

# INTERNATIONAL PLUS

The Indian Chamber of International Business Newsletter



Indian Chamber of International Business partnered with Malaysian Investment Development Authority to showcase business opportunities between India & Malaysia. More than 100 businesses joined the session at Taj Lands End in Mumbai. President Rtn Manpreet Singh chaired the India Malaysia Business Forum.

## BUDGET IMPETUS FOR GREEN INDIA

India is leapfrogging to the brave new GREEN world. The Budget speech of the Hon. Finance minister Mrs. Nirmala Sitharaman has given an outlay of Rs 35000 Crores for Green Energy Transition. The additional aim is to facilitate one crore farmers to adopt natural farming over the next three years, for which 10,000 bio-input resource centres will be set-up. The government further announced 500 new 'waste to wealth' plants under GOBARDhan (Galvanizing Organic Bio Agro Resources Dhan) scheme. The government also emphasized that the environment ministry's single window system will facilitate environment clearances, giving impetus to public transport in urban areas and EVs. There will also be initiatives for the issue of Green Bonds.

This and more incentives and financial outlays will inturn give lot of scope for the small and medium businesses to enter the eco system. Possibilities of Joint Ventures, partnerships, financial support and investments are opening up for GREEN sectors. ICIB will be facilitating Indian companies to look for these partnerships and vice versa.

Major portion of business in these sectors shall be implemented in rural India. When a land has more than 5,000 residents within 400 sq.ft and most of the male population is not working in agriculture along with the urban local governing the place instead of rural Panchayat can be considered as a town. As per the survey report in the census there are **7935 number of towns in India.**

**- President Rtn. Manpreet Singh**

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*Members Corner*



ICIB Members meet in Mumbai to focus on export opportunities. 42 MSME companies participated in the event.





ICIB met the team of The Intellectual Property Office of the United Kingdom in New Delhi to collaborate on awareness on IPR importance to SME companies.

## UK INDIA LEGAL PARTNERSHIPS



Discussions on opening up of legal system in India to foreign Lawyers and Law firms was discussed with Mr Sarosh Zaiwala, the first Indian law firm in UK.

## YABA & NAP TO COLLABORATE ON SME



Mrs. Sharon Jandu OBE, Yorkshire Asian Business Association (YABA) and Northern Asian Power (NAP) representative signed an MOU with ICIB to collaborate on bringing SME companies of India and UK closer. Major focus to be on the Northern cities in the UK.

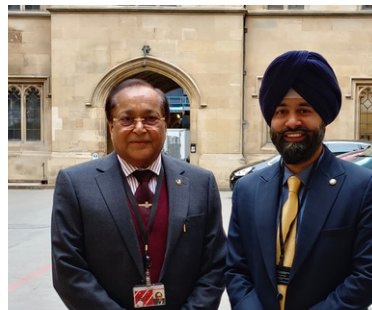
# INDIA - UNITED KINGDOM CONNECT

## ICIB RESTARTS ITS UK OFFICE WITH FULLFLEDED COOPERATION

Indian Chamber of International Business (ICIB) conducted events in London to promote cooperation between companies of India and UK. More then 100 UK companies participated in these sessions. Special session was conducted with Hamriyah Freezone in UAE to enhance UK - UAE trade.

MOU on cooperation and coordination meetings were signed with GI Global Trade chair Viscount Waverly, Chair for BRICS EU UK organsiation and Councillor for Royal Borough Kensington and Chelsea Mr Aarien-Uday Areti, Indo British Business Forum, Legal guide Mr Sarosh Zaiwala, Mr Scott Longman the ambassador of the City of London, Lord Ramee Ranger, Center of Political and Foreign Affairs, Yorkshire Asian Business Association, Northern Asian Power (NAP) and many others.

ICIB UK office to hold monthly networking meetings in UK in 2023-24.





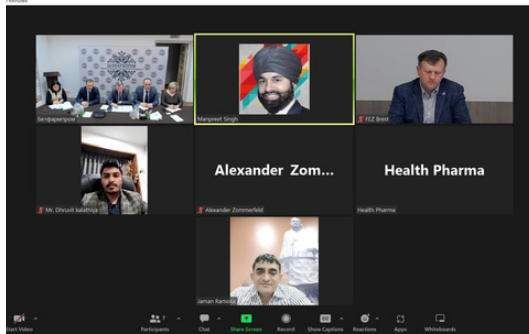
# GLOBAL SHOWCASE

## AGRIBUSINESS CONCLAVE 2023



The chamber partnered with The Diplomatist Magazine for the Agri Business Conclave 2023 along with Embassies of Ghana and Eswatini in New Delhi. 50+ companies in the agriculture and agri tech sectors participated in the same. The aim was to create cognizance about agricultural innovations and technologies, global models and success stories, to identify key bottlenecks that hamper the growth of agriculture, discuss the issue of climate change and food security and more.

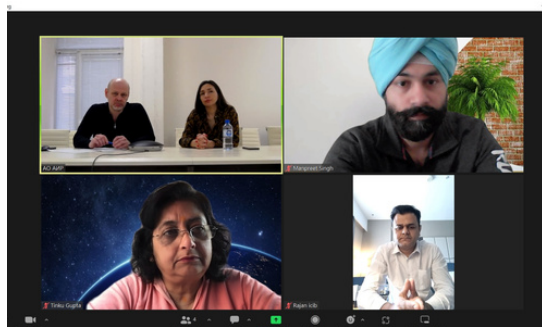
## INDIAN PHARMA MEETS BELARUSSIAN BUYERS



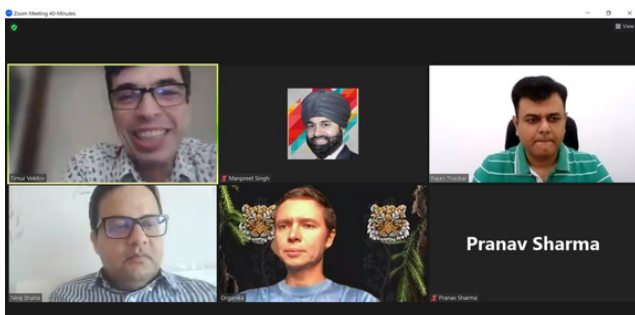
ICIB had an interactive buyer seller meet with Belarussian and Indian companies in the pharmaceutical sector to develop and produce tablets and injections.

## NOVOSIBIRSK TO OPEN UP NORTH SOUTH CORRIDOR

interactive meeting with Foreign relations department of Novosibirsk region to open up the North South logistics corridor for Central Asia.



## B2B WITH AYURVEDA COMPANIES



B2B meetings with importers of Ayurvedic products and Indian ayurvedic exporters virtually held. Companies from Central Asia to partner for introducing Indian brands.

## MALAYSIAN HIGH COMMISSION WITH ICIB

VP North Mr Puneet Singh Chhatwal met with officials from Malaysian High commission in New Delhi to support collaborations between MSME of India and Malaysia.



## NATIONAL DAY OF I.R. IRAN

ICIB participated at the National day celebrations of the national day of the I.R. of Iran at the embassy in New Delhi.



## MEET WITH RUSSIAN EDUCATORS



Interactive meeting with Russian educators in Delhi.



## RUSSIA



India Russia joint collaboration summit on Education sector collaborations with leading universities from India and Russia held in New Delhi.

## MALAYSIA



Meeting with Malaysian Palm Oil Council India head Mrs Bhawna Shah and Malaysian Rubber Council Mr Samir Shah on joint collaborations, joint ventures and sharing of agricultural technologies between Indian and Malaysian companies.

## PANAMA



ICIB at Panama national day celebrations.

# INTERNATIONAL CONNECTS

## CANADA



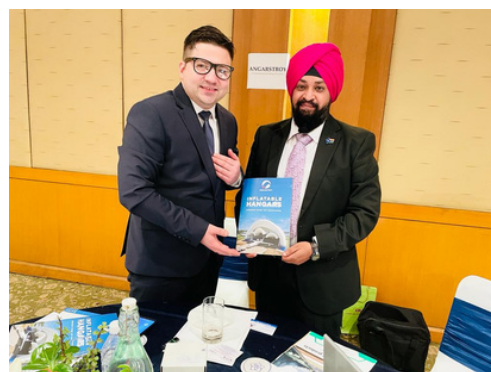
VP North Zone Mr Puneet Singh Chhatwal met with H.E. Patrick Hebert, Consul General of Canada in Chandigarh to discuss collaborations of MSME companies of Punjab, Haryana, J&K, Ladakh and Himachal Pradesh through joint ventures, collaboration and technical tie-ups.

## SERBIA

Ambassador Sinisa Pavić of Serbia to India met with committee members of ICIB. SMEs dominate the Serbian business economy, accounting for 99% of all enterprises as per OECD data. Cooperation between both countries on skill development and technology transfer were the key to the dialog.



## MULTI NATION B2B



B2B for member companies of ICIB conducted with companies from Uzbekistan, Russia, Malaysia and South Korea in February 2023.

## MALAYSIA



Seminar on business opportunities in Malaysia conducted in Chennai with members of ICIB and Madras Chamber.

# GLOBAL TRADE - THE STICKY BONE

## FREE TRADE AGREEMENTS- BANE OR BOON

There has been a run towards renegotiations and signing of Free Trade Agreements across the world in recent times. This issue has been flagged by many countries across Africa to middle east to Asia and even the south and central Americas. Single market access strategies or multilateral market entry has been pitched as the new gold for companies and countries alike to remove tariff and non tariff barriers. But is this something India should insist upon or the right path to tread.

It is necessary to understand that India is a developing market and at the same time one of the largest and densely populated consumer base of the world. With the second largest population of the world India is seen as the Golden Bird or "Sone Ki Chidiya" once again but corporations and governments alike. There is still a lot to learn and to develop and organise India's trade and business systems BUT imperative that we develop our own systems in India and not replicate what has worked for other countries. Tariffs can actually sometimes be a blessing in disguise to cope up with sudden surge or dumping of cheap products that might not have a market in the country of origin of the products.

Many countries have been pitching with the Government of India to reduce import duties on products such as Alcohol, passenger vehicles and even food products. The countries requesting these reductions need to first speak to their companies that stand to benefit from such a reduction - OR WILL THEY ACTUALLY LOSE. Imagine European or South American wine costing about 1 to 2 Euros hitting Indian markets without any tariffs or so called duty free. Will the Indian consumer actually value it as a foreign product compared with its current price today which is ten times more? Will the market or consumer actually get confident to buy more or completely stop buying the same for doubts of spurious products, or losing the elitist tag of the product? Imagine a swiss chocolate cheaper than a local brand in India. The practicality and reality of the situation might also lead to fake and duplicate products which might actually destroy the brands.

Although the Indian IPR is getting stronger by the day and enforceable but the question remains...

**Will the Indian consumer buy a cheap American / European product or will end up searching for a more exclusive product priced on the higher side of spectrum to remain elitist? OR Indian products might just flood the Europe and Americas especially made by the SME industry. The question remains..**

**-Editorial Team**

## BUDGET 2023 HIGHLIGHTS FOR MSME

Narendra Modi Government in India has laid strong emphasis on creating a self-sufficient economy.

Finance Ministry plans to infuse ₹9,000 crore into the Credit Guarantee Fund Trust for Micro and Small Enterprises.

The FM has expanded the turnover limit for micro units for presumptive taxation from ₹2 crore in the last fiscal year to ₹3 crore.

Revised the turnover limit for certain professionals from ₹50 lakh last year to ₹75 lakh this financial year.

Proposed to deduct the expenses incurred on payments received from buyers, if such payments are directly made to MSMEs.

Returning 95% forfeited performance bank guarantee amount (Vivad Se Vishwas-I)

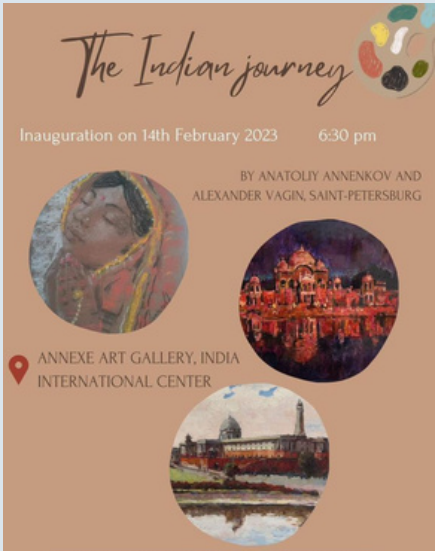
Contractual dispute settlement (Vivad Se Vishwas-II)

100 transport infrastructure projects have been identified in the Union Budget, that will help sectors like coal, fertilizer, food grain, steel and shipping. These projects, amounting to ₹75,000 crore, will be funded in part by private players to the tune of ₹15,000 crore.

Proposed to set up an "Entity DigiLocker" that MSMEs, large businesses and charitable trusts can utilise to store and share documents online with financial authorities, regulators and banks.

Doubled budget of FAME (Faster Adoption and Manufacturing of Hybrid & Electric Vehicles).





The India Connect from Saint Petersburg.



AUSTRALIA



Mr sanjeev Nandwani and Mr Kunal Vohra of Indo Australian chamber of commerce (East zone representative) met with Sr VP Mrs Tinku Rajeev Gupta in Kolkata for cooperation between MSME companies of India & Australia.



INTERNATIONAL CONNECTS

AFGHANISTAN



ICIB has been supporting the people of Afghanistan to get back their economy and household on their feet. In a fresh initiative the chamber hosted the Ambassador of Afghanistan to India H.E. Mr Farid Mamundzay at Pune, Ahmedabad, Surat and Mumbai and had interactions with local businesses. ICIB President Rtn Manpreet Singh was felicitated by His Excellency for more than a decade of supporting India Afghanistan trade.



# DOMESTIC CONNECTS

## MEMBERS MEET DELHI



ICIB North zone members meet held in New Delhi. Major focus was to support Indian companies to expand to Central Asia.

## FOCUS NORTH EAST



Development group meeting to promote exports from North Eastern states of India. Major focus to be on One District One Product (ODOP) scheme of the Govt of India.

## ICIB PART OF THE VANDE BHARAT TRAIN INAUGURAL JOURNEY



ICIB members were invited to be part of the Vande Bharat train from Mumbai to Shirdi. The special journey was a landmark for the Indian commuters future rail travel.

## ASSAM INTERACTION

Felicitation of Chief Minister of Assam Mr Himanta Biswa Sarma by Assam State convenor ICIB Mr Chiranjib Pathak in Guwahati.



## AT EDUTECH MUMBAI



The Chamber partnered with the EduTech Exhibition of NESCO in Mumbai. An International Exhibition and Conference on Education and Education Technology & Infrastructure.

## ELECTRONICS SECTOR NORTH ZONE

North zone members meeting comprising of industries from the electronics sector.

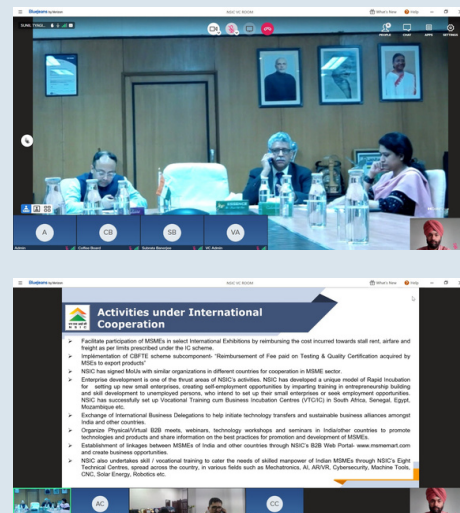


## AGRICULTURE IS THE FUTURE



ICIB Rajasthan state convenor had a detailed meeting with Dr A S Baloda, Director Rajasthan Agriculture Research Institute in Jaipur.

## SUPPORT FOR EXPORTS



The National Small Industries Corporation Ltd.-NSIC meeting with ICIB and other Export Promotion Councils for creating support for first time exporters.



The National Small Industries Corporation Ltd. meeting with ICIB VP West Mr Rajan Thakkar at Nagpur to support exporters.

## FOOD & AGRO COMMITTEE MEET



Food & Agro committee meeting chaired by Sr VP Mrs Tinku Gupta in Kolkata.

## TRAINING ON AI & BLOCKCHAIN



Co Chairman New and future technologies Mr Chintan Oza conducted a hands on training session for members of ICIB in Mumbai on Artificial intelligence and Blockchain technologies and their practical applications.

# MEMBERS CORNER

## MR ANKUR GOEL



### SKWERUP CAPITAL PARTNERS

#### STARTUPS AND INVESTMENTS ADVISORY FIRM

Skwerup Capital Partners is a Leading Startups and Investments Advisory firm, providing end-to-end handholding in Investments and Exits, Transaction advisory – both Domestic and Cross border (involving JVs, Acquisitions, alliances etc.), Growth advisory to Startups/SMEs and offering distinguished solutions to stakeholders like Investors, Startups, Accelerators and Incubators

The following is the key snapshot about Skwerup:

- Team Skwerup has advised 70+ Investments upto Series A (both buy and sell side)
- Team Skwerup has advised 250+ Startups/SMEs in making their business and financial plans stronger
- Skwerup Capital Partners have executed Due Diligence (LDD/FDD) in 60+ Investments
- Skwerup Capital Partners have drafted and advised definitive agreements in 65+ Investments
- Team Skwerup has successfully advised 12+ Strategic tie-ups and Exits
- Team Skwerup has assisted Companies to extend business in Canada and UK
- Skwerup Capital Partners has been selected for "Business Rankers 40 under 40" award by Business Rankers magazine
- Skwerup Capital Partners have been penetrated to the countries like Russia, Korea, Singapore, Malaysia, UK etc. (where Skwerup is scouting & advising Investors/ companies to assist Indian startups via JVs, Investments, acquisitions/collaborations etc. in expanding their businesses)
- Skwerup Capital Partners have successfully executed an Agri Accelerator program with its partner Incubator
- Ankur Goel, Founding partner of Skwerup Capital Partners, is esteemed member of Indian Chambers of International Business (ICIB) and also, Co-Chairmen of "Startup and Innovation Committee - North" of ICIB



Making its mark in 12 states & 42 countries

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