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The cover features two stylized, flowing flags. The Indian flag, with its saffron, white, and green horizontal stripes, is positioned on the left side, pointing towards the center. The United Kingdom flag, with its blue, white, and red horizontal stripes, is positioned on the right side, also pointing towards the center. The background is a light green to yellow gradient.

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We welcome your feedback and suggestions. Do write to us at communique@cii.in

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JOURNAL OF THE CONFEDERATION OF INDIAN INDUSTRY

Remembering Prof C K Prahalad



Dr Manmohan Singh, Prime Minister of India



A series of memorial services for the Late Prof CK Prahalad, in Chennai, New Delhi and Mumbai, had the theme of ‘Reflection, Renewal & Rededication’

PROF C K PRAHALAD has left behind a passionate energy of ideas that will continually stimulate those whose lives they touch, declared Dr Manmohan Singh, Prime Minister of India, at the memorial service for Prof Prahalad, held at Teen Murti Bhavan, New Delhi on 8 July. Dr Manmohan Singh acknowledged CKP’s passionate belief in India’s inherent potential and its chosen destiny, describing him as a noble and worthy son of India who continuously engaged in extending its freedom. Besides India, the world has lost a great thought leader and the field of management, one of its visionary intellectuals, he said.

Mr Kapil Sibal, Union Minister, Human Resource Development, said that he was most impressed by CKP’s approach of propounding growth by unleashing the energy of people at the bottom of the pyramid. CKP strongly believed that only a national aspiration similar to the Sampurna Swarajya of 1929 could take the country to its desired growth trajectory, he said, recalling Prof Prahalad’s three

paradigms for growth: economic prosperity, technological vibrancy and morality. He paid tribute to CKP as ‘a person who could understand the past, realize the complexities of the present, imagine the future, and give pathway to realize it.’

Mr Tarun Das, President, Aspen Institute India and Former Chief Mentor, CII, who has over 25 years of association with Prof CK Prahalad, appreciated the overwhelming response to the memorial service. There were requests from tier 2 and 3 cities to hold similar services, he said, as CKP had traveled extensively across India. Mr Das listed the seven clear agendas of CKP in the Indian context

- teaching corporate strategy
- building strategy for industry sectors like manufacturing
- helping us to engage with the world
- aspirations for Indian MNCs
- driving 10% growth
- skilling millions of people

- seeking better governance

He recalled Prof Prahalad’s speech in New York on the occasion of the India@60 celebrations in 2007, where he took every one by surprise by talking about India@75 instead of India@60, urging Indians to look at the future.

Mr Hari S Bhartia, President, CII, recalled how CKP stressed on entrepreneurship, innovation and morality, how his prediction of 10 % growth which was frowned upon a decade ago, had become reality today. He felt that the foremost contribution of CKP has been to make people see the poor as a viable business proposition in the backdrop of production and consumption; thereby changing the lives of the poor earning less than 2 \$ a day. This theory, he said, was proved correct when, during the recent global slowdown, the Indian rural economy continued to grow.

Mr Som Mittal, President, NASSCOM, acknowledged CKP’s enormous contribution to the IT sector since

1996, and recalled how CKP developed a completely new model of medical insurance in India.

A series of memorial services for the Late Prof CK Prahalad, who passed away on 16 April 2010 in the United States, were organised in Chennai, New Delhi and Mumbai on 3, 8 and 12 July respectively, with the theme of 'Reflection, Renewal & Rededication.' The services were organised by the Prahalad family with support from CII, the Aspen Institute India, Young Indians (Yi), NASSCOM, and The Indus Entrepreneurs (TiE), as a tribute to their association with CKP. The services, providing an opportunity to the people associated with Prof CK Prahalad, in a personal capacity or otherwise, to remember his contribution, were attended by eminent personalities from the corporate world, academia,



Kapil Sibal, Union Minister,
Human Resource Development

bureaucrats, politicians, and organizations.

CKP's accomplishments in the field of Business Strategy, where he virtually created a new lexicon, his contribution as a teacher, thinker,

visionary and, above all, as a patriot, were recounted in the form of a film capturing briefly his lifetime work and achievements, to motivate all present in rededicating themselves to his vision with renewed vigour.

Prof Prahalad's vision of India @75, propounding India as an economically strong, technically vibrant and ethically sound global leader by the 75th year of independence has gathered momentum with its acceptance from the top leadership of India. CII has already embarked on the exercise of translating his vision to reality.

Prof Prahalad's family, visibly impressed with CII's efforts to keep his vision alive, offered their services to participate and contribute in the ongoing exercise which is being executed under the India@75 banner of CII. ■



Dr Manmohan Singh, Prime Minister of India, with Hari Bhartia, President, CII, and other distinguished guests, at the memorial service for Dr C K Prahalad in New Delhi



Creating an Inclusive India by 2022

IN LINE WITH its objective of setting a leadership agenda which contributes to the socio-economic development of India, CII has embarked on a mission to facilitate India's transformation into an economically strong, technologically vital and morally sound global leader, when India turns 75 in the year 2022.

The impetus of the mission, inspired by the late Prof C K Prahalad, Paul and Ruth McCracken Distinguished University Professor of Strategy, Ross School of Business, University of Michigan, USA, was adopted by CII on 23 September 2008. On 30 July 2009, post a nation-wide visioning exercise which resulted in the creation of the People's Agenda, CII adopted Skill Development, Urbanisation and Sustainability as its key themes for the first 2 years.

As a follow-up to the Memorial Service of Prof C K Prahalad, CII organized a special session on **'India@75: Creating an Inclusive India by 2022'** in New Delhi, on 9 July. The session essentially took stock of the initiatives undertaken by CII under the key themes, and rededicated the commitment to achieving the vision envisaged by the late Prof C K Prahalad.

The session, moderated by Tarun Das, President, Aspen India Institute and Former Chief Mentor, CII, included addresses by members of the Prahalad family, Mr Arun Maira, Member, Planning Commission, Mr Nandan Nilekani, Chairman, Unique Identification Authority of India and Captain Gopinath, Chairman and Managing Director, Deccan Logistics. The session was attended by representatives from industry, academia, government and various development initiatives.



Chandrajit Banerjee, Director General, CII, Nandan Nilekani, Chairman, Unique Identification Authority of India, Tarun Das, President, Aspen India Institute and Former Chief Mentor, CII, Rajan Navani, National Chairman CII Mission on India@75, and Murali Prahalad

The session opened with a brief tribute to Prof Prahalad, by his daughter, Deepa, and Mr Tarun Das. Mr Rajan Navani, Chairman India@75, gave an overview of the India@75 vision and provided a status update on the Skill Development initiatives undertaken till date, which included showcasing certain pilots undertaken and initiation of the development of an all encompassing Skillpedia portal.

Ms Bhairavi Jani, National Chairman, Young Indians, provided an overview of the role played by Young Indians as regards the India@75 initiative and stressed on the importance on Individual Social Responsibility as a key aspect in achieving the India@75 vision. Mr V Ravichander, Chair, Urbanisation sub-group, India@75, showcased the successful City Connect projects facilitated by CII in Bengaluru, Chennai and Kochi.

Mr Arun Maira, who was closely associated with Prof C K Prahalad, and is currently incharge of the Industry and Urbanisation portfolio within the Planning Commission, said that the key to achieving the vision of India@75, is combining Democracy and Capitalism. Businesses and Industry have to be 'for the people, by the people and of the people.' Describing the Planning Commission as a systems reforms commission, he invited partnership with the India@75 agenda for sharing vision and aligned action, thereby creating Sampoorna Azadi together.

Captain Gopinath, who also paid

his tribute to Prof C K Prahalad, narrated his journey that eventually led to launching Air Deccan. He said the key for a successful enterprise is not having adequate resources, but being resourceful and engaging key stakeholders, who facilitate the realization of the dream. In fact, he said, not having resources provides an opportunity to innovate !

Mr Nilekani said that many aspects of the Unique Identification project have, in their fundamental elements, ideas propagated and evangelized by Prof Prahalad, the key one being Inclusiveness. He said that the UID project seeks to be demographically inclusive by issuing a Unique Identification Number to all in the country, with special impetus to those at the Bottom of the Pyramid, and financially inclusive by linking each Unique Number to the individual's bank account to prevent leakages. Further, the project seeks to include people from all walks of life in the form of volunteers. Other theories of C K Prahalad, said Mr Nilekani, such as Co-creation and Innovation, are also being incorporated in the project.

Mr Chandrajit Banerjee, Director General, CII, said that our nation is today at a crossroads. Government and/or Industry alone cannot realize the magnitude of the vision, he said, appealing to all people to participate and contribute in the nation-building exercise through ground-level action.

For more details on India@75, log onto www.indiaat75.in.

CII CEOs Annual Delegation to UK

CII met the new UK Government and British Industry to discuss bilateral trade and investments in a very positive atmosphere of ‘Special Relationship’



Rt.Hon. William Hague, Foreign Secretary, UK, and Hari Bhartia, President, CII, in London



Chandrajit Banerjee, Director General, CII; Ms Sharma; Hari Bhartia and Anand Sharma, Union Minister for Commerce & Industry, India, at the India reception hosted by the President, CII, at the Victoria and Albert Museum, London

THE CII CEO’S delegation, led by Mr Hari S Bhartia, President, CII, was the first business delegation to visit UK since the new coalition government in UK came into office. Mr Anand Sharma, Union Minister for Commerce and Industry, India, addressed the India Conference organised by CII in London on the occasion of the visit.

The delegation visited UK from 27-29 June. The two days were packed with business meetings, conferences, government interactions and business and high level political networking, with an agenda carefully built to enhance UK-India relations. In the UK, the captains of Indian industry met with Rt Hon. Dr Vince Cable, Secretary of State for Business; Rt Hon. William Hague, Foreign

**The India-UK
Bilateral Agenda**

- Business
- Innovations, Technology and Manufacturing
- Education and Skills and Employability
- SME Cooperation
- Investment in Indian Infrastructure Projects

Secretary; Mr. Gregory Barker, Minister for Energy and Climate Change, Mr. David Willets, Minister of State for Universities and Science, and Sir Andrew Cahn, CEO, UKTI.

Speaking at the **CII-LSE India Conference** organised jointly by CII and the London School of Economics,

Mr Anand Sharma spoke about the ‘Imperatives of global economic growth-An Indian perspective.’ The Minister highlighted the role that India, China and the South Asian economies today play in the global economy and said that it was time to shift economic focus to South Asia where India is leading economic growth. “The shift is clear, over 60 percent of global economic growth is coming from the developing countries and developing economics. In the next two decades, 60% of the global GDP output and growth will come from the emerging economies and the developing countries. Two thirds of the growth, in less than two decades, will come from BRIC countries. These realities have to be acknowledged, not resented, so that the world works in a spirit of partnership.”



Hari Bhartia, with Gregory Barker, Minister for Energy and Climate Change, UK, CII delegates and UK government officials

Mr Sharma said, “This is not the time for protectionism, it is the time to connect and deepen engagement. This is the time to dismantle existing barriers, not erect new barriers, to enhance global trade attaining to a successful conclusion of the ongoing Doha round. If we succeed in putting together a multi-lateral trade regime which is fair and equitable, it will enormously augment the global economy and global trade.”

Mr Rahul Khullar, Commerce Secretary, India, made a very strong point on Trade and Investments. He said that India needs to buy and UK can sell to the Indian market, at the same time India needs investment and UK can invest in the huge opportunity that India presents.

Mr Nalin Surie, High Commissioner of India to UK made a similar point when he said that “virtually every sector in India offers opportunity and we would like the UK to grab this opportunity with both hands.”

Mr Hari Bhartia, President, CII, shared CII’s agenda for the year, **Inclusive Growth**, pointing out that a large

part of Indian society which had not previously been part of the mainstream economy is today shifting towards mainstream as rural consumption grows. Highlighting the huge growth and investment required in infrastructure, Mr Bhartia said that growth of infrastructure will also in turn fuel manufacturing further, thereby continuing the growth process. Another key area where India requires huge investment is Education and Skills Development, and here too there is huge opportunity for UK to do business with India.

The session was moderated by Sir Howard Davies, Director, London School of Economics.

CII signed a **Memorandum of Understanding with the Chamber of Commerce, Isle of Man**, to further business ties between

the Isle of Man and India. The MoU was signed by Mr Chandrajit Banerjee, Director General, CII, and Mr Mike Hennessey, CEO, Chamber of Commerce, Isle of Man.

Ms Clare Christian, Member of the Legislative Council, Isle of Man, said, “As we emerge from the economic crisis, the health and prosperity of the global economy relies in a large part on the growth of economic giants like India. That is why we in the Isle of Man are proud to sign this MoU, ensuring we continue to work closely as international partners to promote strong economic and industrial growth. We are two nations built on a shared spirit of entrepreneurialism and innovation; a spirit which has been instrumental in the Isle of Man’s development as a leading international business centre. This shared spirit combined with the clear fiscal and commercial benefits we offer as a nation will ensure Isle of Man is an attractive growth platform for Indian enterprise.”

Later, at a session on **Opportunities in Education**

and Skills, Mr Hari Bhartia led the discussions with stakeholders including Mr David Arkless, President, Corporate Government Affairs, Manpower Inc.; Rt Hon. Patricia Hewitt, Chairperson, UKIBC; Dr Ruth Kuttumuri, Director, India Observatory, LSE; Mr. Roy Newey, Board Member, A4e; Mr Suhel Seth,



Chandrajit Banerjee, Nalin Surie, High Commissioner of India to UK, Sir Howard Davies, Director, LSE, Anand Sharma, Mike Hennessey, CEO, Chamber of Commerce, Isle of Man, and Clare Christian, MP, Isle of Man, at the MoU signing between CII and Chamber of Commerce, Isle of Man

Managing Partner, Counselage India and Mr. Udayant Malhotra, CEO & Managing Director, Dynamatic Technologies Ltd.

The CII delegation met with Dr Vince Cable, Secretary of State for Business Innovations and Skills, and Mr David Willets, Minister of State for Universities and Science, to discuss trade and investments between India and the UK. Minister Anand Sharma was also present at the meeting. The 'New Special Relationship with India' Dr Cable said, highlights how important India is to UK and how impressive India's growth is. The UK Government's commitment for special relations with India also signifies the 'relationship coming of age'; he added. The business delegation discussed education, manufacturing, innovations, science and technology and partnerships in Small and Medium Enterprises.

At a meeting with the Confederation of British Industry (CBI), the CII members met with Mr William Hague, Foreign Secretary, UK. Highlighting the refreshed renewed relationship with India, the Foreign Secretary said that a strong foreign policy is possible only with a strong economic policy. He informed the Indian business leaders that the UK Foreign Office was taking a look into the cap on immigration so that it does not affect business.

Mr Bhartia suggested that perhaps it was time to re-look at the G-8, as it is the G-20 that represents the changing economic position in the world, having in its membership countries like India and Brazil, showing a strong growth trajectory.

Mr Gregory Barker, Minister of State for Energy and Climate Change, told the visitors that the UK government would like to work with Indian businesses and British industry to make a low carbon future attractive, encourage research and development in this area, share intellectual property

rights and leverage the huge potential that renewable energy presents. The delegation suggested nuclear energy as a possible area of collaboration where nuclear power plants can be set up in India with UK expertise, while stressing that opportunities exist in all areas of green technology. The Minister invited CII to join the UK Government and Indian High Commission's initiative on climate change - the UK-India Business Leaders Climate Initiative, involving business to make transition to a low carbon economy.

The CII delegates also had a very interesting meeting with Chatham House, to discuss Energy, Innovations and Transfer of Technology.

The business leaders met with UKIBC to discuss Finance and Trade. The delegation also met captains of Indian industry based in the UK: the members of India Business Forum, to discuss India Inc's agenda for the year 'Business for Livelihood.'

Moderating a session on **UK-India Trade and Investments-Financing Trade and Investments to fuel growth of Manufacturing and Innovations**, Mr B Muthuraman, Vice President, CII, and Vice Chairman,

Tata Steel, said that in the current year, India expects close to nine percent GDP growth, with aspirations of double digit growth in a very short period of time. Rapid growth raises social issues, infrastructural problems, and India also has a shortage of talent, skills and knowledge at the basic level required to sustain, and support that growth. So, on the one hand, there is India's strong and furious growth, and on the other hand, UK's strong technological and innovative skills, offering scope for useful partnerships.

The session had Mr. Mark Aitman, Senior Managing Consultant, Logica, Mr. Vikram Mehta, Chairman, Shell India, Mr. Gerard Lyons, Chief Economist & Group Head, Global Research, Standard Chartered Bank, Dr. Anand Burman, Chairman, Dabur India Ltd, Mr. Philip Bouverat, Director, JCB and Mr. Sean Dowling, Partner, Appleby Global, discussing trade and investments between UK and India with a special reference to Innovations in Manufacturing.

The CII President hosted the annual CII India Reception which provided a perfect networking opportunity for close to 350 guests from the UK and Indian industry, government, think tanks and academia. ■



CII CEOs delegation at No. 10 Downing Street after the meeting with Dr. Vince Cable, Secretary of State for Business, and David Willets, Minister for University and Science, and Sir Andrew Cahn, CEO UKTI

Tracking Corporate Performance

THE NET SALES of BSE 500 listed companies rose by 25% in Q4 FY10 compared to a decline of 0.3% in the same quarter of FY09. This is mainly because of the robust sales growth in sectors such as Wholesale Trade, Automobiles and Oil & Gas. These were the top performing sectors in BSE 500 companies with 66.1%, 54.5% and 39.9% jump in net sales in Q4 FY10. Heavyweights such as Reliance Industries and MMTC recorded an increase of 120.7% and 253.5% in net sales. Tourism, Cement and Capital Goods were the only sectors that recorded a decline in net sales in the period.

But the robust growth of net sales was unable to ensure better bottom lines

and the year-on-year growth in PAT for BSE 500 companies came down to 6.5% in Q4 FY10 from 22.7% in the same period of FY09. Oil & Gas, Telecom, Tourism and Cement were the sectors that reported a steep fall in net profit. On the other hand, sectors like Pharma, Transport and Logistics and Media recorded strong growth in net profit.

Within the Oil and Gas segment, three oil marketing PSUs, IOCL, BPCL and HPCL recorded a sharp fall in net profit to (-) 16.1%, (-) 80.6% and (-) 85.2% respectively, on account of non-revision of domestic petroleum prices. Within the telecom sector, Reliance Communications, Tata Communications and Idea Cellular

recorded (-) 76.8%, (-) 47.2% and (-) 13.7% drop in net profit in Q4FY10.

Expenses Move Up

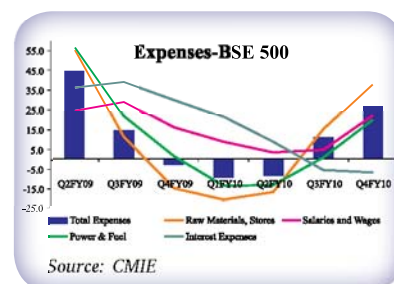
After declining in the first two quarters of FY10, expenses under all heads started moving up. In Q4 FY10, the total expenses of BSE 500 companies increased by 27.2% compared to a decline of 3.5% in Q4 FY09. The growth in total expenditure was attributed to a 38.4% jump in the cost of Raw Materials and Stores. Automobile, Consumer Goods, and Oil & Gas industries recorded more than a 30% jump in raw material expenses in the period.

Salaries and wages also grew by 21.9%, riding on companies' aggressive plans to increase head count and increments for existing employees. Telecommunication, Banking and Financial Institutions, Pharmaceuticals and Construction are some of the major industries that recorded more than 20% growth in manpower expenses. Power and fuel expenditure grew by 19.6% during the March-10 quarter, mainly on account of higher consumption in Transport & Logistics, Electricity and the Capital Goods segment. Interest expense was the only key expense that registered a decline in the March-10 quarter, due to lower interest rates and retirement of debt.

Growth in Net Sales

	Sep-08	Dec-08	Mar-09	Jun-09	Sep-09	Dec-09	Mar-10
B S E 500 INDEX	38.1	13.9	-0.3	-8.1	-7.4	11.7	25.0
Automobile	10.1	-17.3	-7.5	3.0	16.3	54.7	54.5
Banking & Financial Institutions	29.5	31.0	23.1	18.9	11.0	2.9	4.6
Capital Goods	23.6	6.2	10.4	5.1	-0.4	12.1	-0.8
Cement	13.2	9.7	12.7	22.8	17.3	9.0	-6.0
Chemical	59.7	71.9	12.3	-2.0	-37.0	-25.9	8.5
Construction	32.3	17.6	13.8	8.7	10.0	15.1	22.8
Consumer Goods	25.5	13.6	15.7	13.9	18.6	27.0	22.5
Diversified	40.7	20.3	14.8	7.8	-0.8	7.4	18.3
Pharma & Drugs	12.7	8.6	11.7	6.3	7.1	14.8	15.5
IT	29.0	23.9	12.2	10.1	3.5	4.3	8.5
Media	33.4	14.4	-2.2	-2.7	5.2	17.6	12.9
Metals	29.4	-7.3	-13.2	-15.4	-13.1	28.4	27.7
Oil & Gas	54.4	7.1	-16.0	-30.1	-22.0	13.9	39.9
Other Non-Financial Services	27.7	22.0	21.5	18.4	9.5	20.8	25.0
Power	29.8	25.4	18.0	12.0	5.9	2.2	16.2
Telecommunication	25.2	21.7	14.2	6.3	1.2	-1.3	0.8
Hotel & Tourism	8.9	-19.0	-13.4	-21.9	-20.1	0.2	-6.9
Wholesale Trade	46.2	39.4	-16.6	1.5	-10.5	3.3	66.1
Transport & Logistics	56.5	35.4	-2.4	-7.5	-16.0	-4.7	15.5

Source: CMIE

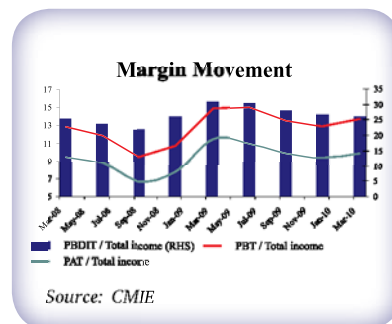


Source: CMIE

Growth in PAT

	Sep-08	Dec-08	Mar-09	Jun-09	Sep-09	Dec-09	Mar-10
B S E 500 INDEX	-27.1	-21.9	22.7	19.0	39.7	34.7	6.5
Automobile	-20.2	-72.7	-5.5	25.5	96.4	339.2	81.9
Banking & Financial Institutions	18.8	13.4	31.1	50.7	22.9	5.1	6.6
Capital Goods	-7.0	-40.9	-4.3	21.8	24.1	65.1	0.2
Cement	-23.7	-25.7	1.3	40.7	68.5	14.8	-25.0
Chemical	10.6	-18.9	-43.1	10.9	-3.3	34.8	46.6
Construction	13.1	-20.3	-16.3	8.0	4.7	11.5	33.5
Consumer Goods	30.5	-8.4	4.2	32.1	10.3	56.1	28.2
Diversified	-61.0	-45.3	21.5	-18.2	7.8	51.7	4.9
Pharma & Drugs	-48.6	-84.0	-48.1	36.7	96.5	674.6	213.3
IT	13.1	1.1	25.2	36.1	16.1	23.2	8.0
Media	-66.7	-85.7	-21.3	-15.5	345.1	547.0	146.2
Metals	17.1	-51.7	-41.8	-33.5	-26.9	109.9	87.5
Oil & Gas		-41.2	192.9	28.9		38.4	-27.3
Other Non-Financial Services	51.6	-1.2	36.0	116.8	-15.1	40.6	15.8
Power	-3.0	-8.7	3.9	24.6	4.7	40.1	6.2
Telecommunication	-18.7	-20.6	34.4	23.1	1.9	-14.1	-67.6
Hotel & Tourism	-26.7	-53.2	-23.0	-57.5	-63.9	2.0	-40.8
Wholesale Trade	20.7	-26.5	-39.4	-24.6	-22.8	-13.8	0.7
Transport & Logistics	-58.6	-51.0	-79.1	-59.1		50.0	199.0

Source: CMIE



recorded better performance in Q4 FY10 compared to Q3 FY10. Like other margins PAT / total income also registered a dip in Q4 FY10 to 9.89% from 11.45% in Q4 FY09. Apparels and Fiber, and Transport and Logistics strongly came back in Q4 FY10 riding on strong external trade and domestic manufacturing activities. On a quarter on quarter basis, banking, media, IT and other non-financial services recorded a drop in PAT margins in Q4 FY10. ■

Margins Under Pressure

Margins continued to remain under stress as industry recorded a fourth straight quarter of decline in operating margins as measured by their PBDIT / total income. In Q4 FY10, PBDIT / total income of BSE 500 companies came down to 26.2% from 30.8% in the comparable quarter of the previous year. Among the sectors, Cement, Tourism, Oil & Gas and Banking recorded a higher drop in margins, but Drugs & Pharmaceuticals, Automobile and Apparel recorded higher PBDIT / total income in Q4 FY10 compared to Q3 FY09.

PBT / total income also fell to 13.7% in Q4FY10 from 14.9% in Q4FY09. But March 2010 recorded a marginally better performance when compared to the December 2009 figure of 12.9%. Construction, Drugs & Pharmaceuticals, Metals and other non-financial services

PAT Margins

	Sep-08	Dec-08	Mar-09	Jun-09	Sep-09	Dec-09	Mar-10
B S E 500 INDEX	6.64	7.76	11.45	10.92	9.85	9.42	9.89
Apparels & Fiber	1.54	0.37	-2.72	1.96	4.48	5.50	6.21
Automobile	6.03	2.78	7.10	8.84	10.26	8.37	8.25
Banking & FI	12.37	13.30	12.63	12.36	13.26	13.89	13.11
Capital Goods	7.25	6.15	7.44	8.98	9.04	9.15	7.46
Cement	13.29	12.19	15.36	20.77	19.05	12.85	11.17
Chemical	5.95	4.27	5.57	8.05	8.92	7.81	7.44
Construction	15.81	12.94	12.68	15.47	14.90	12.90	13.97
Consumer Goods	10.78	8.30	7.71	9.75	10.26	10.12	8.04
Diversified	6.64	4.82	9.07	6.24	7.20	6.84	7.94
Drugs	8.32	2.49	7.90	15.46	15.61	17.39	19.95
IT	20.50	19.49	21.29	22.64	22.74	23.25	21.10
Media	2.42	2.39	3.23	9.20	10.34	13.23	10.71
Metals	16.37	9.17	12.52	13.71	13.73	15.21	19.08
Oil & Natural Gas	-0.65	3.67	13.12	8.31	5.23	4.34	6.81
Other Non-Financial Services	20.12	11.12	19.53	18.57	15.97	13.31	19.18
Power	16.92	13.46	13.61	15.21	16.87	18.03	13.48
Telecom	12.71	10.76	18.74	17.32	12.74	9.36	6.02
Tourism	13.19	13.77	16.38	9.10	5.79	14.50	11.77
Trade	1.19	1.04	1.33	1.01	1.03	0.86	0.81
Transport & Logistics	2.88	3.41	1.52	4.39	-3.27	5.31	4.32

Source: CMIE

Interaction on Exports

THE CII NATIONAL COMMITTEE on Exports held an interactive session with Mr. Amitabh Jain, Additional Director General of Foreign Trade, Mr. Sumanta Chaudhuri, Joint Secretary Africa and Middle East, EP (Textiles), FIEO & Exim Bank and Dr. L.B. Singhal, Director General Export Promotion Council for EOUs and SEZ Units, on 29 June in New Delhi.

The discussions focussed on issues faced by Indian exporters, including those on transaction costs and non-tariff barriers, apart from reforms in various export policies and procedures.

Mr. Sanjay Budhia, Chairman, CII National Committee on Exports, expressed concern about the increasing use of non-tariff barriers, in some key export markets for Indian goods. As an illustration, he said that the US has made it mandatory for exporters to specify the country of origin on every product sold in US territory, without which the export consignments are returned. He felt this was an attempt to encourage US consumers to use more domestically produced products.

The members felt that, despite the upturn in India's exports since November 2009, there was a need to tread cautiously, since the recent rise may be due to the low base during the corresponding months last year. Some of the major inhibitions highlighted by exporters were –

- The provisions in the Direct Tax Code (DTC), which may unfavourably impact the future development of Special Economic Zones (SEZs). It was felt that the revised DTC envisages



that existing tax exemptions to the SEZ units would not be available from April 2011. This would drive away the units willing to be located in the SEZs, which may adversely effect the future growth of these regions.

- The new base rate regime, which came into effect from 1 July, 2010 raises. The cost of borrowing for exporters. Members felt that such a regime would spell trouble for exporters, given the fact that exports have not yet recovered fully from the global slowdown and the euro zone debt crisis.

- The subsidisation of passenger traffic by freight traffic, and the tax on fuel used by freight companies for transporting goods were identified as one of the major reasons for high freight costs.

- Members also raised the issue of increased use of the environment as a non-tariff barrier.

Several other critical points with reference to better targeting of exports promotion schemes such as Focus Products Scheme (FPS) and the Focus Markets Scheme (FMS) were raised.

Mr. Amitabh Jain informed the committee members that the taskforce



Amitabh Jain, Addl, Director General of Foreign Trade, Ministry of Commerce & Industry, Sanjay Budhia, Chairman, CII National Committee on Exports, and MD, Patton International Ltd.; Sumanta Chaudhuri, Joint Secretary, Africa and Middle East, EP (Textiles), FIEO & Exim Bank, and Dr. L.B. Singhal, Director General, Export Promotion Council for EOUs & SEZ Units

on transaction costs formed on the initiative of Mr. Jyotiraditya Scindia, Union Minister of State for Commerce and Industry, is in the final stages of submitting its report. He said that the recommendations of the committee would drastically help in reducing transaction costs for exporters. He also said that, to deal with the issues of protectionism, the Department of Commerce is in the process of setting up Directorate of Trade defence measures.

Mr. Sumanta Chaudhuri encouraged Indian exporters to look beyond Europe and North America and explore other markets in Africa and Latin America. He said the new centres of growth in the next few years would be in Africa, which has been growing at 6% in recent years. He said that the Government has various Market Access Initiatives and FMS schemes to promote India's exports in these markets.

Dr. L.B. Singhal, responding to the concerns about the provisions in DTC, which may adversely impact the future growth of SEZs, said the government is taking up the issue at an appropriate level.

Keeping with the tradition of close partnership with the government, the DGFT officials expressed their support for continued engagement on these issues and reassured CII members that their suggestions would be taken up at the policy level. ■

CII Defence Industry Mission to Eurosatory

A CII DEFENCE Industry Delegation visited Eurosatory in Paris, France from 14 – 18 June. The mission, led by Mr Ashok Atluri, Chairman & Managing Director, Zen Technologies Ltd., was supported by the Indian Ministry of MSME.

The members were briefed by Amb. Ranjan Mathai, Indian Ambassador to France, at the Indian Embassy. This was followed by a visit to the Eurosatory, where they were received at the UK Pavilion and the Holland Pavilion. The members also met a French defence delegation, coordinated by CII's MoU partner GICAT. The delegation also met several Canadian and Israeli companies and discussed matters of mutual interest.

On this occasion, CII and Deloitte brought out a study on 'Prospects for Global Defence Export Industry in Indian Defence Market.' The study was released by Mr Raj Kumar Singh, Secretary, Defence Production, Union Ministry of Defence.

Mr Singh emphasized that the Buy and Make (Indian) Category is as an opportunity for foreign players to partner with the Indian Defence industry. He said that this new category would enhance the formation of JVs and technology partnerships between the Indian and the foreign defence industry. Responding to a query, he clarified that the Ministry of Defence is in favour of continuing with the FDI limit of 26 percent.

Over the past decade, the Indian Ministry of Defence has put into motion plans for an unprecedented



Raj Kumar Singh, Secretary, Defence Production, India, releasing the CII – Deloitte study on the Indian Defence Market in Paris as Ashok Atluri, CMD, Zen Technologies Ltd, looks on



modernization programme of its defence capabilities. India has embarked on a major defence acquisition programme to increase the size, capability and self-reliance of its Armed Forces. The report provides that the Indian aerospace and defence sector is growing at an unprecedented rate and emerging as a key participant

in the Asia Pacific region.

The Report also provides an indicative list of acquisition plans. In the Union Budget 2010-11, expenditure of about USD 32.03 billion has been earmarked for national defence. More than USD 42 billion in total defence expenditure is targeted by 2015, of which approximately USD 19.20 billion would be expected to be spent on capital equipment for the Defence Armed Forces.

Mr Chandrajit Banerjee, Director General, CII, said “While it is clear that India is seeking a high level of self sufficiency in delivering its ambitious defence re-equipment and expansion programme, it is also evident that there will be a high level of reliance on overseas interests to supply the necessary technology in a number of areas. Foreign OEMs are now looking at India as a critical market as well as a potential manufacturing partner.”

Mr. Gurpal Singh, Deputy Director General, CII, stated that India is gradually becoming a key outsourcing hub for the global defence industry.



CII delegation at the UK Pavilion in Eurosatory

The continuous revisions of the defence equipment procurement procedures in the recent past suggest the intent of the Indian Government to streamline the procedures and make the system more transparent and speedier.

Highlights of the CII-Deloitte Report

- Indian defence procurement would rise to an estimated USD 42 billion (including USD 19.20 bn for capital acquisition) which could make India as one of the most attractive

markets in the World.

- The defence capital expenditure budget is expected to achieve a compound Annual Growth Rate (CAGR) of 10 percent from 2011 – 2015.
- Total indigenous production over 2011-2015 would need to expand from approx USD 30 bn to more than USD 70 bn in the span of 5 years to be able to achieve 70 percent indigenization by the year 2015. The defence industry would need to

expand by an average of 30 percent a year over the next 5 years.

- It is estimated that India is likely to spend nearly USD 80 bn USD for next five years (2010-2015) on Capital Expenditure.

The Report provides information to global investor firms to understand Indian defence requirements and domestic industry capabilities and opportunities in four key domains: maritime, land, aerospace and electronics.

Delegation from Mozambique

CII HOSTED A meeting with a defence industry delegation from Mozambique. The team led by Major Gen. (Retd) Teofilo Joao, Permanent Secretary, Ministry of Defence, visited India from 16-18 June in connection with the 2nd meeting of the Joint Defence Working Group between India and Mozambique. The delegation sought partnerships and investments in their country.

The Indian side was led by Mr Nalin Kohli, Chairman CII Defence Sub-Committee on SMEs and Chairman & CEO, Terabyte Informatics Private Ltd. ■



Mozambique defence delegation with Indian defence industry members



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Towards a Sustainable Future

AS WE ARE all aware, India's carbon footprint is increasing along with its prosperity. The challenge is to develop an energy security scenario that helps us save money and maintain global economic development without fuelling catastrophic climate change, while also achieving self sufficiency and energy security.

CII, in association with Hindustantimes.com, organised a panel discussion on 'India's Energy Security –The Road Ahead' on 10 June in New Delhi. The panelists were Mr B K Chaturvedi, Member (Energy), Planning Commission; Mr R S Sharma, Chairman & Managing Director, Oil & Natural Gas Corporation Ltd; Mr Rahul Dhir, Managing Director, Cairn India Ltd; Mr B M Bansal, Chairman &



Atul Chandra, Advisor to Chairman, RIL; B M Bansal, Chairman & Director, IOCL; R S Sharma, CMD, ONGC; Gautam Chikermane, Executive Editor, Hindustan Times; B K Chaturvedi, Member (Energy), Planning Commission and Venu Rajamony, Joint Secretary, Ministry of External Affairs

Director, Indian Oil Corporation Ltd; Mr Venu Rajamony, Joint Secretary, Ministry of External Affairs; and Mr Atul Chandra, Advisor to the Chairman, Reliance Industries Ltd.

The discussions highlighted that the two major sources of energy security are nuclear and solar energy, and we have to work intensely on these counts and reduce our reliance on oil and coal based energy.

Oil security is very important to the growth of an economy. As India's dependence on oil is very high, we may have to look at some of the ways adopted by China and South Africa. While the government is deliberating whether to allow free pricing of fuel, the panelists were unanimous that subsidies were not a sustainable model and investments in areas like nuclear and solar energy needed to be increased.

Access Code for Oil & Natural Gas

THE OIL & GAS SECTOR has grown manifold in recent times, and is on a very high course due to factors such as the recent Oil & Gas finds in the country, availability of import facilities for LNG etc. The Petroleum & Natural Gas Regulatory Board (PNGRB), has published a draft Access Code for CGD networks. In order to identify the issues which industry is facing with the published draft Code, CII, in association with the Petroleum & Natural Gas Regulatory Board (PNGRB) organized Round Table Sessions in Ahmedabad and Rajahmundry on 10 June and 29 June respectively.

The Access Code aims at establishing industry wide transparent and uniform principles for allowing entities to gain/allow access to the pipeline systems and CGD networks. The present access code covers providing access to both the natural gas transmission pipelines and CGD Networks.



Shaleen Sharma, Chairman, CII Gujarat Energy Panel and MD, GGCL; L Mansingh, Chairman, PNGRB; Yatindra Sharma, Chairman, CII Gujarat Council and Jt MD, KHS Machinery Pvt Ltd; and B S Negi, Member (Technical), PNGRB

Addressing the session in Ahmedabad, Mr L Mansingh, Chairman, PNGRB said, "There are more than 1200 SMEs based on Gas in South Gujarat who don't know where to look upon for regulatory related issues like services, contract, transportation etc. The purpose of the Access Code is to establish the base foundation for a competitive gas market, so that the demand-supply gap does not harm the interest of the end users. With the Access Code we aim to provide a balance between gas suppliers and the consumers."

Mr. B S Negi, Member (Technical),

PNGRB, said the "Access Code for Pipeline has been notified, whereas the Code for City Gas Distribution (CGD) is in the process of approval. The aim of the code is to provide a level playing field both to the suppliers and the end users. The other objective of this code is to promote the development of a competitive gas market by establishing uniform principles for owners and users of gas pipelines to allow transparent and non-discriminatory access to the gas pipelines and CGD networks. It also aims to prevent abuse of monopoly power." ■

Fostering Financial Inclusion

FINANCIAL INCLUSION POSES

a challenge to the US economy, with more than 8% of the population being unbanked, said Ms Sheila Bair, Chairperson, Federal Deposit Insurance Corporation (FDIC) of the United States, highlighting the importance of financial and economic inclusion in today's economic scenario in a CII session on Financial Inclusion, on 11 June in New Delhi.

Ms Bair said the FDIC works as a catalyst for productive partnerships between financial institutions and community development organisations, to improve access to the banking system for low, and moderates-income, minority and other under-served communities in the United States. She said that amongst various initiatives taken by the US government, the FDIC



Jitesh Khosla, Additional Secretary & Officer on Special Duty, IICA, Sheila Bair, Chairperson, Federal Deposit Insurance Corporation, USA, and S Sandilya, Chairman, Eicher Group

agenda prioritises pilot projects to encourage banks to develop and offer small dollar loans; introduction and popularization of no frills accounts, and robust regulation for the unbanked, with high emphasis on financial literacy.

Ms Bair, the 19th Chairman of the FDIC, has presided over a tumultuous period in the nation's financial sector, and was also featured in the Time magazine as 'Times 100' most

influential people.

The interactive session was organised by CII to spearhead the fostering of Financial Inclusion in India. The session, chaired by Mr S Sandilya, Chairman, Eicher Group, was also addressed by Mr Jitesh Khosla, Additional Secretary to the Government of India and Ms Aruna Sundararajan, Former CEO, ILFS (Common Service Centres and Digital Inclusion Initiatives). ■

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1st Public Sector Enterprises Summit

THE FIRST PUBLIC SECTOR

Enterprises Summit, held in New Delhi, on 9 June, in association with the Department of Public Enterprises, had sessions on the strategic perspective on Listing of PSEs, role of PSEs in value creation, the Governance perspective in PSEs and sustainable development as the imperative for the future.

Mr Arun Yadav, Union Minister of State for Heavy Industries and Public Enterprises, was the Chief Guest at the Summit included Government functionaries, heads of PSEs, senior private sector representatives and a NGO also addressed the sessions.

The Inaugural Session

Addressing the Inaugural Session, Mr Yadav acknowledged the role of PSEs in realizing the goals set out for them. "The first PSEs started with an investment of Rs 29 crore, through five CPSEs, on the eve of the first Five Year Plan in 1956. We now have 246 CPSEs with an investment of Rs 528,000 crore as on 3 March 2009. This is an impressive figure and shows the excellent performance of CPSEs." He spoke about the four Maharatnas and hoped many more CPSEs would qualify for that status in the near future.

Mr Bhaskar Chatterjee, Secretary, Department of Public Enterprises, Ministry of Heavy Industries & Public Enterprises noted that "we allow PSEs to function in a competitive environment and that cannot be through a bureaucratic structure. We allow them to evolve, grow and take on competition, not just nationally but internationally too."

Mr RS Sharma, Chairman, Apex Council of PSE, CII, felt that a Summit such as this would supplement the strength of Indian PSEs, which withstood two major financial crises in the past; one in 1998 and another in 2008. Sound corporate governance practices, sensible



Bhaskar Chatterjee, Secretary, Department of Public Enterprises, Arun Yadav, Minister of State, Ministry of Heavy Industries and Public Enterprises and R S Sharma, CMD, ONGC Ltd

corporate responsibilities, regards for human resource development and sustainable development through optimal exploration and exploitation of natural resources have been some of the intrinsic values of PSEs that came to the fore in the recent economic slowdown, he said.

The Minister, along with Mr Sharma and Mr Chatterjee, released the CII Hewitt Report focusing on strategies for attracting and retaining talent in PSEs. (For copies of the report, please write to nita.karmakar@cii.in)

Listing of PSEs

Mr Sumit Bose, Secretary, Disinvestment, Ministry of Finance, welcomed the Summit as a forum bringing together the views of the Government, the private sector, the bourses and the PSEs themselves to discuss the Listings of PSEs. Drawing attention towards the capability of state and regional PSEs, he gave his strategic perspective on listings and disinvestment policies.

Mr NM Borah, Chairman and Managing Director, Oil India Ltd, talked about the company's journey and its growth, subsequent to its IPO in September 2009. Speaking from a corporate entity angle he said, "Oil

India was a most successful IPO and the company's objective of greater awareness, a higher level of corporate governance, better accountability were achieved."

Ms Usha Narayanan, Executive Director, SEBI, focusing on the inherent strengths of PSEs, stated that some PSEs had outperformed the market and investors were indeed looking forward to listings by both Central and State PSEs.

Mr Madhu Kannan, Managing Director and Chief Executive Officer, Bombay Stock Exchange opined that this was the best time for disinvestment as liquidity in the market was high and India was the preferred destination for investment.

Ms Madhabi Puri-Buch, Managing Director and Chief Executive Officer, ICICI Securities Ltd, said that retail investors participated in the disinvestment process through mutual funds and insurance companies.

PSEs & Value Creation

Mr Ashok Chawla, Finance Secretary, Government of India, shared his thoughts on the role PSEs played in developing the economic landscape, while developing themselves in the

process. "The Indian economy has seen PSEs playing a pioneering role in development and PSEs will play a far bigger role in the times to come" he said.

Mr OP Bhatt, Chairman, SBI, stated that generated employment, supported the growth of the country and created goods and services and ensured their distribution as well. He called for the creation of a comprehensive 'Index' to measure 'value creation' which could be used by PSEs and the private sector alike.

Mr BP Rao, Chairman and Managing Director, BHEL, pointed out that PSEs played a major role in improving the quality of life for their employees. PSEs served as a balance in regional development and their presence played a major role in competitive pricing. He felt that PSEs could create further value if given more power and independence in day- to-day operations.

Governance Perspective

Mr R Bandyopadhyay, Secretary, Union Ministry of Corporate Affairs, gave a comprehensive definition of PSEs. Mr Arup Roy Choudhury, Chairman, Standing Committee on Public Enterprises, and Chairman and Managing Director, NBCC, said that PSEs had been under constant scrutiny and had proved to be wealth creators.

Mr. Sunil Verma, Chairman, Audit Board and Deputy CAG (Commercial) Government of India, opined that "within the government system, we need to see each other as allies."

Mr Shakeel Ahmed, Chairman and Managing Director, Hindustan Copper Ltd said that both 'under governance' and 'over governance' could be corrected in the PSEs. "The issue is not what the PSEs have done, they have been undoubtedly excellent, but what more they could have done." He wanted PSEs to give due importance to both performance and delivery.

Mr. M K Venu, Editor, The Financial Express, began by defining capitalism as creation of capital, which was

common to both the public sector and the private sector – "the only difference being one created more than the other at a given point in time." The stock of PSEs has increased 68% on the bourses since the global economic crisis, he said, suggesting that the government should have a holding company for profitable PSEs for a clear demarcation between 'Ownership and Management.'

Sustainable Development

Mr Arun Maira, Member Planning Commission, emphasized upon the finite nature of energy reserves like coal, and the importance of renewable sources of energy. He opined that individuals should take the responsibility for energy consumption, and there should be trust in individual initiative in conserving our environment."

Mr DC Garg, Chairman and Managing Director, Western Coalfields Ltd shared that Coal India, while raising coal production, was also making substantial plans for investments in sustainable energy sources keeping in mind the benefits of preserving the natural habitat.

Mr AK Purwaha, Chairman and Managing Director, Engineers India Ltd, said that energy efficient technologies should be adopted.

Mr G K Pillai, Chairman and Managing Director, Heavy Engineering Corporation, spoke about PSE plants in far flung areas, which preserve the local habitat. It was imperative for PSEs to earn a profit, to fulfill their social responsibility. Hence, the vision for the future should encompass both growth and sustainable development, he said.

Mr Chandra Bhushan, Associate Director, Centre for Science & Environment, highlighted the need to communicate the benefits of sustainable development to the people at large. As PSEs were seen to be contributors to the community in a big way, they should take the lead in going 'green' in design and operations, he suggested. ■

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Moving up the Value Chain in ICTE Manufacturing

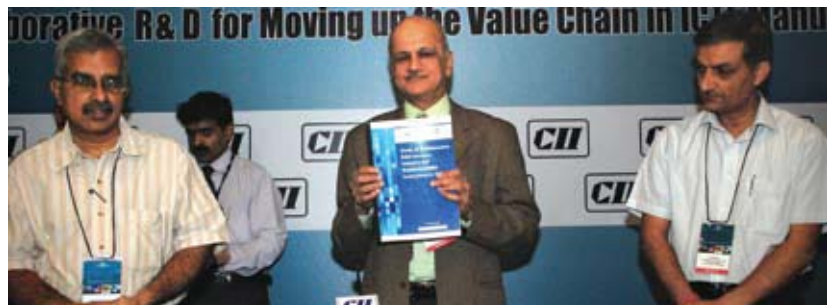
THE ICTE MANUFACTURING sector in India largely operates in the domain of mature technologies, low value adds and a price sensitive market. The sector, in order to become competitive in exports as well as the domestic market, needs to transition from low value-added, assembly-oriented activity to design-led manufacturing, with differentiated, value engineered product portfolios, using its R&D strengths to move up the value chain.

Recognising the benefits of design-led manufacturing and IPR ownership, countries the world over encourage R&D through different funding models. The rising cost of R&D, need for sharing of risks, and the requirement of multidisciplinary expertise, calls for collaborative R&D amongst the industry members themselves, and also involving academic research/R&D institutions.

To encourage industry to collaborate with premier academic and government R&D institutions, the Department of Information Technology (DIT) in 2008 announced the Multiplier Grant Scheme (MGS). The scheme provides for a grant up to twice the amount committed by industry for undertaking R&D with an institute. The grant would be released to the institute/industry consortium.

The CII seminar on **‘Collaborative R&D for Moving Up the Value Chain in ICTE Manufacturing’** on 31 May provided a platform for discussions on the R&D scenario in the ICTE sector. A CII-DIT study report, prepared through Frost & Sullivan on ‘Collaborative R&D between Industry and Academics/R&D Institutions in ICTE’ was released at the seminar.

Mr R. Chandrashekhar, Secretary, DIT, highlighted the need to move up the



Prof M Balakrishnan, Deputy Director (Faculty), IIT Delhi, R Chandrashekhar, Secretary, DIT, and Dr Anil Wali, MD, Foundation for Innovation and Technology Transfer, IIT Delhi

value chain rather than just increase volumes. With consistent high GDP growth, the ICTE demand is projected to be \$400 billion by 2020. We need to leverage our skills and strengths in design, R&D, prototyping, testing etc as our unique challenges are unlikely to be met by the R&D of developed countries, he said.



The CII-DIT Report identifies thrust areas for collaborative R&D, examines the R&D support models adopted in different parts of the world, analyses best practices, and presents the concerns of stakeholders. It also recommends enablers for industry-academia/ research institutions linkages, and broadening of the scope of the scheme.

Mr Chandrashekhar said the suggestions in the Report would be considered for improving the scheme. The Report has been uploaded on the CII website.

Dr Anil Wali, Managing Director, Foundation for Innovation and Technology Transfer, IIT Delhi, said that industry and other organisations are increasingly seeking collaboration with academia for product and process development. He pointed out that, today, the role of academic institutes includes resource mobilization, technology commercialization, collaboration with industry and entrepreneurship.

Prof M Balakrishnan, Deputy Director (Faculty), IIT, Delhi, sharing examples of two projects at IIT Delhi, promoted by faculty and students, suggested the introduction of creative project components in the curriculum, rather than merely equipping students for chasing ‘out sourcing’ jobs. He also called for setting up a large fund for supporting ‘translational research’ in ICT for innovations coming from universities/academic institutions.

Mr Vinod Sharma, Co-Chairman CII National Committee on ICTE Manufacturing felt that, in the price sensitive domain in which the Indian ICTE industry is currently operating, a focus on R&D would greatly help in moving away from the Bill of Materials (BOM) plus manufacturing model.

Mr Satish Kaura, CMD, Samtel Group of Companies, said we need to build an ecosystem enabling collaborative work. It is equally important to encourage in-house R&D, he said. ■

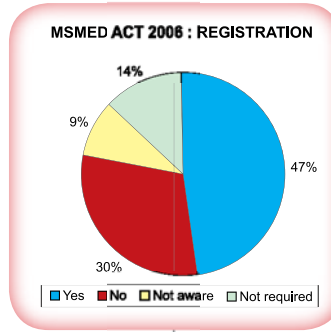
Infrastructure Development Key to MSME Growth & Development: CII Survey

A RECENT CII MSME SURVEY ranks infrastructure development (such as setting up of industrial estates and facilities like power, roads, etc) as the most important factor for repositioning Indian MSMEs in the changing global scenario. This was highlighted by 81% of the MSME respondents to the survey. Simplification of labour laws was cited by 75% of the respondents, while 58% named the promotion of innovation and cutting edge technology, as key factors for MSME development.

The factors that inhibit growth and development of MSMEs, found the CII survey, include high cost of credit, procurement of raw material at a competitive cost, and delayed payments, in decreasing order of importance. As revealed by 79% of the MSME respondents, high cost of credit is the most important impediment to the growth and development of

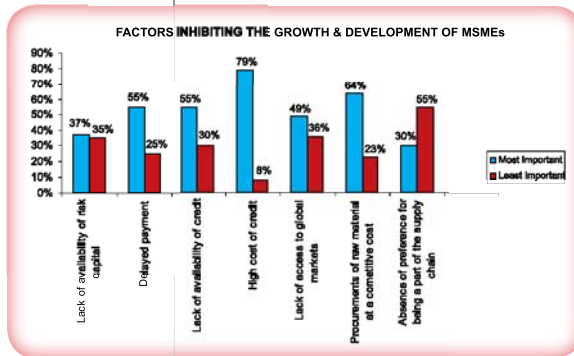
MSMEs, followed by procurement of raw material at a competitive cost as revealed by 64% of MSMEs. Delayed payment, along with lack of availability of credit, felt 55% of the respondents, is a crucial factor inhibiting the growth and development of MSMEs.

Around 70 to 75% of the respondents



though 60 to 70 % of them are not availing the benefits! In fact, only 5 to 10 % of the respondents said they were availing the benefits of the schemes.

According to the survey, 47% of the MSME respondents are registered under the MSMED Act 2006, while 30% reported that they had not registered their enterprise under this Act. Around 9% were not aware of this Act while 14 % felt that registration was not required for their enterprise.



reported awareness of the approved components of the National Manufacturing Competitiveness Programmes (NMCP) schemes,

The MSME Survey (1st in the 2010-11 series) was undertaken to identify key factors that inhibit the growth and development of MSMEs, prioritise the key policy initiatives needed to reposition Indian MSMEs, and analyse the outreach of the NMCP schemes. The principal findings of the survey are based on responses from a broad spectrum of industry groups and activities of the Micro, Small and Medium industry members of CII, from all over the country.

Meeting on MSME

MR RAMESH DATLA, Chairman, CII National MSME Council called on Mr Dinsha Patel, Union Minister of State (Independent Charge) for Micro, Small and Medium Enterprises (MSME), in New Delhi on 6 July. He reiterated CII's commitment to jointly work with the Ministry of MSME and shared CII's Twelve Point Agenda for MSMEs with the Minister.

Appreciating the CII Agenda for MSMEs as an effort to supplement the implementation of the recommendations made by the PM's High Level Task Force on MSMEs, the Minister suggested that CII should work towards addressing MSME concerns at the state and the national level, in close cooperation with various associations, across the country.



Dinsha Patel, Union Minister of State (IC) for MSME, with Ramesh Datla, Chairman, CII National MSME Council



LM THAPAR
Centre for Competitiveness
for SMEs



Supply Chain Management

A workshop on Supply Chain Management was held on 23 June in New Delhi to help industry streamline their operation and design innovative solutions in coping with complex Supply Chain issues to increase shareholder value, grow revenue and reduce operational costs. The participants were exposed to key components of effective Supply Chain, use of Quality Tools and best practices in International Logistics.

ENCON 2010

The CII – LM Thapar Centre for Competitiveness for SMEs organized a two-day National Seminar cum Exposition on Energy Conservation Technology ‘ENCON 2010’ in New Delhi on 24 – 25 June for SMEs. This



Alok Kirloskar,
Associate Vice
President Kirloskar
Brothers Ltd

Seminar was the first in the series to focus on the importance of energy efficiency and showcased latest technological advancements in energy conservation.

In his theme address, Mr Alok Kirloskar, Associate Vice President, Kirloskar Brothers Ltd, highlighted the high rate of energy wastage in India, mainly due to inefficient agricultural pumps and suggested improvements to improve efficiency and life cycle, reduce corrosion and also friction loss.

The Seminar saw diverse technical sessions on Motors, Transmission and Auxilliary Systems, Compressed Air Systems, Pumps, Monitoring and Control Techniques, Boilers and Steam Systems, Furnaces and Waste Heat Recovery Systems, etc.

CII JCB Supplier Cluster

A SME Cluster comprising of 12 Small and Medium Sized suppliers of JCB Ltd was launched on 18 June in Faridabad. The cluster will help the supplier companies to become internally competitive, and institutionalize a structured culture-building exercise through

the implementation of various quality tools and techniques.

The cluster was formally launched by Mr Bhagwati Appan, Head Supply Chain, JCB Ltd, who emphasized that apart from focusing on Quality, Cost and Delivery, this initiative should also reduce development time. This



Launch of CII JCB Suppliers Competitiveness Cluster

is the 29th cluster currently being run all over the country.

Cost Reduction Strategies

In the current highly competitive scenario, one of the most important strategies to improve the bottom-line and stay ahead is reducing the cost of production without compromising on quality. The challenge is to enhance internal competitiveness to ward off the effects of global uncertainties.

A one day training programme on Cost Reduction Strategies in Manufacturing Via the Toyota Production System on 18 June in Jaipur was well attended by participants from diverse industries.

Competency Mapping

Competition is the order of the day. To compete effectively, one needs competencies of knowledge, skills, values and attributes demonstrated through behaviour that results in competent and superior performance. Competency Mapping helps organisations attract, develop and retain top performers.

A two day Workshop on Competency Mapping on 28-29 June in New Delhi highlighted the importance of assessing competencies in today's business scenario, convenient tools and methods to do this, and how this exercise would help in reinforcing corporate strategy, culture, vision and eventually a brand. ■

CII-Godrej Green Business Centre

World Environment Day

To mark World Environment Day on 5 June, the Centre invited professionals and students to visit the Centre. The Centre is housed in a Green Building which received the Prestigious LEED (Leadership in Energy and Environmental Design) Platinum Rating in 2003. This was the first platinum-rated Green Building outside USA and the third in the world.

‘A green building is one which uses less water, optimises energy efficiency, conserves natural resources, generates less waste and provides healthier spaces for occupants, as compared to a conventional building.’

Earlier, the day was marked by presentations by companies on their environmental initiatives and an interactive quiz programme.

PaperTech 2010

The 4th edition of ‘PaperTech’ on 16 - 17 June in Hyderabad, had the theme: ‘Make Indian Pulp & Paper Industry World Class. Mr K Madhusudana Rao, Member Secretary, Andhra Pradesh Pollution Control Board, released the ‘Best Practices Manual - Pulp & Paper Industry’- Vol-3 at the inaugural session.

The Manual has been developed based on the learnings of the working groups’ visits to individual plants.

It compiles the best practices implemented in the visited mills during the last two years and contains the latest operational experiences.

The two-day event focused on world class initiatives in the Indian pulp and paper sector, pulp and paper making, Recovery Island, power block and utilities, small and medium sized mills – including recycled fibre-based mills, electrical controls and automation, and water and waste water management.

Minister’s Visit



Jayadev Galla, Vice Chairman, CII-AP & MD, Amararaja Group, Jairam Ramesh, Minister of State (IC), Environment & Forests and Y Harish Chandra Prasad, Chairman, Malaxmi Infra Ventures (India) P Ltd

Mr Jairam Ramesh, Union Minister of State (Independent Charge), Environment and Forests, visited the Centre on 15 June.

Green Datacenters

The Centre, jointly with the Bureau of Energy Efficiency (BEE), Union Ministry of Power, organised a National Conference on Green Datacenters on 22 June in Bangalore.



Release of “Energy Efficiency Guidelines and Best Practices in Indian Datacenters” Manual

The highlight of the Conference was the release of the first ‘National Document on Energy Efficiency Guidelines & Best Practices for Indian Datacenters’ Manual by Dr Ajay Mathur, Director General, BEE.

The Manual was developed by CII under the guidance of the BEE, and with the participation and support of datacenter experts, users and leading equipment manufactures and suppliers.

The Manual contains best practices and case studies with high replication potential for enhancing energy efficiency in datacenters.

The conference focused on the latest server technologies, technological trends in datacenters, energy optimisation in datacenters, power and cooling techniques in datacenters and performance management and capacity planning.

Rainwater Harvesting

‘It’s time to get Water Smart’ was the theme of the Seminar on Rainwater Harvesting on 17 June in Jaipur.

The seminar focused on the selection, designing, basic construction, installation, operation and maintenance and case studies of rooftop and surface water harvesting for all sectors.



Release of the Best Practices Manual- Pulp & Paper Industry- Volume-3 at PaperTech 2010

CII-Suresh Neotia Centre of Excellence for Leadership



Performing for Business Results



In an environment of continuous change and competition, companies need to build a strong and vibrant workforce to ensure outstanding performance. The workshop on 'Performing for Business Results' on 4 June focused on how to build a value driven workplace, align business objectives with teams and individuals and manage people by defining the right outcomes. It also sought to understand the strengths and weaknesses of employees and providing result orientation.

CRM in Service Organisations



Nearly half of the country's GDP is contributed by the rapidly growing services sector. Expertise and proficiency of customer relationship managers in service organizations therefore plays a critical role not only in providing customer satisfaction but also in retaining customers.

The workshop on 'Skills and Competencies of Customer Relationship Managers in Service

Organizations' on 11 June touched upon the fundamentals of services marketing as well as the three additional (soft) Ps of services marketing while defining the characteristics of services. It also focused on the connection between customer satisfaction and customer retention.

Commercials for Managers



Domain expertise apart, it is essential for operating managers to have a sound comprehension of the commercials and economics of the business. A fine working knowledge of commercials ensures an improved performance of those in line functions. It also maximizes an enterprise's profitability and sustainability.

The workshop on 'Commercials for Operating Managers' on 17 June focused on the commercial and legal issues involved in various functions, as well as for the organization as a whole, irrespective of size. It also deliberated upon the commercial and taxation issues involved in day-to-day functions and the necessary knowledge of compliances.

IT for SMEs

IT no longer functions as a fringe player in business organizations. It has become the business environment itself. The workshop on 'Effective use of Information Technology for Improving Performance in SMEs' on 22 June focused on the role of



Information Technology in optimizing resource allocation, supervising performance and managing the value of its IT systems.

Strategic Planning



The need to amalgamate short term operational goals with strategic long term ones has become mandatory for the smooth and successful functioning of an enterprise.

The workshop on 'Strategic Planning' on 25 - 26 June attempted to better equip participants in the conceptualization and adoption of strategy formulation. It also focused on assignment of strategic resources and on aligned and balanced performance delivery of the goals emanating from strategic plans. In addition, the workshop helped participants to learn to balance competitive elements with diverse ambitions, understand the relationship of strategic plans with functional, departmental plans and personal plans as well as appreciate the criticality of managing risk and contingencies. ■



CII National Award & Model for Food Safety

(for Micro, Small, Medium and Large Businesses)

THE CII NATIONAL AWARD for Micro, Small, Medium and Large Businesses was launched on 8 June in Gurgaon.

The annual Award, initiated this year, will recognise deserving companies at the Awards ceremony in New Delhi during the Commonwealth Games.

The Award, instituted by the CII Institute of Quality (CII-IQ) and its stakeholders, has been formed to honour organisations for their outstanding contributions to food safety systems, awareness creation on sustainable success and competitiveness through food safety and to provide guidance to those seeking to achieve it.

The assessment criteria for small, micro, medium and large scale companies along with eateries and canteens involved in the production and service of food business is based on national and international standards and have been customised keeping the size, sector, structure and maturity levels in mind. The process involves assessment and feedback to the participating companies.

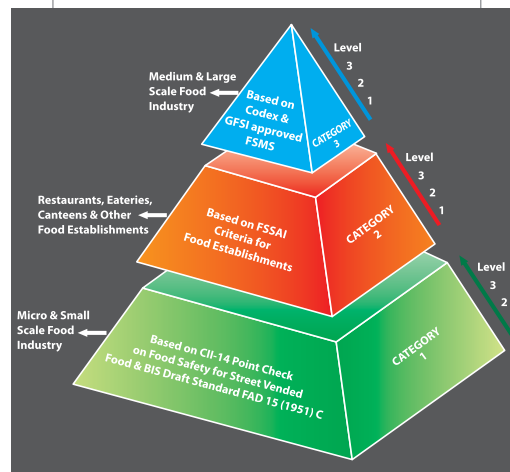
Participating in the Food Safety Award programme will benefit organisations in many ways, including:

- Providing an external perspective on the current status of the organisation's food safety practices, systems and performances
- Giving insight on the gaps for organizations to upgrade their food safety roadmaps based on national

and international standards, in a phased manner

- Helping compare with the best in class
- Providing an opportunity for national recognition

CII believes that organisations using the Food Safety Maturity Model for internal improvements will be enabled to identify and improve their practices and performance through a methodical, phase-wise and holistic approach, thus helping them to compete in the national and global market.



Food Safety Maturity Model

The CII Institute of Quality also launched the CII Food Safety Maturity Model 2010.

The pyramid model will help organisations, regardless of size and sector, to establish appropriate food safety practices and systems in a phase-wise manner. It is a practical, simple to use, yet comprehensive tool which can be utilised in a number

of ways:

- for self-assessment, by measuring where an organization is on its path to establish food safety systems, helping them understand gaps and then stimulating solutions
- As a framework for positioning existing food safety initiatives in the organisation and in the complete food chain, and upgrading in a phase wise manner
- As a model for preparing organizations to achieve attributes required for global competitiveness in food safety

- As a tool for external assessment

The model comprises of three Criteria for the three Categories:

- Criteria 1: for micro and small scale food establishments
- Criteria 2: for restaurants and eateries attached to retail outlets, bakeries, confectionaries, sweetmeat shops and others
- Criteria 3: for medium and large scale industries

Food processing units can move up food safety levels by graduating in a phased manner from the basic practices of Good Hygiene Practices (GHP), and Good Manufacturing Practices (GMP), to higher levels of risk assessment-based management systems.

Keeping in mind the various sizes and variety of the Indian food industry sector, the criteria have been designed and developed based on global and national best practices, standards and guidelines. ■

15th Kaizen Conference

THE FLAGSHIP TWO-day 15th Kaizen Conference of the TPM Club India on 24-25 June in Pune emphasized on how to reduce manufacturing costs and utilise resources optimally to roll out high-end quality products without radically impacting the human resource base in companies, since India still continues to be human capital intensive.

This year, over 200 nominations were received under three broad categories vis-à-vis Operator, Manager and Senior Manager for the Kaizen awards, of which only 63 were selected. The number of entries in itself indicated that India Inc is back in the resurgent mode with a specific agenda to face global competition head on.

Like previous years, this year too,

the jury members had an extremely challenging time narrowing on the top honours as the winners and the competitors were just a few points away from each other.

Cost rationalization and resource optimisation techniques topped the agenda. Topics like low cost automation, elimination of minor stoppages, inventory management, defect reduction, customer complaints elimination and equipment-related design changes which incidentally play a critical role in keeping the company running un-interrupted drew maximum attention.

The Kaizen Award, instituted in 2003, highlight recognises companies that have achieved certain operational excellence and can serve as role models for others. ■



15th Kaizen Conference Award Winners

Category	Company	Topic
Operator	Bajaj Auto Ltd, Waluj	Defect Reduction
	Mahindra & Mahindra Ltd, Kandivili	Easy to Setup/ adjust/adjustment elimination
Manager	Endurance Technologies Pvt Ltd K228	Tools, Jigs Consumables Cost Reduction
	IOCL, Barauni	Energy loss
Sr. Manager	Sundram Fasteners Limited, Krishnapuram	New technology introduction/ process modification



Confederation of Indian Industry
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**Training Calendar
August 2010**

3 - 4 August, Pune
Workshop on War on
Waste for Manufacturing Excellence

24 - 28 August, Mumbai
QMS Lead Auditor Course for ISO 9001:2008

24 - 25 August, Delhi
Workshop for Calibrating External
Auditing Skills

12 - 13 August, Bangalore
Organisational Maturity through
Self Assessment Tools Based on ISO 9004

10 - 13 August, Delhi
Lab Quality Systems and Internal Audit -
ISO / IEC 17025:2005

19 - 20 August, Chennai
Packaged Commodities Rules and Legal
Metrology Act 2010 as applicable to Industries

3 - 5 August, Delhi
Developing & Auditing HACCP Plans -
The ISO 22000 way

17 - 21 August, Bangalore
Train the Trainer Workshop on
Food Safety & Quality

19 - 20 August, Bangalore
Managing International Logistics
Competitively

17 - 19 August, Mumbai
Competency Mapping & Assessment -
Certification Programme

16 - 17 August, Chennai
Linking Performance to Total Profit
Improvement

23 - 25 August, Bangalore
Certificate Course on Central Excise &
Service Tax

17 - 18 August, Bangalore
CII National Conference & Competition on
Six Sigma

For further details, please contact:
v.subramanian@cii.in 

Visit us at : www.cii-iq.in



Development Initiatives

Affirmative Action



CII seeks to transform the Skills landscape of the country through a number of measures. It also seeks to focus attention on initiatives undertaken by member companies.

An excellent example of this is the **Satya Bharti School Programme**, the flagship programme of the Bharti Foundation, the philanthropic arm of the Bharti Group of Companies. The main objective of the Foundation is to bridge the demographic divide by creating and supporting programmes that bring about sustainable improvement in the field of education.



The Satya Bharti School Programme aims to create replicable and scalable models of end to end quality school education. In doing so, the programme aims to reach quality education to rural India and ready the children of today as employable and responsible citizens of tomorrow.

The Students

The Satya Bharti School Programme works in the rural pockets of the country amongst the poor sections of society, with children from families of migrant labourers, first generation learners, marginalized sections of society and other backward classes.



The aim is to reach quality education free of charge to them, with a special focus on the girl child.

The Teachers

Teachers are the most important pillar in the education and learning process. Thus a lot of care is taken to recruit teachers from local and neighboring communities. More than 1000 local youth have been recruited as teachers across all the operational 236 Satya Bharti Schools. The focus on the girl child is also extended to teachers, with strong emphasis on recruiting young women to help in their empowerment. A large number of teachers also belong to the marginalized sections of the community.

Public Health

To strengthen the role of industry and leverage workplace strategy for combating tuberculosis (TB), CII held a conference on **'TB Management at Workplace and Beyond'** on 11 June in Chandigarh, involving corporate houses for the first time to partner for TB control services in the Revised National TB Control Programme (RNTCP).

Mr JP Singh, Director, Health and Family Welfare, Punjab, said the disease was resilient and growing deadlier by the day. "By 2015, we have to reduce the prevalence by half with the help of major public and private sector organisations," he said. Medical experts shared the vision and overview of the RNTCP, highlighting



Conference on TB Management in Chandigarh

the impact of TB at workplace, with 1.5 million cases registered for HIV and TB across the country.

Presentations were made by the TB officers of four states: Chandigarh, Punjab, Himachal Pradesh and Haryana, as well as World Health Organization consultants. They shared their inputs on how industry could be involved to reach out to a larger population

for TB control services under the National TB Programme. Presenting actionable ideas and insights to take forward this initiative and implement TB and HIV awareness strategy at the workplace, they emphasized the need to use educational, interactive yet entertaining modules to engage the people.

CII is committed to working with industry to reduce the prevalence of the disease through different strategies right from awareness at the workplace to harnessing the health facility for diagnosis and treatment, to managing a tuberculin unit. In time, such an approach is likely to result in a successful outcome.

Development in the North East: the Way Forward



Dipankar Chatterji,
Chairman, CII North
East Council

The CII North East Council is committed to ushering in a new era of prosperity in the region. Dipankar Chatterji, Chairman, CII North East Council, shares his vision for the region in this article.

The North East is one of the most resource rich areas of the country. It is rich in natural resources, and now, with the spread of education and training facilities, it is also rich in human resources. The North East is strategically located, in close proximity to the Asean countries.

But these natural advantages by themselves were not enough to trigger development in the North East. Indeed, the region remained for many years, primarily agricultural, isolated, cut off from the mainstream of economic growth happening in the country.

As the Government of India began to understand that it had to play a proactive role in the sustained development of the North East, large funds were allotted for its economic activity. The Ministry for the Development of the North East was set up, a favourable North East Industrial Policy was formulated, the North East Council was given a pivotal role, Central Public Sector Undertakings made large investments in the hydrocarbon and the power sectors, and some of the State Governments seized the opportunity created by this favourable environment to start development initiatives in encouraging small and medium enterprises and to improve social infrastructure. Above all, the Look East Policy brought focus on North Eastern India and the North East became the hub for initiatives under the Look East Policy.

These external impulses for growth combined with external development initiatives have brought the North East to a new phase in its development. Today, most of the development initiatives are impulses from within. The aspiration levels have gone up, there is major activity in the infrastructure sector and a large number of local entrepreneurs

are scripting success stories.

While the North East has benefited from these factors, it needs much more for sustainable development. A development strategy for the North East must take into account some clear policy interventions.

Firstly, development and value addition to agriculture must be given priority. Food processing, dairy farming, development of fisheries, the utilisation of the bio-diversity in the North East for development of medicinal plants, herbs and food additives must be encouraged, appropriate technology should be transferred, clusters for agro products should be set up and marketing linkages must be established.

Secondly, trade has been the life blood of the North East and must be facilitated. Around 98% of the borders of the region are international borders. Trade with Bangladesh, China and other neighbours must be increased manifold. The present practice of much of the trade being informal and unofficial must be stopped by strengthening infrastructure for border trade, by entering into border trade protocols and by encouraging border haats or markets. Opening of trade routes to our neighbouring countries increase trade routes will also make the Look East Policy a success.

Thirdly there is a need to speed up and complete infrastructure projects, whether these are transmission lines for power, or the extension of railway lines or highways. Infrastructure not only helps industry but also creates linkages between villages and markets for agri produce. Building infrastructure would end the sense of isolation in the North East and bring it into the mainstream.

Fourthly, development of the North East cannot be done only by organised enterprise. The North East has traditional organisational models of village councils and ethnic and tribal

groups and these age old traditional structures need to be utilized to create clusters, for skill development and to act as launching pads for small and medium enterprises. This development model, successfully tried in many parts of Africa, can be a unique method for triggering growth in the North East.

Lastly, while we take pride in the mega projects of the North East States such as the Assam Gas Cracker Project and the Subanasiri power project if the economic ripple effects of these are not to be restricted to a fortunate few, skill development and entrepreneurship development for local youth must be given a major thrust. Development of local entrepreneurship will ensure equitable distribution of the fruits of these mega investments.

The CII theme for this year is 'Business for Livelihood' and nowhere is this more appropriate than in the North East. Whether it is in the bamboo product clusters of Tripura or the handicrafts workers of Meghalaya and Manipur or the food processing units all over the North East, wealth is being created, livelihoods are being shaped and the North East is taking firm steps towards sustainable development. However, much more needs to be done by way of adopting a proactive ancillarisation policy, by way of helping MSMEs in the North East to tap into the export sector, by way of helping units in the North East access technology.

The Look East Policy cannot be a success without the sustained development of the North East. The North East is a gateway not only in a geographical sense but also as the repository of a rich resource bank, with bright, enterprising young men and women. I believe that, with the proactive steps being taken by the Government of India and the states here, sustained development of the North East is something we can look forward to with a great deal of confidence.

Women ITI Complex in Nagaland

A Women ITI Complex was inaugurated by Mr Neiphiu Rio, Chief Minister of Nagaland on 25 June, in Kushiabil, Dimapur. CII facilitated the constitution of the Institute Management Committee for this complex, with Window Media, Dimapur as the industry partner.

The inauguration also marked the introduction of this institute as a 'Centre of Excellence' for the apparel sector through the Public Private Partnership mode under the aegis of CII and the Directorate General of Employment & Training, Ministry of Labour, Government of India. The Department of Employment & Craftsmen Training is the partnering department of the state government for the institute.

Mr Neiphiu Rio appreciated the efforts of the industry partners in building the institution. The people

of Nagaland have immense potential, he said, but they need pertinent training and skilling to become employable. He promised a corpus fund of Rs 40-50 lakhs towards the upgradation of the Women ITI, and said the institute should aim to become self sufficient in the long-run. Calling on the trainees as well as the instructors take inspiration from uniqueness of the traditional Naga motifs and designs while sustaining the quality of their products, the Chief Minister hoped that in few years time the institute would have its own brand name and showrooms.



J Alam, Commissioner & Secretary, Labour & Employment, Nagaland, Dr Aotoshi, Chairman, IMC, and Chairman, IMC, Women ITI, Dimapur, Neiphiu Rio Chief Minister of Nagaland, Indrani Kar, Sr Director, Development Initiatives, CII, and Saku Aier, Parliamentary Secretary, Labour & Employment & Housing, Nagaland

The Women ITI will provide courses such as fundamentals of garment technology and sewing, computerized patterning, quality control, and finishing and packing.

Mr T Saku Aier, Parliamentary Secretary for Labour & Employment, and Mr N Panger Jamir, Director of Employment & Craftsmen Training, Nagaland, also participated in the programme.

Building Awareness on Export Promotion

A workshop on 'Export Policies, Procedures and Incentives' was organized in Agartala on 25 June to create awareness on the procedures and documentation of export and import.

Inaugurating the workshop, Mr Pabitra Kar, Chairman, Tripura Industrial Development Corporation, noted that ever since the opening up of the border in 1995, the trade of goods has picked up, aided too by the improvement of infrastructure at the border check posts. Although Tripura imports more than it exports, improved infrastructure and awareness can improve the export figures, he said, appreciating that the State now has about 300 exporters and importers, and the number is ever growing.

Mr. L. K. Gupta, Principal Secretary, Industries and Commerce, Tripura, said that information on export procedures will go a long way in removing bottlenecks. The import of construction material from Bangladesh has certainly brought down the construction cost of the projects being implemented in the

State, he said, adding that efforts are on to lower customs duty through SAFTA on a number of products, to benefit both importers and exporters in South Asia.

Mr. Kanak Jain, Director, Basant Cables and Conductors, spoke about the memorandum that CII had submitted to the Union Ministry of Commerce and Industries in New Delhi to look into the infrastructure and the policy issues between Tripura and Bangladesh. He also spoke about the successful CII Mission to Bangladesh in April, 2010, in which he participated.

Mr. B. P. Dutta of the Customs Department suggested setting up an animal quarantine laboratory in the State to boost export figures. He also urged the Government to implement the Export Industrial Promotion Park in



L. K. Gupta,
Principal
Secretary,
Industries &
Commerce,
Tripura

the State at the earliest.

Representatives of Exim Bank of India, the Export Credit Guarantee Corporation of India, and SBI, assured their organisations' support in promoting exports from the State.

The issues raised by the exporters at the Workshop were:

- Setting up a laboratory for import and export of perishable goods especially food products
- Setting up a public or a private warehouse at the land customs station
- Simplification of export procedures and formalities
- Issue of multiple visa
- Simplification of procedure for opening of bank account by Bangladeshi exporters in the State Bank of India located in Dhaka and Chittagong
- Reduction of time in the transaction and transfer of remittances
- Speedy implementation of the Export Promotion Industrial Park ■



Yi WORLD



Yi G20 Young Entrepreneur Summit



Bhairavi Jani, National Chairman, Yi; Lakshmi V Venkatesan, Founding Trustee & Executive VP, BYST; Rahul Chawla, National Chair, International Partnerships, Yi; and Dr. Rahul Mirchandani, Sherpa of the Delegation and Immediate Past National Chairman, Yi

From 20 – 22 June, a delegation of CII's Young Indians (Yi) and BYST represented India at the G20 Young Entrepreneur Summit (G20 YES) hosted by the Canadian Young Business Foundation (CYBF). The Summit addressed the role of youth entrepreneurship, and how it is related to job opportunities and economic recovery as the world moves into the post recovery phase. Seventeen countries participated in this unique Young Entrepreneurs Summit, where the Yi delegation joined the representatives from other G20 nations to identify and examine the issues challenging young entrepreneurs and entrepreneurial organisations in these nations.

The Yi delegation was led by Ms. Bhairavi Jani, National Chair, Yi, and included Dr. Rahul Mirchandani, Sherpa of the delegation, and immediate past National Chairman, Yi; Mr. Rahul Chawla, Chair, International Partnerships, Yi; and Ms. Lakshmi Venkatesan, Founding Trustee and Executive VP, BYST.

The Indian delegation put forth the issues of skills and employment generation through entrepreneurship and described the 'Indian' thought process on entrepreneurship, job creation and skills with the bottom of the pyramid enterprise building as an important differentiator. Ms Jani signed the final communiqué on behalf of the Indian delegation which will be used to call upon leaders of governments participating at the G20 Business Leaders Summit at Toronto to recognise the imperatives and to pledge their support for action. The five key issues identified in the final communiqué include access to finance, coordinated effort, entrepreneurial culture, taxation and regulation and education.

The consultative Summit urged the Governments of the representing countries to extend their support to young entrepreneurs by facilitating access to funding, providing



G20 Young Entrepreneurs Summit, in Toronto, Canada

required education and training for entrepreneurship at the micro level, and harnessing a culture of entrepreneurship in the country. A collaborative effort of the government, private sector and civil society organizations would encourage young people to be entrepreneurs, and change makers in the truest sense.

World Environment Day Initiatives

Yi has been instrumental in taking its environment initiative to a new level through its 'One Million Tree Project', through which it will plant one million saplings across the country. This year, on World Environment Day, 17 Yi chapters organised various activities, sessions and campaigns to advocate the essence of environmental conservation and also planted saplings at various locations.

Yi **Ahmedabad** distributed 'neem' and 'gulmohar' saplings and showcased a movie on 'Climate Change and its impact on earth'. The Yi **Bangalore** chapter organised a Walkathon where more than 1000 people participated. In **Chandigarh**, Yi organised the 'Yi Go Green Campaign' calling upon more than 300 people towards supporting the health of the planet. This campaign included a tie-up with prominent radio channels and street plays on the importance of environment in daily life. Yi



Yi Coimbatore chapter's poster campaign on 'Water for Birds'

Chandigarh also held a cycle rally wherein around 150 students spread the message on environmental conservation. Yi **Chennai** organised the screening of a wildlife documentary



Tree plantation drive in Indore

‘The Truth About Tigers’. Yi **Coimbatore**, in association with the Isha Foundation, planted 500 saplings in nearby villages and also started a poster campaign on ‘Water for Birds’. Yi **Erode** launched a poster campaign on ‘Useful tips to save energy and importance of water.’ The campaign was kicked off by the district collector of Erode.

The Yi **Guwahati** and **Hyderabad** chapters organised the screening of the documentary movie, ‘An Inconvenient Truth’. Yi **Indore** organised seed ball making, and planted saplings across 25 acres of land to develop a city forest project belonging to the forest department of Madhya Pradesh. Yi **Kochi** planted 150 saplings at the Vignan Institute of Information Technology, kickstarting its ‘One Million Tree’ project. Yi **Madurai** held a session on ‘World Environment Day’ where a logo on

environmental awareness was launched.

In **Mumbai**, a session on ‘Implementing Sustainable Growth & Development’ was held. Yi **Pune**, Yi **Raipur**, Yi **Vadodra** and Yi **Yizag** undertook the plantation of saplings at various locations across the city in collaboration with the local municipal bodies. Yi **Thiruvananthapuram** undertook the screening on a documentary ‘Home’, a movie depicting the Earth’s problems interlinked to human actions in the past.

Chapter Update

Kolkata

Yi Kolkata Chapter organised its first learning event for the year with Mr Sanjiv Goenka, Past President, CII, and Vice Chairman of the Rs.16,000 crore RPG Group. ■



Yi Kolkata members at the Learning Session with Sanjiv Goenka, Past President, CII, and Vice Chairman, RPG Group

partners | oifc

Investment and Interactive Meets in the United Kingdom

THE UNITED KINGDOM is the home of nearly 14 lakh overseas Indians with over one-third of them located in the heart of the region, London. With a phenomenal mix of Indian professionals, technocrats and businessmen, serving the UK economy, they continue to be recognized as India’s dynamic brand ambassadors.



Anil Verma, Minister for Economic Affairs, Indian High Commission in London

In an effort to maximize the engagement of the resourceful Indian community settled in UK with ‘Opportunity India’, the Overseas Indian Facilitation Centre (OIFC) in association with the Ministry of Overseas Indian Affairs (MOIA), the Indian High Commission in London, and the CII, hosted an **Investment and Interactive Meet** in London on 21 June. The Commonwealth Business Council, GOPIO International, UK India Business Council and Gateway Asia were the official partners of the Meet.

The Meet was organised to apprise the Indian diaspora of the host of engagement opportunities existing in India, thereby providing them with the means to connect with India.

A delegation from India, led by Dr A Didar Singh, Secretary, MOIA, and Chairman, OIFC, invited Global Indians to partner in India’s emerging growth story. Various industry players from India presented sector specific investment



Lord Meghnad Desai, Professor, London School of Economics

prospects to the diaspora.

The Meet was attended by over 75 registered delegates comprising of professionals, HNIs and potential investors of Indian origin. Lord Meghnad Desai, Dr Mohan Kaul, Lord Diljit Rana and Lord Karan Bilimoria were some of the eminent global Indians who participated in the conference.

Mr R N Prasad, Deputy High Commissioner at the Indian High Commission in London, highlighted the promising economic prospects existing in India.

In general, the diaspora interests varied from identifying investment opportunities in promising sectors such as infrastructure, manufacturing and services to seeking assistance in finding suitable business partners for their potential ventures and outsourcing opportunities in India.

Mr Anil Verma, Minister for Economic Affairs at the Indian High Commission in London, expressed the need for maintaining close synergies with the Government of India and working towards building strong inter linkages of the Indian diaspora with India.

The Meet in London was followed by an interactive session with the Indian diaspora on 23 June, in Birmingham. ■

India and the world

Asia

China

India-China Trade (Jan-April)

Trade	Value	Change
Total trade	\$19.633 billion	50.2%
Imports from China	\$11.499 billion	36.8%
Exports to China	\$8.134 billion	74.4%
Deficit	\$3.365 billion	

Source: MOC, PRC

India is now the 9th top trading partner, 7th top export destination of China and 10th top import source of China.

Interaction with DMIC Officials



Riva Ganguly Das, Consul General of India, Shanghai, R P Singh, Secretary, DIPP, J J Shrikhande, Chairman, CII IBF China, and Amitabh Kant, CEO & MD, DMIC with DMIC officials and IBF members in Shanghai



CII IBF China members interacted with a senior delegation from the Delhi Mumbai Industrial Corridor Co Ltd (DMIC) led by Mr R P Singh, Secretary, Department of Industrial Promotion and Policy (DIPP) in Shanghai on 14 June. Mr. Amitabh Kant, Chief Executive Officer and Managing Director, DMIC, briefed the members on the DMIC Project. The heads of infrastructure development corporations of six Indian states were also part of the delegation visiting China to study the development of industrial corridors and infrastructure projects.

The IBF China members shared their experience of working in the various industrial townships in China. Ms Riva Ganguly Das, Consul General of India in Shanghai, also joined the meeting.

Interactive Session with Suresh Prabhu



Suresh Prabhu, Chairman, CII Council for Energy Environment & Water (centre) with J J Shrikhande, and Riva Ganguly Das

CII IBF China organized an interactive session with Mr Suresh Prabhu, Former Union Minister for Power, and Chairman, CII Council for Energy, Environment and Water, on 21 June at Shanghai. Mr Prabhu described the various initiatives being planned for sustainable growth and development through the holistic management of natural resources. He felt there were lots of opportunities for collaborations between India and China in this field. Ms Riva Ganguly Das, Consul General of India, Shanghai, also participated in the interaction.

Gujarat Textile Mission to China

A 13-member textile delegation from Gujarat led by Mr Vaibhav Kanodia, Vice Chairman, CII South Gujarat Zonal Council visited China from 22 to 29 June. The delegation visited the ITMA ASIA 2010,



CII Gujarat textile delegation members in Ningbo

an international textile machinery fair in Shanghai.

In Ningbo, the delegation interacted with large textile companies and small and medium textile processing companies. The delegates had a meeting with Mr Xu Jianhua, Vice Director, Ningbo Foreign Trade Economic and Cooperation Bureau, and other officials to get an overview of the economy of Ningbo and its trade with India. They also visited the Ningbo Younger Group and Ningbo Veken Elite Group (leading brands for garments and home textiles in China), Zhejiang Giant Eagle Group (a textile processing company) and another textile printing company. The mission provided a good opportunity for the members to get an overview of the entire value chain of the textile industry in China, as well as the Government policies adopted for attracting investments into smaller cities.

China's Yuan Floats

Beijing took the first step towards currency reform to let the yuan float more freely. On 22 June, the yuan rose to its highest level against the US dollar in five years.

Railway Development

China will invest 700 billion yuan in railway construction this year to speed up development of rail transportation. China has 10,000 km of high-speed railway under construction at present. The government plans to add 4,613 km of new lines.

PetroChina tops 500 Enterprises list

China's petroleum company, PetroChina, with a market value of \$329.3 billion has topped the list of the world's top 500 enterprises, overtaking Exmobile.

Chinese Stock Market

China has become the world's third largest stock market as the total market value of the Shanghai and Shenzhen markets hit \$3.07 trillion in end May.

Industrial Profit Up

Profits of China's industrial enterprises jumped 81.6% year on year for the first five months this year to \$226.82 billion.

China Mainland - Taiwan Pact

Chinese Mainland and Taiwan negotiators signed the long-awaited Economic Cooperation Framework Agreement (ECFA) in Chongqing on 29 June, a move hailed by many as a milestone in cross-Straits relations.

Japan

New Prime Minister of Japan

Japan's Parliament installed Mr Naoto Kan as the new

Prime Minister on 4 June, the fifth in less than four years. Mr Kan, who co-founded the Democratic Party of Japan (DPJ) in 1996 with Mr Hatoyama, became the deputy prime minister in September 2009, and had been finance minister since January 2010.

Tax Reforms

Stressing the need for tax reform to restore the country's battered finances, Prime Minister Naoto Kan said in his first policy speech to the Diet that he will exert strong leadership to overcome Japan's economic struggles. Mr Kan called on opposition parties to jointly launch a panel to discuss ways to restore the fiscal balance. He did not specifically touch on consumption tax, although he has indicated raising the unpopular levy will be inevitable to overcome the country's snowballing public debt and ballooning social security costs.

Bank Funding

The Bank of Japan plans to introduce, at the end of August, a new funding measure aimed at prodding banks to boost lending to industries with growth potential, such as those related to the environment, while keeping its key interest rate unchanged at a razor-thin 0.1% to help economic recovery. Under the new lending programme, the BOJ will offer up to 3 trillion yen in loans to private financial institutions that will fund projects in industries with growth potential for one year at an interest rate of 0.1% a year.

Business Sentiment Recovers

Business sentiment among large Japanese firms recovered in the April-June quarter from the previous three months, a government survey showed. The index of business conditions at companies capitalized at 1 billion yen or more came to plus 4.0, compared with minus 2.4 in the quarter through March. Business sentiment among large manufacturers was plus 10.0 in the reporting period.

Forex Reserves Down

Japan's foreign exchange reserves were down \$5.56 billion at the end of May from a month earlier to \$1.041 trillion.

Economic Recovery

Japan's economy began to recover after bottoming out in March 2009, ending an economic contraction that lasted for about 17 months since November 2007.

Exports Rise

Japan's exports expanded for a sixth straight month in May as brisk global demand for cars and high-tech products helped shore up recovery. The exports rose 32.1% to 5.3 trillion yen (\$59 billion).

Malaysia

CII organised a business delegation to Kuala Lumpur and Malacca, Malaysia from 10-13 June coinciding with the 'Queen's Baton Relay' event there. The Relay is one of the traditions of the Commonwealth Games, acting as the curtain raiser to every Commonwealth Games since 1958.

On this occasion, CII along with the Indian High Commission in Malaysia organised business conferences on 'Emerging Opportunities for India-Malaysia Business Engagement' in



Datuk Seri Hj Mohd Ali Bin Rustam, Chief Minister of Malacca, and, Vijay Gokhale, Indian High Commissioner to Malaysia, receiving the Queen's Baton in Malacca

Kuala Lumpur and Malacca on 11 and 12 June respectively. In each city, the Conference was attended by over 250 participants from Industry and Government, as well as heads of major chambers of commerce and media. The topics covered included Infrastructure, ICT, Education, Biotechnology and the SME sector.

Dato' Jacob Dungao Sagan, Deputy Minister for International Trade and Industry, Malaysia, delivered the keynote address at the conference in Kuala Lumpur. Datuk Seri Hj Mohd Ali Bin Rustam, the Chief Minister of Malacca, was the Guest of Honour at the conference in Malacca.

The delegation also called upon Dato' Sri Mustapa Mohamed, Minister for International Trade and Industry, Malaysia.



CII business delegation with Dato' Sri Mustapa Mohamed, Minister for MITI, Malaysia, in Kuala Lumpur

South Korea

Wipro in South Korea

Wipro Technologies, the global IT services business of Wipro Limited has announced the official opening of its new office in Seoul.

6th meeting of India-ROK Joint Commission

Mr S.M. Krishna, Union Minister for External Affairs, India, paid an official visit to the Republic of Korea from 17 - 19 June, for the meeting of the India - Republic of Korea (ROK) Joint Commission. The Joint Commission reviewed all aspects of India - ROK bilateral relations and the two sides expressed satisfaction over the progress achieved in bilateral ties in the past few years that resulted in elevation of their relationship to a strategic partnership. The two sides reviewed the implementation of the Comprehensive Economic Partnership Agreement (CEPA) since 1 January, 2010.

Apart from civilian nuclear energy, Mr Krishna also discussed the implementation of the MoU on cooperation in the peaceful use of outer space. Three MoUs were signed between India and South Korea, including an agreement between the Ministry of Micro, Small and Medium Enterprises of India, and the small and medium business administration of the RoK on cooperation in the field of Small and Medium Enterprises, during the visit.

Global Green Growth Institute

Mr Lee Myung-bak, President of South Korea, declared the establishment of a Global Green Growth Institute (GGGI) at the East Asia Climate Forum 2010 in June. The President promised to form a global network and develop the institute into a full-fledged international organisation by 2012.

IT Trade Surplus Breaks Record

Korea's IT exports recorded \$12.7 billion in April, a 34.1% increase from the same month the previous year. Exports of semiconductors and display panels in particular hit a second record high in six months. Semiconductor exports gained 97.7% year-on-year to \$4.2 billion, while those of display panels rose 40.4% to \$2.8 billion.

Industrial Output Grows

South Korea's industrial output grew for the 11th straight month in May, a sign that the economy is rebounding fast from the global downturn. The production in the mining and manufacturing sectors of South Korea expanded 21.5% last month.

Economy to Grow in 6% Range

The South Korean economy is expected to grow in the 6% range this year, higher than the government's earlier forecast, due to the faster-than-expected pace of global economic recovery. The government officially had predicted that an annual 5.8% growth could be reached this year compared to a mere 0.2% gain in 2009.

South Asia

Sri Lanka

CII organised an exclusive meeting with a high level delegation accompanying the President of Sri Lanka to India on 10 June in New Delhi.

Speaking on the occasion, Dr Anura Siriwardena, Secretary, Co-operative and Internal Trade, Sri Lanka, urged Indian industry to “trade with us, invest with us.” He said that, with the implementation of the Free Trade Agreement (FTA) between India and Sri Lanka in 2000, bilateral trade has progressed considerably and the two sides must work to achieve a ‘win-win’ situation for mutual advantage in trade and business. The issues impeding the growth in exports or imports must be solved through bilateral talks, he said.

Mr Arvind Mehta, Joint Secretary, Ministry of Commerce and Industry, India, said that investment was the growth driver for bilateral cooperation, but it was still a key challenge. Noting that India’s investment in neighbouring countries has been far less in comparison to its investment in far off countries, he said the Government of India was willing to extend support and mitigation packages to investors to cover the risk and credit line to expedite investment.

Mr Mehta called for cooperation in jointly developing hydel and wind power resources in the island country. Sri Lanka being a close neighbour, the ess power produced there could be traded with India through under sea cables, he felt.



P Rajendran, Director & COO, NIIT Ltd; Dr Anura Siriwardena, Secretary, Co-operative and Internal Trade, Sri Lanka; D H S Jayawardane, Leader of the Sri Lankan Business Delegation and Arvind Mehta, Joint Secretary, Ministry of Commerce & Industry, India

Mr D H S Jayawardane, Leader of the Sri Lankan Business Delegation, and Chairman cum Managing Director, Stassen Group of Companies, and Chairman, Ceylon Petroleum Corporation, said that for the first time in the last three decades, the business environment in Sri Lanka was very conducive for trade and investment. The political stability and the commitment of the leadership should encourage the business communities of the two countries to explore opportunities for trade, commerce and investment, he said.

Mr P Rajendran, Director and COO, NIIT Ltd, who chaired the meeting, noted that since 2000 when the two countries signed FTA, their bilateral trade has increased ten fold, with hopes to touch \$ 8 billion by 2015. Indian industry is keen that the two countries expeditiously move towards achieving a Comprehensive Economic Partnership Agreement (CEPA), he added.

United States of America

CII Session with Mr Pranab Mukherjee

Mr Pranab Mukherjee, Finance Minister of India, met senior representatives from industry, government and the think tank community at the CII Interactive Session, held on 21 June in Washington DC. The Minister highlighted India’s economic challenges and future growth prospects with a highly optimistic approach.



Kiran Pasricha, Deputy Director General, CII; Amb Susan Esserman, Chair of International Division, Steptoe & Johnson LLP; Dr Preetha Reddy, MD, Apollo Hospitals; Kris Gopalakrishnan, CEO & MD, Infosys Technologies; Sunil Kant Munjal, former President, CII and Chairman, Hero Corporate Services; Pranab Mukherjee, Finance Minister of India; Robert Hormats, US, Under Secretary for Economic, Energy and Agricultural Affairs; Meera Shankar, Ambassador of India to the United States; Pawan Munjal, MD, Hero Honda Motors; Kiran Mazumdar-Shaw, CMD, Biocon; Amb Wendy Sherman, Principal, Albright-Stonebridge Group, and David Good, Chief Representative - North America, Tata Sons

Indo-US SME Initiative

CII and the United States-India Business Council (USIBC) launched an Indo-US SME Initiative on 30 June in Washington DC. The Initiative will focus on exploring commercial opportunities for small and medium companies in both countries and expanding

reach into lesser known but rapidly growing cities.

The Initiative was announced at the interactive session on ‘Accelerating Inclusive Growth: The Future of the US -India Commercial Relationship’ co-organised by USIBC and

the US Department of Commerce's International Trade Administration (ITA).

Mr Francisco Sanchez, US Under Secretary of Commerce for International Trade, also unveiled their focus on developing

engagement with India's Tier II / III cities with the GEMS initiative – 'Growth in Emerging Metropolitan Sectors.' "The growth in emerging metropolitan sectors will accelerate and will form great markets for US and Indian businesses... The promise of India is, of course, the GDP of its urbanized areas that will grow from about \$700 billion today to almost \$4 trillion in 20 years" he said.

Small and Medium Enterprises form the backbone of both the Indian and the US economy. Their contribution to overall economic growth has been increasing rapidly and thus, creating a facilitative business and policy environment, remains crucial to strengthening economic recovery, stimulating growth and creating jobs in both countries.

"The next phase of growth in India-US bilateral economic relations will come from the SME sector. This platform will provide the much-needed impetus and with President Obama's forthcoming visit to India, we want to take Indian and US businesses to the next level of partnership" said Ms Kiran Pasricha, Deputy Director General, CII.

"This SME Initiative presents a 'win-win' opportunity for both sides and enriches the global value chain to mutual advantage," said Mr Ron Somers, President, USIBC.

Ms Meera Shankar, Ambassador of India to the US, outlined infrastructure, low cost manufacturing, agriculture, social services including education and health as priority sectors for exploring commercial opportunities in India.

Indo-US Strategic Dialogue

Mr S.M. Krishna, Minister of External Affairs, India, during an official visit to the US, met Ms Hillary Clinton, US Secretary of State in Washington on 3 June, for the inaugural meeting of the 'India-US Strategic Dialogue.' President Barack Obama welcomed the Indian delegation and emphasized his commitment to strengthening the growing US-India partnership. They pledged that as strategic partners, India and the United States would continue to consult each other closely on



Ron Somers, President, US India Business Council; Kiran Pasricha, and Francisco Sanchez, Under Secretary for International Trade, US Dept. of Commerce

regional and global developments, and remain sensitive to each other's interests. They confirmed that global institutions of governance should reflect contemporary realities and enhance effectiveness. Both recognized that their two countries had enormous opportunities to deepen cooperation in advancing global security and stability, trade and investment, science and technology, infrastructure, environmental sustainability, climate change mitigation, energy security, education, agriculture, food security, healthcare and empowerment of people. The two leaders emphasized that the Strategic Dialogue and its detailed architecture is a vital instrument to pursue these goals. The co-chairs welcomed the significant progress across all pillars of the India-US Strategic Dialogue since its launch in July 2009.

Mr Tarun Das, Chairman, CII India-US Council, and Ms Kiran Pasricha, interacted with President Obama and Secretary Clinton, reaffirming their commitment to US-India relations.

Science and Technology Cooperation

International collaborative work on science and technology in the US reached an apex as Mr John Holdren, Director, Office of Science & Technology Policy, co-chaired a historic US-India Joint Commission Meeting (JCM) on Science and Technology Cooperation on 24 June in Washington DC. Mr Prithviraj Chavan, India's Minister of Science, Technology, and Earth Sciences, along with other dignitaries from the US and Indian governments, joined the meeting, where a number of cooperative initiatives were discussed. The foremost goal of the US-India JCM was the establishment of a new S&T dialogue between the two countries.

India's Ministry of Science & Technology officially nominated Mr Chandrajit Banerjee, Director General, CII, to the newly constituted Joint Commission, a reflection of CII's deep commitment to working with the US on technology and innovation. Mr Banerjee participated in the Joint Commission's first meeting and presented the perspective of Indian industry on the socio-economic challenges of India that could be solved through collaborations in technology and innovation.

US-India CEO Forum Meeting

Mr Michael Froman, Deputy National Security Adviser, USA, and Dr Montek Singh Ahluwalia, Deputy Chairman of the Planning Commission of India, along with CEO co-chairs Mr Ratan Tata and Mr David Cote, led a meeting of the US-India CEO Forum at the Department of State on 22 June in Washington DC. Besides US and Indian CEOs, many senior Indian and US officials participated. From India, Finance Minister Pranab Mukherjee, and Commerce Minister Anand Sharma, participated. The

US represented by Treasury Secretary Tim Geithner, Commerce Secretary Gary Locke, United States Trade Representative Ron Kirk, Under Secretary Robert Hormats, Assistant to the President and Director of the National Economic Council Larry Summers, and Deputy Secretary of State James Steinberg. Secretary of State Hillary Clinton welcomed the group, highlighting the important role the CEO Forum plays in the US - India partnership.

The CEO Forum was created in July 2005, and reconstituted in November 2009. It is a true public-private endeavor to enhance bilateral trade and investment. The Forum gives US and Indian CEOs the opportunity to discuss issues of mutual interest and to develop recommendations to both governments for actions to enhance the trade, investment and people-to-people ties that are driving our bilateral relationship.

MBA Students Visit India



Student delegates from George Washington University at the CII Session in Mumbai

Two student delegations from George Washington University's Global MBA and Executive MBA programmes visited Mumbai, New Delhi and Bangalore on 14 May 14 and from 1 -10 June. CII supported and organised site visits during the delegations' stay in India. The students visited Larsen and Toubro Ltd, Godrej and Boyce Manufacturing Company Ltd. in Mumbai, and Titan Industries, Ashok Leyland, Biocon Ltd. and Bharat Electronics Ltd in Bangalore.

In Delhi, CII organised an interaction with Mr Anil Mukim, Joint Secretary, Ministry of Commerce and Industry, India. Mr Mukim briefed students on the India-US trade and investment relationship and the potential for future growth in this area.

US-India Corporate Watch

• **BP oil spill means changes in Indian oil & gas sector:** Mr R.S. Sharma, Chairman, ONGC, acknowledged the far-reaching affects of the BP oil spill in the Gulf of Mexico as having a 'huge negative impact' on the offshore drilling activities of Indian companies. Strict regulatory rules and stiff increases in operations costs are expected to hit India's oil and gas sector as

U.S. implements such changes.

• **Reliance, CBS joint TV venture:** India's Reliance ADA Group is in talks with CBS Corp. regarding a joint venture that would launch several new TV channels in India, in both English and Hindi. Shows like CSI, NCIS, and original Indian TV shows are expected to air when operations begin in a few months.

• **AT&T stake in Reliance:** Mr Anil Ambani, CEO, Reliance Telecommunications, has confirmed that his board approved a transaction that will give AT&T a 26% equity stake in the Indian cell phone company. This is Reliance's effort to raise funds to reduce debt and contribute to necessary network upgrades.

• **US Solar Venture in India:** American Capital Energy, Inc (ACE) and MSM Energy have announced a joint solar energy project to be launched in India.

• **Ford India Exports to Thailand:** The export of 1,000 1.4- and 1.6-litre petrol engines to Thai company AutoAlliance is the first step in Ford India's mission to become 'a major production and export hub of diesel and petrol engines.'

US Economy & Policy Watch

• **Bernanke on Recovery:** According to Federal Reserve Chairman Ben Bernanke, the road to restoring the jobs lost in the recession, despite the economic recovery's 'solid footing', could be put off for several years as US debt is expected to continue to rise.

• **US Debt:** Rising to as much as a staggering \$13.6 trillion by the end of the year, a report to Congress by the Treasury Department expects US debt to continue its rise.

• **Auto Sales:** For the seventh consecutive month, car sales have risen as a direct result of strong gains by auto makers. Chrysler Group experienced the greatest year-to-date increase in light-vehicle sales, with a staggering 36.7% climb from last May's numbers.

• **Employment Increase:** The American Recovery and Reinvestment Act has provided the job market a glimmer of hope, as job numbers increased for a fifth consecutive month in May. After a period of nearly 800,000 jobs lost a month, the Obama Administration anticipates as 3.7 million new working positions to be established by the end of September.

• **Global Warming:** Collaborative studies conducted by Yale and George Mason University's climate change cooperation projects investigated the American public's view of global warming, revealing a majority belief that global warming and the development of clean energy sources should be high priorities for President Obama and Congress.

India REGIONAL R O U N D U P

East

Bihar

Environment on Wheels

5 June, Patna



Flagging off of Environment on Wheels in Patna

On the occasion of World Environment Day, CII Bihar State Council in association with FXB India Suraksha, Bihar branch, and Anmol Poultry Feeds, organized a Cycle Rally.

Interactive Session on GST

28 June, Patna

CII Bihar State Council in partnership with Cimage Institute organised an interactive session on GST. The resource person for the programme was Mr. Bhaskar Thakkar, Associate Director, Ernst & Young, Kolkata.

Chhattisgarh

Meeting with Industry Minister

15 June, Raipur



CII members with Dayal Das Baghel, Industry Minister, Chhattisgarh

A CII delegation led by Mr Umesh Agrawal, Vice Chairman, CII Chhattisgarh, called on Mr Dayal Das Baghel, Industry Minister, Chhattisgarh, to appraise him about CII activities and initiatives in the state.

Interactive Session on UK

21 June, Raipur

Mr Sanjay Wadhvani, Deputy High Commissioner, British Deputy High Commission, in a session with members, discussed the opportunities available in the UK for companies in the state.

Jharkhand

Biodiversity Conservation & Char Utilisation

5 June, Ranchi

Mr A K Sarkar, Principal Secretary, Forest & Environment, Jharkhand, was the Chief Guest at the seminar on Biodiversity Conservation and Char Utilisation to mark World Environment Day. Mr



At the Seminar on Biodiversity Conservation & Char Utilisation in Ranchi

C R Sahay, Chairman, Jharkhand State Pollution Control Board, Dr Tariq Hussain, Scientist, NBRI Lucknow, Dr Radha Sahu, Head, Botany, Ranchi University and Mr R K Sinha, Member Secretary, Jharkhand State Pollution Control Board also addressed the gathering.

Odisha

Environment Day Celebrations

4 June, Bhubaneswar
5 June, Balasore

On the eve of World Environment Day, an interactive session with the State Pollution Control Board in Bhubaneswar provided a platform to the industries for a face-to-face dialogue with the senior officials of State Pollution Control Board, Odisha, on environmental issues.



Students participating in a plantation drive in Balasore

CII North Odisha Zonal Council celebrated World

Environment Day with a debate competition and a plantation drive at the RJ School of Management Studies, Balasore.

INSURE Inc.

25 June, Balasore

INSURE Inc a first of its kind conference on corporate sector insurance, described the recent trends and upcoming policies available in the corporate level insurance sector in both life and non-life category.

AGRIMART

30 June, Bhubaneswar

The conference on Agrimart focused on agricultural upgradation, technology incorporation, resource training and market linkage. It was inaugurated by Mr U. P. Singh, Commissioner-cum-Secretary, Agriculture, Odisha.

West Bengal

Sustainable Energy

4 June, Kolkata

Energy efficiency is the cheapest, quickest and cleanest way to reduce global warming pollution. A factory visit to DPSC Ltd was part of an industry wide campaign on 'Sustainable Environment: Our Future, Our Responsibility'. Mr S P Gon Chaudhuri, Managing Director, West Bengal Green Energy Development Corporation, and Mr Sanjay Wadhvani, British Deputy High Commissioner, British High Commission addressed the gathering.

Interactive Session on Biodiversity

5 June, Kolkata

CII Eastern Region organised an Interactive Session on Biodiversity on World Environment Day. With the year 2010 declared as the 'International Year of Biodiversity' by the United Nations, the session was a consultative forum on issues related to Biodiversity.

CII – BESU Programme

8 June, Howrah

The first batch of the CII-BESU Communication Skill Development Programme started in August 2009 and ended in January 2010 with 27 students. At the valedictory session, certificates were presented to the first batch of the participants.

Interaction with Union Health Minister

25 June, Kolkata

The Indian healthcare industry is one of the fastest growing sectors of the Indian economy. In an interactive session, Mr Dinesh Trivedi, Union Minister of State for Health and Family Welfare, highlighted the need for healthy human resource requirements.



Harshvardhan Neotia, Past Chairman, CII (ER); Dinesh Trivedi, Union Minister of State for Health & Family Welfare and Rupali Basu, Chairperson, Healthcare Subcommittee, CII (ER)

Kolkata Port Trust

28 June, Kolkata



M L Meena, Chairman, Kolkata Port Trust; Sanjay Budhia, Chairman, CII National Committee on Exports; Ajay Ranade, Deputy Chairman, Kolkata Port Trust; and R K Agrawal, Chairman, CII West Bengal State Council

Mr M L Meena, Chairman Kolkata Port Trust, in his first interaction with industry after taking over this position, discussed port related issues faced by industry with CII members. Mr Ajay Ranade, Deputy Chairman, Kolkata Port Trust, also addressed the gathering.

IT/ITeS/BPO Opportunities in North Bengal

28 June, Siliguri



Debesh Das,
Minister, IT,
West Bengal

CII North Bengal Zonal Council in association with the IT Department of West Bengal organised a Seminar on IT /ITeS/ BPO – Opportunities in North Bengal. Mr Debesh Das, Minister, IT, West Bengal was the Chief Guest, while Mr Asok Bhattacharya, Minister, Urban Development and Municipal Affairs, West Bengal, also addressed the gathering.

Workshop on Climate Change

30 June, Burdwan

The Workshop on Climate Change presented perspectives on business opportunities from Climate Change mitigation activities and new technologies, tools and methods (in production and finance) being used by industry to address and combat environmental threat.

North

Chandigarh



Abhinav Bindra, Olympic champion

Achiever's Tale

3 June, Chandigarh

Olympic champion Abhinav Bindra, sharing his success mantra, said that one needs to be prepared to change five attributes in life- Thinking, Attitude, Action, Habits and Expectations. Exemplifying his own tale, he said self belief is needed to achieve one's goal.

Stress-free Lifestyle

4 June, Chandigarh

In a thought-provoking and inspirational session, Brahma Kumari Sister Shivani emphasized on learning to respect other's choices to live peacefully. "Stress is not about the work, it's about the way we think while doing the work. All that is required is to change the way we deal with the things," she said.



Sister B K Shivani addressing

Leadership for Corporate Sustainability

11 June, Chandigarh

The session brought out that the sustainability of an organisation depends on thinking globally and acting locally. Successful leadership depends on values, with initiative, strategy and vision. The programme laid out the business case for a sustainable business model; the key drivers for sustainability; the role of leadership visions and the potential of new markets.

Accelerating Success through Innovation

22 June, Chandigarh

Sharing the vision for new India- 'Skills and Education', Mr V K Thadani, Deputy Chairman, CII (NR) emphasized on the need to bridge the gap between education and knowledge. "One can grasp knowledge but it will be of no use if one doesn't have the know-how to how to apply that knowledge. This is called skill," he said. He apprised the participants about CII's focused initiatives on Education and Skills.



Panel Discussion on Leadership

Haryana

Interaction on Leadership

1 June, New Delhi

CII Haryana, Delhi and Western UP together organised a session on Leadership and a joint Members' Meet for members from the NCR region to encourage a participative democratic leadership style. Mr. Vijay K Thadani, Deputy Chairman, CII (NR) and Chief Executive Officer, NIIT Ltd; Mr R M Khanna, Chairman, CII (NR); Mr. Tejpreet S Chopra, President and Chief Executive Officer, Bharat Light & Power, and Mr. Virat Bhatia, Vice Chairman, CII Delhi State Council & President – External Affairs, AT&T South Asia, spoke on creating and maintaining healthy relationships between the employees and their leaders.

Meeting with Chief Secretary, Haryana

22 June, Chandigarh

Mr R M Khanna, Chairman CII (NR) and Mr Vijay Thadani, Deputy Chairman, CII (NR) called upon Mrs Urvashi Gulati, Chief Secretary of Haryana, to emphasize the need for a skill gap study to help the state understand the skills required viz a viz employment opportunities.

Buyer Seller Meet 2010

29 June, Gurgaon

A Buyer Seller Meet held to help MSMEs develop a marketing strategy, highlighted that 'Quality standards, competitive pricing and timely delivery are the key elements to forge business linkages.'



P K Bansal, Additional Director, Industries, Haryana

Mr P K Bansal, Additional Director Industries, Haryana, suggested that allocation for research be made for the prosperity of the MSME sector, which was highly unorganized in India. The session also shared the process of selection of vendors and their purchase and procurement policies.

Himachal

Energy Efficiency

18 June, Parwanoo

CII-Bureau of Energy Efficiency (BEE) workshops have

been flagged off in various industrial locations in the northern states to promote energy efficient practices. Following the first workshop for Himachal Pradesh in Baddi in May, the second was held in Parwanoo.

Meeting with Chief Minister, HP

21 June, Shimla



Prof Prem Kumar Dhumal, Chief Minister of Himachal Pradesh, with R M Khanna, Chairman, CII (NR), and Atul Khosla, Chairman, CII Himachal Pradesh

A CII delegation led by Mr R M Khanna, Chairman, CII (NR) met with Mrs Urmila Singh, Governor, Prof Prem Kumar Dhumal, Chief Minister, Mr Kishan Kapoor, Industries Minister and Mrs Asha Swarup, Chief Secretary of Himachal Pradesh, to garner the State Government's support in organizing Apple Fest at the Ridge, Shimla, and participation in Agro Tech 2010. The opening of trauma centres across Himachal, as well power and connectivity issues in the State, were also discussed.

Unleashing Productivity

30 June, Chandigarh

This workshop discussed concepts and techniques for enhancing productivity and improving systems in today's demanding workplace, through through better people, products and processes.

Punjab

Power for Punjab

14th June, Ludhiana



Jai Singh Gill, Chairman, PSERC

An Interaction with Mr. Jai Singh Gill, Chairman, Punjab State Electricity Regulatory Commission, was organized to explore the possibility of making select cities in Punjab power cut free on the lines of the CII Pune Power Model. Mr Gill assured his full support in implementing the Punjab Power Model in the State.

Agriculture & Water

15 June, Chandigarh

The CII Punjab State Council has constituted a focused panel on Agriculture and Water. Industry members, progressive farmers and academicians discussed the roadmap to establish profitable linkages for the farmers, critical issue of water management and soil health.

Doing Business with Australia

24 June, Ludhiana

Mr Michael Carter, Trade Commissioner, Austrade (Australian High Commission) met industry members to explore possibilities of enhancing trade between India and Australia at a session organized by CII Punjab State Council in association with Australian Wool Innovation (WOOLMARK).

Traffic Management in Jalandhar

28 June, Jalandhar

A CII delegation led by Mrs. Kamna Raj Aggarwalla, Vice Chairperson, CII Punjab State Council met Mr Gaurav Yadav, Police Commissioner, Jalandhar, to discuss issues relating to traffic management in the city.

Rajasthan

Business Action on Climate Change

4 June, Jaipur



Ashok Gehlot, Chief Minister of Rajasthan

CII Rajasthan, the Rajasthan State Pollution Control Board and the CII-ITC Centre of Excellence for Sustainable Development organised a 'National Conference on Business Action on Climate Change' on the eve of World Environment Day. Mr Ashok Gehlot, Chief Minister of Rajasthan, was the Chief Guest. Mr Ram Lal Jat, Minister of State for Environment and

Forest, Rajasthan, also participated in the conference.

How to be a Star Performer

12 June, Jodhpur

M Ravi Jain, CEO, Jodhpur Development Authority, was the Chief Guest at a one day seminar on 'How to be a Star Performer.'

Rain Water Harvesting

17 June, Jaipur

CII, along with the CII - Water Institute, organized a one day Seminar on Rainwater Harvesting to provide insights into various aspects relating to rainwater harvesting.

Members' Meet

26 June, Jaipur

Addressing a members' meet on issues related to the growth and development of Rajasthan, Mr Rajendra Bhanawat, MD, RIICO Ltd, and Vijay K Thadani, Deputy Chairman, CII (NR) Managing Director,



Rajendra Bhanawat, MD, RIICO Ltd, and Vijay K Thadani, Deputy Chairman, CII (NR) Managing Director,

RIICO Ltd, discussed the core competencies of the state and the possibilities for it to emerge as the next destination for investments and growth.

Uttarakhand

2nd Environment Summit

5 June, Dehradun



At the 2nd Environment Summit in Dehradun

The 2nd Environment Summit on 'Climate Change in the Context of Uttarakhand' had sessions on Scientific Aspects of Climate Change, Global and Indian Policy Perspective, and Mitigating Climate Change. Padma Bhushan Sunder Lal Bahuguna also joined the 200-strong gathering on the occasion of World Environment Day.

Action Plan on Climate Change

8 June, Dehradun

CII has been advocating the development of the State Action Plan on Climate Change. During the latest round of discussions held with Mr Jairaj, CCF Director, Environment, and Member Secretary, Uttarakhand Biodiversity Board, CII offered its knowledge, technical and convening support to help the State government develop a comprehensive and pragmatic Action Plan.

Ties with Bangladesh

15 June, Dehradun

Mr Md Habibur Rahman Khan, Commercial Counsellor to the High Commissioner of Bangladesh, visited CII to explore business opportunities which can be beneficial to both Bangladesh and Uttarakhand. Opportunities in a host of sectors were discussed ranging from education, tourism, textiles and pharmaceuticals to trading of finished goods. The micro hydro power



Md Habibur Rahman Khan, Commercial Counsellor, Bangladesh High Commission, with CII members

projects 'Gharats' drew special interest.

Green Indian Mission - Public Consultation

22 June, Dehradun

The Ministry of Environment and Forest held its Green India Mission Public Consultation for Uttarakhand as part of its series for the National Mission for Green India. A draft mission document prepared by experts from both within and outside the government was presented before the public and comments/suggestions were invited, in the presence of Mr Jairam Ramesh, Union Minister of State, Environment & Forests. Mr Rajiv Berry, Chairman CII Uttarakhand shared CII's views on the draft.

Environment Protection & Pollution Control

22 June, Dehradun

A CII delegation led by Mr Rajiv Berry, Chairman, CII Uttarakhand, met Dr Ajay Gairola, Member Secretary, Uttarakhand Environment Protection and Pollution Control Board, to present its inputs on exploring the possibilities of capturing the data online and issuance of labour certificates to industry. Mr R K Singh, Deputy Director, Labour, Uttarakhand, Mr Sanjay Gupta, Technical Director, National Informatics Centre, Uttarakhand and other officials of NIC were also present.

Major Events

Conference on Climate Change

9 June, Chandigarh



R M Khanna, Chairman, CII (NR); Suresh Prabhu, Chairman, Centre for Energy, Environment & Water; Shivraj Patil, Governor, Punjab & Administrator, U.T. Chandigarh, Harpal Singh, Mentor & Chairman Emeritus, Fortis Healthcare Ltd and Sarojini G Thakur, Additional Chief Secretary, Environment & Scientific Technology, Himachal Pradesh

The International conference on 'Climate Change-Roadmap towards Sustainability for the North' highlighted how emerging technologies with environment friendly solutions could support initiatives on tapping carbon markets, efficient energy management and energy security interventions, to create a win-win situation for various stakeholders, while curbing the adverse impact of climate change.

Coinciding with the Conference, CII also organized a

focused exposition for industry, institutions, government agencies and other related organizations to showcase their innovative solutions/initiatives.

Nanhi Chhaan Green Initiative

9 June, Chandigarh

The second phase of the 'Nanhi Chhaan- Green Initiative 2010' was launched by Mr Shivraj Patil Governor, Punjab & Administrator, UT, Chandigarh. Over 300 saplings were distributed on the occasion.

Innovation Conclave

15 June, New Delhi



Somenath Ghosh,
CMD, NRDC

The CII Innovation Conclave on 'Driving Growth through Innovation' focused on product/service Innovation to reach out to masses at the bottom of the pyramid, while maintaining quality and competitive dynamic business models. The conclave highlighted the practice of conceiving, fostering, launching, and managing new ideas by making use of a company's

current core assets, market position, or capabilities and emulating best practices of leading companies.

Mr Somenath Ghosh, Chairman and Managing Director, National Research Development Corporation (NRDC); Mr Ramesh C Jain, Past Chairman CII Haryana State Council, and Director, Grazianno Transmission India Ltd; Mr Mehmood Khan, Former Global Leader of Innovation Unilever, UK and Mr. Naresh Shahani, Founder & Managing Director, Breakthrough Management Group International, along with over 140 industry members participated in the Conclave

Ability 2010

16 June, Chandigarh

Under the ABILITY 2010 special recruitment drive for integration of people with disabilities in the Job Market, round 4 of interviews of people with disabilities was organised in Chandigarh. Out of the 15 candidates selected by IBM Daksh, 13 candidates were handed over their joining letters as Customer Care Executives for IBM's BPO operations.

South

India-Canada Partnership

4 June, Chennai

6 June, Puducherry



Omar Allam, Vice-Consul and Trade Commissioner, South India Consulate of Canada, Chennai; Clare Isman, Ministry of Advanced Education, Employment & Labour, Saskatchewan; Rob Norris, Minister of Advanced Education, Employment & Labour, Saskatchewan; V Karthik Narayanan, Chairman, Ucal Products Pvt Ltd, and Rupen Pandya, Assistant Deputy Minister for Immigration, Saskatchewan in Chennai

The sessions promoted the Canadian Province of Saskatchewan as a high-value destination for investment in commercializing and distributing R&D-based products. Some of the key advantages of this province include competitive R&D tax credits and the Saskatchewan Immigrant Nominee Programme (SINP), which allows skilled entrepreneurs to prosper in Saskatchewan as permanent residents. Possibilities of collaboration were discussed particularly in Education, General R & D and Biotechnology. The session was addressed by Mr Rob Norris, Minister of Advanced Education, Employment and Labour, Saskatchewan.

Managing Growth and Finance Options

23 June, Chennai

24, June, Palakkad

The workshops advocated new funding mechanisms for SMEs as alternatives to traditional bank loans to develop their business and align their products to international standards. It was decided that CII and UNIDO would provide support for SMEs under a finance excellence initiative for SMEs called 'FinExe', which would help in identifying various funding options and preparing project proposals.

States

Andhra Pradesh

CSR Learning Mission

10 June, Hyderabad



CSR Panel Members at GMR Varalakshmi Foundation, Hyderabad

The GMR Varalakshmi Foundation (GMRVF) is the Corporate Social Responsibility arm of the GMR Group. Its mandate is to develop social infrastructure and enhance the quality of life of communities in locations where the Group has a presence. CSR Panel members visited the GMRVF Skills Training Centre in Shamshabad.

Cost Neutral Settlement

24 June, Hyderabad

At the TQM Forum for Organisational Excellence, Mr SLN Murthy, Hon. Secretary, Employees Federation of South India, shared his insight and experience of handling Cost Neutral Settlements. Mr. S V Ramachandra Rao, Managing Director, Resource Inputs Ltd., spoke about long-term cost neutral settlement trends.

Karnataka

Global Investors Meet 2010

4 - 5 June, Bangalore



At the Global Investors Meet 2010: Advantage Karnataka

The Global Investors Meet 2010: Advantage Karnataka, witnessed the signing of 361 MoUs which were valued at approximately Rs 450,000 crores. Conferences were organized on five theme sectors - Aerospace, Energy, Automotive & Machine Tools, Infrastructure, Mines and Minerals. A CII -PWC report 'Karnataka- Aerospace Hub of India' was released, along with a CII – E & Y CD on 'Business Opportunities in the Power Sector.'

World Environment Day Walkathon

5 June: Bangalore



Gulihatti D Shekhar, Minister for Youth Services, Karnataka, addressing the participants at the walkathon

Over 1000 participants, including business leaders, sports persons and young professionals joined the walkathon wearing specially designed T-shirts with the UNEP slogan of the year - Many Species, One Earth and one Future.

Business Opportunities with Nantong, China

11 June, Bangalore



Delegation from Nantong, China, in Bangalore

Mr Ding Dawei, Mayor of Nantong, China, visited Bangalore accompanied by a 15 member delegation, to promote the advantages of Nantong City for investors.

6th India Innovation Summit 2010

17 – 18 June, Bangalore

The 6th Edition of the Summit focussed on 'Innovation – Making a difference in an emerging economy.' As many as 41 speakers examined the trends, practices and policy approaches for enhancing collaboration in innovation with emerging economies on a globalized platform.

Concrete Roads: Rural and Urban Areas

30 June, Bangalore



Sumit Banerjee, Chairman, CII Cement Industry Division, and MD, ACC Ltd; Channabasappa M Udasi, PWD Minister, Karnataka, and S Chandrasekhar, Vice Chairman, CII Karnataka State Council

Karnataka's vision for 2020 envisages a core road network of 40,000 kms in which concrete roads will play an increasing role, said Mr Channabasappa M Udasi, PWD Minister, Karnataka, and Guest of Honour at the inaugural session of the technical seminar on Concrete Roads. Mr N Lakshmana Rao Peshwe, Secretary, PWD, and Mr Subir Hari Singh, Additional Chief Secretary, Urban Development, also addressed the seminar.

Interaction on Vietnam

25 June, Bangalore

Mr Abhay Thakur, Indian Consul General to Ho Chi Minh City, Vietnam, informed members of the ASEAN Summit in October 2010 and the India –Vietnam Summit which would be held alongside. He also said that an Indian Cultural Centre would open shortly in Vietnam.

Kerala

Export Procedures & Income Tax

25 June, Kottayam

This interactive session on 'Export Procedures and Incentives and Income Tax Management' helped members to understand international trading, assessing a company's export suitability and identifying and selecting potential markets.

Tamil Nadu

World Environment Day

5 June, Chennai



World Environment Day Green Walk, Chennai

Over 800 volunteers joined the Green Walk, flagged off by Mr T Rajendran, Commissioner of Police, Chennai, to promote the people's participation in caring for the environment, and becoming active agents of sustainable and equitable development.

Regional Agenda for 2010-11

14 June, Chennai



S Gopalakrishnan, Chairman, CII (SR), and Chairman, CEO & MD, Infosys Technologies Ltd

Mr S Gopalakrishnan, Chairman, CII (SR), briefed members on the priorities and focus areas of CII Southern Region for the year. He stressed on the need to continually renew, benchmark and create the leadership required to sustain industrial growth. Thrust areas in the region include scaling up growth of agriculture to 4%, manufacturing to 11-12%; infrastructure development, service sector and labour environment; education; skills development; inclusive society and

Affirmative Action; developing new cities in the region; and financial reforms and financial inclusion.

Study Mission on Talent Engagement

18 June, Chennai

The Mission helped showcase Best Practices for Talent Engagement and Development which are being implemented within leading companies in Chennai. Tata Consultancy Services explained their success in creating and maintaining an engaged and empowered workforce through their Innovation Labs. Infosys Technologies shared its successful Talent Engagement strategies such as interacting with employees directly and through online forums; and various employee benefit policies.

Manufacturing Study Mission

23 June, Chennai



Mission members at the Suggestion Hut at Rane Engine Valve Ltd, Chennai

The 25-member study mission visited Rane Engine Valve Ltd to observe the effectiveness of TQM, and practices such as the suggestion hut and Self Made Work Team (SMWT). The company also has an in-house vocational training centre for Std X and XII dropouts. At Delphi TVS Diesel Systems Ltd, the members observed the Kanban system for Just in Time delivery, electronic inventory control system, SHE practices and Autonomous Maintenance through Jishu Hozen.

Green Tech Mission

30 June, Chennai



Participants of the Mission on Green and Energy Efficient Technologies, Chennai

The mission offered on-site learning from SRF Ltd and Saint-Gobain Glass Ltd, which have Green and Energy Efficient Technologies applications.

Puducherry

Meeting with Puducherry Governor

1 June, Puducherry



Dr. Iqbal Singh, Lt. Governor of Puducherry with M S Vijayaraghavan, Chairman, and M M Patel, Past Chairman, CII Puducherry

Mr M S Vijayaraghavan, Chairman, CII Puducherry State Council briefed Dr. Iqbal Singh, Lt. Governor of Puducherry, on labour related issues which were prevailing in the state, and how industries were badly affected by unauthorized trade unions and local groups.

Industry Issues

1 June, Puducherry

Mr B Vijayan, Principal Secretary, Health and Industries, Puducherry, was briefed on critical issues faced by the industry such as Electricity, Licensing and Labour.

Indirect Taxes and GST

3 June, Puducherry

The meeting discussed the current scenario on Customs, Excise, Service Tax and VAT, and the proposed scenario after GST.

Meeting with Union Minister

11 June, Puducherry

Mr M S Vijayaraghavan, Chairman and Mr Meenakshi Kumar, Vice Chairman of CII Puducherry State Council met Mr V Narayanasamy, Union Minister of State, Planning and Parliamentary Affairs, and updated him on the industrial scenario of Puducherry.

Meeting with Chief Minister of Puducherry

15 June, Puducherry

A CII team led by Mr S Gopalakrishnan, Chairman, CII Southern Region interacted with Mr V Vaithilingam, Chief Minister of Puducherry, Mr E Valsaraj, Minister for Industries and Commerce and Mr R Radhakrishnan, Speaker. Mr Vaithilingam said that the Government of Puducherry would invite IT majors to start an IT Training Centre in Puducherry, and leverage on the state's French speaking manpower to start a French BPO. The CII team requested him to initiate periodic meetings on the Puducherry Vision 2025 report. Mr Gopalakrishnan also briefed the Chief Minister on key focus areas like



V Vaithilingam, Chief Minister of Puducherry with the CII Delegation

infrastructure, IT, Education, Health and Tourism which were being taken up this year across the Region.

Regional Work-plan

15 June, Puducherry



M S Vijayaraghavan, Chairman, CII Puducherry, T T Ashok, Deputy Chairman, CII (SR), and S Gopalakrishnan, Chairman, CII (SR)

Mr S Gopalakrishnan, Chairman Southern Region briefed members on the various focus areas for the year, while Mr T T Ashok, Deputy Chairman, CII (SR) described the advantages of CII membership.

Prevention & Collection of Debts

26 June, Puducherry

The programme explained how to manage credit, using planned preventive measures, and how to develop a complete systematic collection programme, with an action plan which could be put to immediate practice.

Zones

Chennai

Lateral Thinking

12 June, Chennai

The workshop helped interpret a new way of problem-solving through unorthodox methods or elements using 'lateral thinking'.

Erode

Successful Selling Techniques

22 June, Erode

The workshop helped participants understand the psychological techniques to convert enquires into sales. Delegates also learnt the importance of Body Language for a sales person.

Mysore

IFRS Seminar

16 June, Mysore

The seminar discussed the important developments in IFRS, and the impact of IFRS on industry.

Thoothukudi

CEO Connect Session

5 June, Thoothukudi

In Star Trek – A CEO Connect Session, Mr S Abhaya Kumar, Chairman, CII Chennai Zone, and Founder Director, Shasun Group, shared his business experiences.

World Environment Day

7 June, Thoothukudi



Mr P Kubendran, Commissioner, Thoothukudi Corporation, releasing the Environmental Day poster

Mr P Kubendran, Commissioner, Thoothukudi Corporation said that using technology in solid waste management throughout Tamil Nadu would help in protecting the environment. A poster titled, 'Green Earth – Fresh Air – Better Life', was released.

Effective Selling Skills

16 June, Thoothukudi

The workshop on selling focused on the concepts of customer understanding, seller's personality, clear communication and perfect closings, using role play and fun filled activities.

Workshop on Export / Imports

24 & 25 June, Thoothukudi

The workshop created awareness on export and import policies, procedures and documentations.

Trichy

Manufacturing Excellence Mission

25 June, Trichy

A 16 member Manufacturing Excellence Mission visited SRF Ltd & Rane TRW Steering Systems Ltd to learn some



Mission members at Rane TRW Steering Systems Ltd of their good manufacturing practices.

Visakhapatnam & Vijayawada

Interaction on Sweden

17 June, Visakhapatnam



Capt. Sriram Ravi Chander, Chairman, CII Vizag Zone; Mikael Kullman, Counsellor, Swedish Embassy; and RVS Raju, Vice-Chairman, CII Vizag Zone

Members of CII Visakhapatnam Zone interacted with Mr Mikael Kullman, Counsellor - Environment, Climate Control and Energy, Swedish Embassy and extended all possible support for the proposed cooperation with the Swedish Embassy in the areas of solid waste management, water, sanitation and good governance.

Recent Litigation Trends in Service Tax

17 June, Vijayawada

A number of industry and trade bodies and individual service providers have challenged the levy of service tax by the Union Government. They contend that service tax is nothing but a tax on professions, which is specifically listed in the State list. The workshop helped members gain understanding on the recent updates in this regard.

Finance for MSMEs

25 June, Visakhapatnam

Finance issues and lack of marketing knowledge are hampering an increasing number of MSMEs. The session brought MSMEs together with financial institutions to learn more on the various credit facilities available.

West

Gujarat

Urban Infrastructure Development

12 June, Ahmedabad



Nitin Patel,
Minister, Water
Supply & Water
Resources, Urban
Development &
Urban Housing,
Gujarat

The Urban Infrastructure Development seminar on 'Investment Opportunities in Gujarat – The Learning Curve,' was inaugurated by Mr Nitin Patel, Minister, Water Supply & Water Resources, Urban Development & Urban Housing, Gujarat. It highlighted that world-class infrastructure and an investor-friendly policy framework that emphasizes development through equal emphasis on all inter-related sectors of the economy would attract investment to Gujarat

Interactive Session in Jamnagar

23 June, Jamnagar

CII members met office bearers of the Jamnagar Chamber of Commerce & Industry to understand its role in catering to the needs of the region, and to understand the problems faced by industries in Jamnagar, particularly the brass parts sector.

Interactive Session on Provident Fund

24 June, Rajkot

The interactive session with Mr Siddharth Singh, Regional Provident Fund Commissioner, Rajkot, discussed various schemes and amendments for the coverage of PF contribution, forms and returns and guidelines for grant of exemption under EPF and status of disposal of claims in Rajkot district.

Interactive Session with Dr Bakul Dholakia

26 June, Bhavangar

Dr Bakul Dholakia, Chief Mentor, Gujarat Vision of India@75 and Advisor to the Adani Group, moderated an interaction with delegates from industries / institutes to know their dream of India @ 75 and mobilize individuals with passion and commitment towards Nation Building, to be the Vision Ambassadors for the mission.

SME Funding Options

23 June, Bhavangar

The seminar made SMEs aware of different sources of finance available to them and how they can choose the best alternative for themselves.

3rd Gujarat Water Summit 2010

5 June, Ahmedabad

Gujarat is a water scarce state, requiring massive



B N Navlawala, Advisor to the Chief Minister of Gujarat, addressing the Water Summit

investments on reliable sourcing. Water availability is skewed towards the southern part of the state, necessitating bulk transmission of water. The Gujarat Water Summit on World Environment Day highlighted the Government's serious attempts at overcoming the water sector challenges. A CII-Tata Strategic Management Report on the Gujarat Water Sector was released on the occasion.

Food Processing Mission to Italy

13-20 June, Ahmedabad



The Indian Delegation in Italy

CII, with the Italian Trade Commission, organised this mission for participants to know about global trends in Cold Chains and how they could be adopted for the Indian market.

Investment in the Food Processing Sector

15 June, Anand



Piruz Khambatta, Chairman, CII Taskforce on Processed Food Outsourcing, and CMD Rasna Pvt Ltd; Bharat Solanki, Union Minister of State for Power; Subodh Kant Sahay, Union Minister, of Food Processing Industries; Yatindra Sharma, Chairman, CII Gujarat Council and Jt MD, KHS Machinery Ltd; and Tushar Chaudhary, Union Minister of State for Tribal Affairs

The session created awareness on the opportunities and incentives available for the food processing sector in Gujerat.

Better Shop Floor Practices

14 June, Vadodara

A half day hand holding workshop was held at Thermax plant in Savli for their blue collar workers on the fundamentals of better shop floor management.

IT for SMEs

5 June, Vadodara

CII in association with KPMG undertook the assessment process for a unique initiative of strengthening the IT competitiveness of SMEs in Vadodara. Six companies were assessed on their IT capabilities and current IT infrastructure.

Finance for Non-Finance Managers

25 June, Vadodara

The workshop helped decision-makers understand the basics of financial management. The participants learnt

to read the accounts, understand financial terminologies, financial measurements and targets - all from an operational management perspective.

Process Industry Conclave 2010

25 June, Vadodara

The Conclave was a platform to interact and discuss engineering technologies and innovation in process industries. The topics covered innovation, collaborative strategies and sustainable engineering solutions.

5S in Gujarati Language

30 June, Vadodara

CII has launched a series of training programmes for shop floor managers and supervisors of MSMEs on important issues related to quality, waste reduction, lean manufacturing and improving production efficiency in Gujarati language. The first workshop of the series was held on 5S.

Madhya Pradesh

Problem Solving & Decision Making

2 June, Bhopal

The programme discussed how to generate alternative solutions, using creative thinking and brainstorming and also to know about the different stages of the decision making process, and the importance of each stage in ensuring effective decisions are made.

Manufacturing Mission to Mandideep

18 June, Bhopal

The mission was undertaken to study good manufacturing practices of leading companies in various fields like Production, Quality, Maintenance and Cost Reduction, Supply Chain, Inventory etc. The Mission visited HEG Ltd and Tafe Motors & Tractors Ltd in Mandideep

Maharashtra

Ties with South Africa

2 & 3 June, Mumbai



Futhi Mtoba, President, Business Unity South Africa, Patrice Motsepe, Executive Chairman, Africa Rainbow Minerals; Ratan Tata, Chairman, Tata Sons; Anand Sharma, Union Minister of Commerce & Industry, India, Jacob Gedleyihlekisa Zuma, President, South Africa; Dr Rob Davies, Minister of Trade & Commerce, South Africa; Hari Bhartia, President, CII, and Chandrajit Banerjee, Director General, CII

An interactive session with Mr Jacob Gedleyihlekisa Zuma President, Republic of South Africa was held to identify more trade opportunities with the vision of enhancing the two countries' economies. The India – South Africa CEOs Forum was launched, to provide an institutional framework for strengthening and deepening the business relationship between the two countries. The conference also witnessed the signing of important MoUs in Biotechnology and Financial Services.

Water Management & Technology

4 June, Mumbai

The 2nd edition of the Water Management & Technology Conference focused on urban water management issues, emerging trends in industrial water management through the use of new technologies and shared some best practices and case studies by user industries. Ms Malini Shankar, Principal Secretary, Water Supply & Sanitation, Maharashtra, called for a focus on two critical areas - water and sanitation. Mr Hariprasad Hedge, Conference Chairman and Vice-



Water Management & Technology Conference

President & Business Head, Wipro Water, expressed concern over water scarcity and depleting ground water.

Roundtable on Environment

16 June, Mumbai



Dr Philip Douglas, First Secretary, Climate Finance & Technologies, British High Commission DFID India; Dr Neil Bentley, Director - Business Environment, UK CBI; and Dr J J Irani, Past President, CII & Director, Tata Sons Ltd

The meeting with Dr Neil Bentley, Director - Business Environment, UK Confederation of British Industry (CBI) shared best practices and experiences to handle Climate Change and the transition into a low carbon Indian economy.

Factory of the Future

17 June, Pune

The Mission to the future-ready, fully integrated Mahindra & Mahindra Plant, Chakan, observed the latest technological advancements used by MVML in manufacturing a range of products, from the 0.75 tonne LCV Maximmo to the high-end 49 tonne Mahindra Navistar trucks, all within the same plant. Various innovative features, like high-tech press shop, paint shop and an integrated colour changer – are part of the facility.

Water Management

17 June, Nashik

The seminar 'Water Management 2010: Challenges and Opportunities' discussed state-of-the-art technologies, products and services vis-à-vis rain water harvesting, recycling of waste water, supply and distribution, ground water management, water treatment and filtration etc.

Manufacturing Study Mission

22- 24 June, Pune

The delegates visited Tata Motors Ltd, Bajaj Auto Ltd,

Mercedes Benz India Ltd, Volkswagen India Private Ltd and Fiat India Automobiles Pvt Ltd., to identify core advantages in manufacturing that would be relevant to their own organizations.

Mutual Fund Summit 2010

23 June, Mumbai

The Chief Guest, Mr C B Bhave, Chairman, SEBI, released the 'CII-PwC Report on Indian Mutual Fund Industry – Towards 2015: Sustaining Inclusive Growth - Evolving Business Models.' The Summit had an interesting CEOs' Interactive Roundtable which deliberated on measures to take the mutual fund industry to the next level of growth.

National Conclave on Real Estate

25 June, Mumbai

The CII National Conclave on Real Estate: 'Maximizing Opportunities 2010 and Beyond' discussed the various factors to enable Indian real estate markets for a quick turnaround.

SHE Conclave 2010

30 June, Mumbai

The first edition of the SHE Conclave 2010 took stock of the realities, strategies and future course of action to address the issues and challenges confronting Safety, Health and the Environment. It also highlighted new technologies, products and services in these sectors.

Seminar on Transfer Pricing

30 June, Mumbai

The seminar on transfer pricing provided a comprehensive view of evolving litigation scenario, practical hurdles in Transfer Pricing implementation and the nexus between Transfer Pricing and Permanent Establishment issues.

Banking Access for the Visually Challenged

The CII WR Ability Forum works on issues pertaining to mainstreaming people with disabilities in the workplace. In 2010-2011, the Forum is focusing on creating banking access for the visually challenged. As part of this project, an e-handbook on FAQ: Banking Access for the Visually Challenged is being brought out to guide banks in making their services accessible. This will be uploaded on the CII web-site.

The e-book comprehensively covers questions and doubts about creating accessible banking services. It also presents two case studies of initiatives by State Bank of India and ICICI Bank and provides a resource list to help with implementation. Further on in the project, the Ability Forum will closely work with select banks to implement the guidelines.