending among SMEs in the state in the past six months. "These days, large industries are pretty cautious as far as increasing their IT spending is concerned. However, SMEs are not so prone to global economic upheavals and are growing domestically. Hence, they have increased their expenditure on IT infrastructure in a bid to become more competitive," says K J Thakker, committee member and immediate past president of the Ahmedabad Computer Manufacturers' Association. Having increased their IT infrastructure budgets, in both hardware and software, a typical SME with sales revenues of Rs 50-100 lakh now spends around Rs 100,000 a year on IT. Further, an SME with a turnover of Rs 5-10 crore spends around Rs 10-12 lakh per year on IT expansion. Source: Business Standard

Disinvestment Department moves Cabinet for 10% stake sale in IOC

The Department of Disinvestment (DoD) has moved Cabinet for selling 10 per cent shares in Indian Oil Corp (IOC), the nation's largest oil firm, to raise over Rs 7,000 crore. DoD recently moved a draft note for consideration of the Cabinet Committee on Economic Affairs (CCEA) for selling 24.27 crore or 10 per cent shares out of Government holding of 78.92 per cent, through an offer for sale (OFS). It sought comments on the proposal ministries of law, petroleum, public enterprises and finance besides Planning Commission within 15 days, sources privy to the development said. IOC is currently largest refiner with 51.2 million tons of capacity and over 10,500-km of oil pipelines. Sources said the DoD has preferred the OFS method for the divestment as the alternative follow-on public offering (FPO) was a long drawn process requiring regulatory (SEBI) clearances. While some shares would be reserved for mutual funds and insurance companies, employees of the company may be allotted shares

over and above the proposed 10 per cent divestment. Besides deciding on the number of tranches for the share sale, the CCEA would also decide whether to retain the over-subscribed amount. The DoD would by next month float the tender for appointing merchant bankers and legal advisors for managing stake sale of IOC. The proceeds from IOC disinvestment are likely to be the second largest after Coal India in the current fiscal.

Source: Press Trust of India

Indo-Dutch agri initiative plans 10 centres of excellence

The Indo-Dutch joint initiative in agriculture envisages setting up about 10 centres of excellence (CoEs) in Punjab, Gujarat, Kerala, Maharashtra and Karnataka in the next few years, a move that could help raise output and yields. Of this, three CoEs are to come up in the dairy sector in Kerala, Punjab and Gujarat, showcasing the latest processing technologies. Four CoEs are to be set up in horticulture in Maharashtra, Karnataka, Gujarat and Punjab. "One centre each for piggery and banana ripening will be set up in Kerala," said Arie Veldhuizen, Counsellor for Agriculture, Embassy of the Netherlands, in New Delhi. Veldhuizen said the State governments had shown keen interest in setting up these centres. "We will showcase our technology in these centres and see how we can help the Indian farmers in improving the yield," he added. Alphonsus Stoelinga, Ambassador of the Netherlands, said India had to intensify its agriculture to enhance output and at the same time prevent losses in the food supply chain. The joint initiative is all about the Indian and Dutch authorities and the private sector sharing technology know-how and developing skills to double food output here, he added. Source: Hindu Business Line

Private sector to chip in 50% in infra projects

The private sector is expected to generate 50% of the funds for development of infrastructure during the 12th Five-Year Plan across the country, a top government official said. "During the 12th Five-Year Plan, nearly 50% of the estimated Rs 50 lakh crore required for the infrastructure sector is to come from the private sector," Mr. Sudhir Krishna, Secretary, Union Urban Development Ministry, said. In the previous plan period, private sector participation stood at 35% of the total infrastructure investments, Mr. Krishna said at the Infra East summit organised by the Indian Chamber of Commerce. Innovative and environmentally friendly projects for urban transport like cable car services could come under the purview of Jawaharlal Nehru National Urban Renewal Mission (JNNURM), he said.

Source: Press Trust of India

TCS bags Rs 1,100 crore contract from Department of Posts

Tata Consultancy Services (TCS) recently said it has bagged a six-year contract from the Department of Posts (DoP) worth over Rs 1,100 crore. The end-to-end IT modernisation programme to be implemented by TCS will equip India Post with modern technologies and systems to enable it to provide services to customers in an effective manner, TCS said in a statement. The scope of the project, dubbed India Post 2012, includes developing and supporting mail, finance and accounts, HR, and customer interaction management solutions for all channels including Rural ICT platform. Under the deal, TCS will also manage data migration, infrastructure, Service Level Agreement (SLA), call centre and centralised 24x7 service desk operation for DoP, it said. The end-to-end security solutions, Enterprise Management System (EMS) and over all integration for entire system is the responsibility of core system integrator (CSI), the statement said. Source: Press Trust of India

Companies turn to India to boost their business

Oil company Shell's technology centre in the Indian high-tech hub of Bangalore is actually a facility in two halves, with a couple of campuses in different locations around the city. Originally unable to find one suitable site for its growing efforts, the Anglo-Dutch company decided to split the difference, setting up dual facilities, working on everything from next-generation chemicals to underwater modelling. But now the company plans to bring everything back together, having announced plans late last year to build a giant new research and development campus on a patch of land close to Bangalore's airport, with room for 1,500 staff. Shell's move is part of a pattern in which many of world's largest companies are turning to India in their search for new ideas that will boost its business, and follows similar moves to open up innovation facilities around Bangalore by the likes of GE, Cisco and Siemens. Shell has two other global research centres, in Houston and Amsterdam. While its Indian arm is the smallest and easily the newest, it is set to grow quickly. Other companies, however, have started to use their Indian facilities more creatively, for instance GE, whose large facility in Bangalore has pioneered a series of new ultra-cheap products, suitable for developing markets. Engineers at the facility developed an electrocardiography machine at roughly a sixth of the cost of a similar ECG in the developed world, in part by using a variant of a bus ticket machine to print out the scan. Source: Financial Times

FDI IN INDIA

Global retailers can open warehouses in states opposing FDI

Global retailers like Walmart and Tesco can set up warehouses, cold storages and source products from SMEs in states which have not permitted FDI in the multi-brand retail sector, a senior official said. "Foreign players can set up warehouses and also source products from small and medium enterprises from those states which are against FDI in multi-brand retail. No state will stop any foreign player to procure goods or do business with SMEs," a top official in the the Department of Industrial Policy & Promotion (DIPP) said. US-based Walmart and UK-based Tesco have sought clarifications from DIPP on whether they could set up warehouses in states which are against the Centre's retail FDI policy. The official also said there will also be no restriction on the foreign retailers from sourcing products from SMEs in those states. The official also said that 50 per cent of first tranche of the mandatory minimum USD 100 million FDI would only have to be invested in the back-end infrastructure and not in buying land, existing building or rent. Further, the official said that the DIPP would soon issue clarifications on issues raised by the retailers. Source: The Indian Express

Nissan looking to triple sales in India this fiscal

Nissan Motors India, a subsidiary of Japan's Nissan Motor Co. is looking to almost triple its sales in the domestic market to about 1 lakh vehicles in FY14 against the 37,000-units sold during the previous financial year. "We have new models coming in, and we are going to increase the number of dealers," said Kenichiro Yomura, President of Nissan's India operations. "We need to improve our marketing communications," he added. During the year, the company will launch four models: two refresher models and two new models: of which one will be from its Datsun brand. The first launch could be as early as July, said Yomura. He is also the Managing Director and CEO of Nissan Motors India Pvt. Ltd (NMIPL), added that the company will increase its dealer network to 145 by the end of this fiscal. As of March 31,

2013, the automaker's dealer network stood at 95. The plan is part of the company's ambitious target of garnering 10 per cent of the domestic passenger vehicles market by the turn of FY17. NMPL, which exported about 1.30 lakh vehicles in FY13, expects to maintain that number during the current fiscal as well. Nissan, Japan's third largest automaker, will also look at investments in improving its production capacity in India, from the existing 4 lakh units of installed capacity. Source: Hindu Business Line

Steps to boost foreign investment coming soon

In a big new round of reforms, the government is likely to announce a slew of measures to boost foreign fund flows into India and pep up a falling rupee, while soothing the frayed nerves of investors. The government is looking to address concerns of investors who fear the government is more likely to focus on political risk management in an election year run-up rather than reverse the slowdown in the economy, which until recently was an engine of global growth. India's economic growth, according to advance estimates, crashed to a decade's low of 5% in 2012-13. The new measures will likely make it easier for foreign institutional investors (FIIs) to invest in India's corporate and government bond markets, said a government source, who did not wish to be identified. The move is aimed at attracting more dollars into India to halt a sliding rupee that recently fell below 55 to the US dollar. While most of these moves will not require legislative sanction, investors are keenly watching for forward-looking cues on politically contentious issues such as plans to further open up the insurance and pension sectors to foreign investment. Besides, two of India's biggest tax reform initiatives: the Direct Taxes Code and the Goods and Services Tax hang in the balance as both require parliamentary approval. Source: Hindustan Times

Private Equity deal value doubles to \$1.2 billion in April: Grant Thornton

Private Equity deals surged 106 per cent to \$1.2 billion in April through 48 transactions, including Singapore Investment's buying stake in Kotak Mahindra Bank, says a report. According to audit and advisory firm Grant Thornton, the total PE deals during the month were valued at \$1,250 million through 48 transactions, as against \$605 million in April 2012, from 37 deals. The average deal size was \$26.03 million, it said. Grant Thornton India LLP Partner, Transaction Advisory Services, Raja Lahiri said: "We are also witnessing increased focus by the PE Funds on "exit" and increase in secondary transactions and case in point was the exit of Warburg Pincus from ATG Tires by selling its stake to KKR PE." A sector-wise analysis shows that manufacturing sector attracted deals worth \$659 million, accounting for 53 per cent of deal values, followed by banking and financial services (\$334 million, 27 per cent), It and ITeS (\$87 million, 7 per cent), real estate (\$45 million, 4 per cent) and pharma and healthcare (\$33 million, 3 per cent). The top five PE deals accounted for 79 per cent of the total value. Source: Economic Times

ZTE in pact with Calyx to sell smartphones

Chinese telecom player ZTE Corporation, a supplier of handsets to mobile operators in India, is entering the Indian open market with smartphones and tablets. ZTE has entered into an exclusive agreement with Pune-based Calyx Group to market and distribute its products across the country. Xu Dejun, CEO, ZTE India, said India contributed 10 per cent to the Chinese company's revenues and was a key growth propeller. "We are now changing our business area," he said, adding that ZTE was targeting a place amongst the top three players in the Indian smartphones segment in the next three years. With a turnover of Rs 450 crore,

the Calyx Group, which has interests in real estate and textiles, said it will invest Rs 500-600 crore in setting up a distribution network to sell mobiles and build the ZTE brand identity. "We expect to sell a million units during this fiscal," Gaurav Somani, Executive Director, Calyx Telecommunications, said. The initial plan is to launch five smartphone models priced Rs 5,000 to Rs 15,000, to be followed with high-end tablets around Diwali, Xu said. Source:

Hindu Business Line

INDIAN INVESTMENTS ABROAD

Essar Projects secures US\$ 80 million contract in Abu Dhabi

Essar Projects (EPL), a Global Engineering, Procurement, Construction (EPC) contractor has bagged three new orders in all worth USD 80 million (' 445.76 crore roughly) in Abu Dhabi underpinning its presence in the Middle East market. Abu Dhabi Oil Refining Company (TAKREER) has awarded a direct contract to EPL for EPC works, commissioning and start-up for a Spent Caustic Treatment Plant of capacity 3.6 cubic meter per hour at Abu Dhabi Refinery, wherein Merichem Process Technologies, Houston is the technology partner for the project. Moreover, Samsung Engineering, Korea has awarded a contract to EPL for civil works for the Carbon Black & Delayed Coker (CBDC) Project for the Ruwais refinery. G.S. Engineering, Korea has awarded construction of twin inter refinery pipelines (IRP); one being a 28 inches x 94.6 Km, Jet A1 pipeline and the other being a 28 inches x 94.6 km, Gas Oil pipeline. "The Middle East is a key market for Essar Projects. These wins are strategically important steps in reinforcing our Global footprint, and build on our existing presence, executing projects in South East Asia, India, Africa, and the USA," said Alwyn Bowden, President & CEO, Essar Projects. Source: Business Standard

Shree Ganesh Jewellery House enters into joint venture with Rocks Creation of Bangladesh

Shree Ganesh Jewellery House (SGJH) has entered into a joint venture with Rocks Creation Limited of Dhaka, Bangladesh for manufacture of gold jewellery, both plain and studded with diamonds and other precious and semi-precious stones. During the fourth quarter of FY13, Alex Astral Power Private Limited, Group Company of SGJHL has received Indian Industrial Excellence Award organized by IREDA towards one of the best PLF (Power Load Factor) generating Company. The company has formed a 100% subsidiary in Ghana for procurement of Dore Gold / Unrefined gold for further refining in India. Current order book size stands at Rs 2500 crore. Commenting on the performance of FY13, Mr Umesh Parekh, managing director of said, 'I am happy to inform that we had a great financial year as company revenue increased by 28%. The market witnessed dynamism this year with gold price fluctuations. Retail sales in India picked up significantly in the third quarter, with Diwali and a prolonged marriage season driving growth. Middle East continues to be our global market focus. To explore the emerging market in Bangladesh we have entered into a joint venture to set up a manufacturing unit at Dhaka in Bangladesh. "Source: Hindu Business Line

Eureka Forbes to acquire Swiss company

Eureka Forbes, a Shapoorji Pallonji Group company, is acquiring Lux International, a Switzerland-based home appliance firm with a 100-year history, marking the group's first overseas acquisition. Recently, the \$2.5 billion group's consumer durable arm, without

disclosing any financial details, said that it would seal the \$200 million Lux, which developed the world's first household canister vacuum cleaner, by buying a majority stake in the company. The deal has the potential to make Eureka Forbes the world's largest home products direct sales company. Even though the group has built its business outside India-construction in Middle East and an agri business in Ethiopia- this is perhaps the first time it is acquiring an overseas asset. The transaction in Lux will give Eureka Forbes a premium product portfolio, access to Europe, Africa and Latin American markets and also boost its revenues. Along with Lux, it would operate in about 40 countries through over 25,000 employees. Sources said that there are two layers to the deal. Eureka Forbes will immediately take a 100% stake in Lux and after that the SP Group plans to consolidate the Indian and Switzerland direct selling businesses under one entity. The group will have controlling interest in the holding company with Lux's promoter family holding a minority stake.

Source: Times of India

Hexaware sets up onshore delivery centre in Texas

Mid-size IT solutions company Hexaware Technologies has set up an onshore delivery centre in Texas, US. The centre, which has a capacity of 150 engineers, will support clients in all major services lines offered by the company. Hexaware has commenced operations with two anchor customers in the banking and financial services domain, the company said in a press statement. The company will commence recruitment from engineering schools next year for the centre. Hiring of experienced professionals will continue on an on-going basis from the local market, the statement said. "Dallas is recognised as one of the fastest growing hubs for the hi-tech industry, providing us with access to a great talent pool to add to our global human capital," said P.R. Chandrasekar, Chief Executive Officer & Vice Chairman, Hexaware Technologies. The Texas centre will be the company's third onshore delivery centre in the US. It already operates two centres in New Jersey. Source: The Hindu Business Line

TENDERS

Diesel Locomotive Works, Varanasi

Tender No.	Description	Quantity	Due Date of opening
101110471	Injector Cont. Shaft ASM-LB GM Pt. No. 8196855 Drg. No. 8196855 Alt Da (PL No. 16050460)	69	03/06/13
101310420	Adjusting Link as per Purchase Spec. No. WDG4/PS/E-289 Issue Dt. 29/05/03 Rev. "Nil" Drg. No. 8359417 Alt "Fa" (PL No. 16130080)	9197	03/06/13
101310580	Cyl Head Stud ASM EMD Drg to GM Pt. No. 40021327 Alt "Ca" and DLW Pt. No. 16040028	3964	03/06/13
101310440	Roller Drg. No. 8477363 Alt Ea	11070	06/06/13
101310460	Lash Adjuster ASM EMD Drg.No. 40118613	36186	10/06/13
101311040	Bushing to EMD Part No. 8039674 Drg. No. EMD Part No. 8039674 Alt S2 (P.L. No. 16150259)	1088	10/06/13

101311090	Pickup magnetic Drg. No. 8270383 Alt "E1" (P.L. No. 16241174)	424	10/06/13
101310400	Bracket as per Purchase Spec. No. WDG4/PS/E-289	8989	13/06/13
101310380	Race Inner to EMD Part No. 9563714	16760	14/06/13
101310720	Roller ASM Drg. N. GM Pt. No. 9571597 Alt Aa (P.L. No. 16140357)	15941	14/06/13
101310930	Sensor Turbo Speed Drg. No. GM Pt. 40038643 Alt "Aa" (P.L. No. 16241332)	396	18/06/13
101311140	Thrust Washer to EMD Part No. 40102453 Drg. No. 40102453 Alt "a" (P.L. No. 16130364)	6444	20/06/13
101310770	1. Bearing Con Rod Lower to EMD Part No. 8136114 Drg. No. 8136114 Alt Ra (PL No. 16150181) 2. Bearing Con Rod Upper to EMD Part No. 8354118 Drg. No. EMD Part No. 8354118 Alt S (P.L. No. 16150193)	3898 4225	21/06/13
101310490	1. Bolt and Spacer ASM as per Purchase Spec. No. WDG4/PS/E-297 Rev. A 2. Bolt Assembly Drg. No. GM Pt. No. 8159340 Alt- Na	16283 10856	01/07/13
101310310	Rocker Arm Bushing Drg. No. GM Pt. No. 9571921 Alt Ea	24384	08/07/13

Ministry of Railways, Government of India

Ministry of Railways, Government of India invites Request for Qualification (RFQ) for setting up of a Diesel Locomotive Factory at Marhowra, Bihar (India) and Procurement and Maintenance of Mainline Diesel Electric Locomotives. Notice Inviting Tender (NIT) for inviting Request for Qualification (RFQ) for setting up of a Diesel Locomotive Factory at Marhowra, has been uploaded on Indian Railway Website www.indianrailways.gov.in on 06.05.2013. Tenders can be submitted from 11.06.2013 to 20.06.2013 and the tender will be opened on 20.06.2013 at 11:30 hrs.

FORTHCOMING EVENTS IN INDIA

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)

Second Conference on Potential of Petrochemical Sector in Northern India with special focus on Downstream Plastic Industry: (June 25, Chandigarh): is being organized by FICCI in association with Department of Chemicals & Petrochemicals, Ministry of Chemicals & Fertilizers, Govt. of India. The conference will focus on the following issues; Status of Plastic Processing Industry in Northern India; Opportunities in Downstream Plastic Processing Industry esp. Plasticsulture etc. (www.ficci.com)

AGRI INTEX 2013: (July 11-14, 2013, Codissia Trade Fair Complex, Coimbatore): is South India's largest exhibition in the field of agricultural technologies. Around 400 organizations involved in Agriculture related activities and about 1.5 lakh farmers are expected to participate in the Fair. (www.agriintex.codissia.com)

Global R&D Summit 2013-Destination India: (July 25-26, 2013, The Ashok, New Delhi): Global R&D Summit 2013 will create a vibrant platform for showcasing the might of India in this domain by bringing together senior representatives from top league corporates, foreign investors, universities, research institutes, government agencies, trade commissions to meet their counterparts from the Indian R&D ecosystem to discuss, debate and explore opportunities for making India the best destination for R&D in future. (www.ficci.com)

Petro World India: (August 22-24, 2013, Bombay Exhibition Centre, Mumbai): will showcase the latest technology developments and will combine both a world class conference and a rich exhibition of services and equipment. (www.petroworldindia.com)

FoodPro™ 2013: (August 30- September 1, 2013, Chennai Trade Centre): At FoodPro 2013, latest technology in food processing, cold storage and warehousing, logistics and related products will be exhibited by large number of Indian and International companies at the exhibition and 10000+ business visitors are expected to be in attendance. Also, there will be 500+ structured B2B meeting expected to take place during the course of exhibition. (www.cii.in)

Mining, Exploration Convention and Trade Show: (September 19-21, 2013, Bangalore International Exhibition Centre): In order to attract investment and technology, the Federation of Indian Mineral Industries (FIMI) is organizing this Convention with the support of Prospectors and Developers Association of Canada (PDAC) to provide a unique opportunity for various stakeholders involved in the mining value chain. (www.fedmin.com)

3rd Global Economic Summit: (September 23-25, 2013, World Trade Centre, Mumbai): The summit will be supported by the Ministry of Commerce and Industry, Government of India and Ministry of Micro, Small and Medium Enterprise (MSME), Government of India. The summit will deliberate on the theme of 'Clusters in One World: Perspectives from Many Nations' which will highlight the role of clusters in supporting industrial development and facilitating inclusive growth. (www.globalsummit2013.com)

Annapoorna- World of Food India : (September 23-25, 2013, Bombay Exhibition Centre, Mumbai): Annapoorna World of Food India has emerged as the most sort after trade fair for wide range of foods and beverages and an outstanding platform for the who's who of food and beverage industry for acquiring information, placing orders and networking. (www.worldoffoodindia.com)

10th International Railway Equipment Exhibition 2013: (October 3-5, 2013, Pragati Maidan, New Delhi): The Confederation of Indian Industry (CII), in association with the Ministry of Railways, Government of India, is organizing the exhibition. The exhibition would provide a great opportunity for companies-domestic and international-to showcase their latest products and technology and meet the current and future requirement of the Indian Railways. (www.cii.in)

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

ISSME World Conference 2013: (October 18-21, 2013, Leela Kempinski, Gurgaon): The conference is on Best Practices in Promoting Small and Medium-sized Enterprises (SMEs) with the main theme of “Fostering International Linkages for SMEs Development”. The conference will discuss policies, strategies, support initiatives and institutional cooperation needed to strengthen the SME sector and prepare it for new challenges as well as opportunities. www.iwc13.org

INDIASOFT: (November 28-29, 2013, Mumbai, Maharashtra): The show is being organized by the Electronics and Computer Software Export Promotion Council (ESC). The event has already become a benchmark for showcasing and seeking India’s tremendous potentials in IT sector. INDIASOFT 2013 would sharply focus on Software & IT Enabled Services and many more innovations taking place in India. Being the only event of its kind in India, INDIA IT SHOW is sponsored by Ministry of Commerce & Industry, Government of India. www.indiasoft.org

India Water Expo: (November 21-23, 2013, Chennai Trade Centre, Chennai): Water Expo 2013 is the largest water show in Western India. It is being organised by EA Water Pvt. Ltd India. The India Water Expo combines exhibition, networking, and education to capture the energy of rapidly expanding water market in India, creating a venue for business, and bold, forward-looking action. www.indiawaterexpo.com

PlastiVision India: (December 12-16, 2013, Mumbai): is organized by The All India Plastics Manufacturers' Association (AIPMA) once in every 3 years in India since 1986. Plastivision has emerged as a key exhibition in the Plastics Industry. The show will feature participants from India & more than 45 countries and visitors from over 61 countries. www.plastivision.org

India Telecom 2013: (December 12-14, 2013, Pragati Maidan, New Delhi): is being organized by DoT (Department of Telecom, Government of India) and FICCI (Federation of Indian Chambers of Commerce & Industry) The show will feature attendees from 35 countries. www.indiatelecom.org

India Aviation 2014: (March 12-16, 2014, Hyderabad): The Ministry of Civil Aviation, Government of India, Jointly with Federation of Indian Chambers of Commerce and Industry is organizing the 4th Edition of India Aviation 2014. The Conference on Civil Aviation sector with focus on policy issues and business aspects will be held concurrent to the exhibition. Eminent speakers, policy makers and experts will address the conference. The show will feature more than 250 exhibitors and is one of the only events focused on the Civil Aviation Industry. www.india-aviation.in

India International Handwoven Fair: (March 12-14, 2014, Chennai): is an exclusive international fair for handloom products. Handloom Export Promotion Council has already completed three editions of the show. IIHF has grown from 50 Foreign Buyers and 80 Indian

Exporters in 2011 to 98 Foreign Buyers and 200 Indian Exporters during 2013.
(www.iihfchennai.com)

BUSINESS OFFERS FOR CANADIAN COMPANIES

1.	Abhisheik Pharmaceuticals Himachal Pradesh Mobile: +91-93161-53700 Email: info@zordanherbals.com	Manufacturers of cosmetics products with herbal extracts
2.	Sri Sai Exports Mobile: +91-93466-35566 Email: srisaiexpo@sify.com ; gkanthaji@gmail.com	Manufacturers and Exporters of 100% Hand crocheted home textiles and garments
3.	KICH Architectural Products Pvt. Ltd. Rajkot, Gujarat Mobile: +91- 93757-13638 Email: exim.kich@gmail.com Website: www.kichindia.com	Manufacturers of high grade AISI 316 stainless steel architectural hardware products.
4.	Allies Overseas Nagpur Mobile: +91-95792-27192 Email: info@alliesoverseas.com Website: www.alliesoverseas.com	Supplier of sandstones, slate, limestone, granites, cobble stone and quartzite
5.	Gentech Toolings Pvt.Ltd. Gurgaon Mobile: +91-98714-28012 Email: gentechtooling@gmail.com	Manufacturers of Gear Cutting Hobs and special cutting tools for Automobile industries
8.	Vinay Brass Products Jamnagar, Gujarat Mobile: +91- 99251-89090 Email: tomythomas@vinaybrass.com Website: www.vinaybrass.com	Manufacturer and exporter of brass components, molding Inserts, Hardware, Brass electrical wiring accessories Plumbing parts
9.	JaiRam Strap Pvt. Ltd. Rajkot, Gujarat Mobile: +91- 909 997 8766E Email: info@jairamstrap.com Website: www.jairamstrap.com	Manufacturers and exporters of PET Strap, Polyester Strap, Packaging Strap.
10.	Le Bonheniur Impex International Puducherry Mobile: +91-99446-12622 Email: bonheniur@gmail.com	Merchant Exporters of Indian vegetables, Fruits, spices, cereals, grains, Handicrafts, Herbal Items etc.
11.	Globalchem Asia Pacific Hyderabad Mobile : +91-99260-47096 Email: shishirgapacific@gmail.com	Suppliers of Active Pharmaceutical, Veterinary, Agro and Pesticides Ingredients and Oleochemicals
12.	Continuum Industries Narhe, Pune Mobile: +91-73500-10611 Email: makarand@coreequipments.com	Manufacturers of Investment castings

	Website: www.coreequipments.com	
13.	Simplex Engineering & Foundry Works Pvt. Ltd Chhattisgarh Mobile: +91-92291-21563 Email: yogita.shah@simplexengg.in Website: www.simplexengg.in	Designers, manufacturers & suppliers of various types of Grab Bucket for the Power, Railway, Steel, Coal Mining
14.	Swati Utensils Thane, Maharashtra Email: info@swatiutensils.com ; ashokshah210@gmail.com Website: www.swatiutensils.com	Manufacturers and suppliers of stainless steel Pipe fittings, Hardware Accessories and Furniture Fittings