

Incoming Business Delegations



Uzbekistan



Cuba



Malaysia



Tanzania



Argentina



Jordan



Belarus



Sweden



Uganda



Indonesia



Taiwan



Russia



Brazil



Trinidad & Tobago



The Global India Business Forum (GIBF) plays a significant role in fostering international business relationships and promoting economic cooperation between India and other countries. Organizing or supporting incoming business delegations is a part of GIBF's endeavors for enhancing bilateral trade. These typically involve high-profile visits and events designed to strengthen trade, investment, and strategic partnerships.

These incoming delegations often focus on sectors such as: Information Technology, Renewable Energy, Pharmaceuticals, Agriculture, Infrastructure, Manufacturing, Financial Services, Healthcare, Education and training, Tourism and Hospitality. This newsletter gives a fair idea of the incoming delegations handled by GIBF.

Russian Business Delegation led by Ministers (October 24-25, 2024)



The Global India Business Forum handled an incoming multi-sector business delegation from Russia to India on October 24 and 25. This event scored another milestone in strengthening bilateral trade relations between India and Russia.

The delegation was supported by the Government of the Sverdlovsk Region and the Ministry of International and Foreign Economic Relations. It was led by Mr. Oleg Aleksandrin, Deputy Minister of International and Foreign Economic Relations; Mr. Zelenkin Igor, Deputy Minister of Industry and Science; and Ms. Selyakhina Elena, Chief Specialist of the Export Support and Development Department.



October 24, 2024

The GIBF team handled the multi-sector Russian business delegation to India on October 24, 2024 at the Trident Hotel, Mumbai.

The delegation was led by Mr. Oleg Aleksandrin, Deputy Minister of International and Foreign Economic Relations; Mr. Zelenkin Igor, Deputy Minister of Industry and Science; and Ms. Selyakhina Elena, Chief Specialist of the Export Support and Development Department.

The sectors included oil and gas, metallurgy, education, pharmaceutical, lubricants, special purpose machine parts, isotopes, engineering - engine building and ultra-tech filter engineering. The Russian business leaders were looking to collaborate with Indian industries specifically on these sectors.

Around 30 business leaders from Russia and 120 from India attended the meeting. Initially, Mr. Oleg introduced the purpose of the delegation and spoke about how India-Russia relations could be further strengthened.

The business leaders from both the countries exchanged information regarding their respective businesses and discussed about taking forward their business relations.

October 25, 2024

The GIBF team along with the Abhi Group of Companies welcomed a ten-member multi-sector business delegation from Russia at its Pune office for a business networking meet.

The delegation was spearheaded by Mr. Oleg Aleksandrin, Deputy Minister of International and Foreign Economic Relations; Mr. Zelenkin Igor, Deputy Minister of Industry and Science; and Ms. Selyakhina Elena, Chief Specialist of the Export Support and Development Department. Notable Russian companies such as Intell Rus LLC and Kushva Roll Manufacturing Factory, JSC, were also represented.

The GIBF team, led by Founder and Global President Dr. Jitendra Joshi and Co-founder and Secretary

General Deepali Gadkari, was present for the networking event alongside members from the Abhi Group of Companies. Dr. Joshi opened the meeting with an inspiring introductory speech, emphasizing GIBF's dedication to fostering stronger bilateral trade relations between India and Russia.

Mr. Oleg expressed his appreciation for the warm welcome and highlighted the similarities between the Sverdlovsk Region and Pune, signaling a mutual interest in enhancing trade collaboration.

During the networking session, Indian business delegates shared their perspectives on expanding operations in Russia and discussed potential mutual benefits from increased bilateral trade. The dialogue underscored the commitment from both sides to explore new avenues for partnership.

Following the meet, the Russian delegation participated in industrial visits to manufacturing companies in Chakan, further solidifying the collaborative spirit and exploring firsthand the opportunities available in the Indian market.

The visit marks a significant step towards deepening the economic ties between India and Russia, with GIBF at the forefront of this collaborative effort.



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Trinidad & Tobago Delegation (October 18th, 2024)



The GIBF organized a delegation from Trinidad & Tobago in Mumbai which was attended by 12 Indian businesspersons from diverse sectors including pharmaceuticals, healthcare, manufacturing and infrastructure. The GIBF delegation was led by its Co-founder and Secretary General, Deepali Gadkari.

The event was graced by the High Commissioner of Trinidad & Tobago to India, H.E. Dr. Roger Gopaul; Administrative Attaché, Ms. Charlene Ramsundar; President of InvesTT - Trinidad & Tobago, Mr. Sekou Alleyne; and Business Advisor of ExporTT - Trinidad & Tobago, Ms. Sharmilla Khan.

The event promoted trade, investment, and trading opportunities in Trinidad & Tobago, particularly in sectors of manufacturing, pharmaceuticals, healthcare & infrastructure.

H.E. Dr. Roger Gopaul spoke about the deep connections that Trinidad & Tobago has with India culturally and bilaterally. He said that Diwali is the national festival of Trinidad & Tobago.

Mr. Sekou Alleyne shared insights on the pharmaceutical industry and the huge opportunities that Indian pharmacy manufacturers have in Trinidad & Tobago. He also informed about the various advantages of investing in Trinidad & Tobago and the lucrative incentives those Indian business leaders can avail.

Ms. Sharmilla Khan shared what could be exported from Trinidad & Tobago and what they would like to import from India.

The event was followed by B2G meetings over high tea wherein the government authorities from Trinidad & Tobago and business leaders from India interacted with each other to explore various opportunities in each other's countries.



Business Opportunities in Trinidad and Tobago

Tourism and Hospitality

With its rich cultural heritage and beautiful landscapes, there's potential for eco-tourism, boutique hotels, and cultural experiences.

Energy Sector

As a major player in oil and gas, opportunities exist in renewable energy projects, particularly solar and wind energy, as the country seeks to diversify its energy sources.

Agribusiness

There is a growing demand for local food production, organic farming, and agro-processing. Opportunities include sustainable agriculture and value-added products.

Information Technology

The IT sector is expanding, with opportunities in software development, IT consulting, and digital marketing services.

BPO Industry

Trinidad and Tobago's nascent BPO market is a Greenfield opportunity for English Voice customer service and technical support operations. This emerging BPO destination, ripe with investment opportunities and competitive advantages, is attracting a healthy mix of global service providers and domestic players to its shores.

Manufacturing

There are opportunities in light manufacturing, particularly in food and beverage production, pharmaceuticals, and construction materials.

E-commerce

As online shopping grows, starting an e-commerce business that caters to local and regional markets can be lucrative.

Health and Wellness

Businesses related to fitness, nutrition, and wellness, including gyms, spas, and health food products, are in demand.

Education and Training

There's potential for educational services, vocational training centers, and online learning platforms to address skills gaps.

Real Estate and Property Development

With a growing population and interest in residential and commercial properties, real estate development offers significant opportunities.

Maritime and logistics

Trinidad and Tobago is the ideal geographic location to conduct maritime and third-party logistics operations. The country's strategic location below the hurricane belt, coupled with its large naturally sheltered deep and calm harbor in the Gulf of Paria, allows for minimal downtime and continuous business operations. The geographical location at the southernmost end of the Caribbean islands positions it as a Launchpad to the Caribbean Community (CARICOM) and North America, and provides direct access to distribution markets in South, Central and North America. There are opportunities in Ship Repair and Dry Docking, Transshipment, Cold Stacking, and Third-Party Logistics.



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Incoming Delegation from Tanzania

India-Tanzania Investment Forum & Road Show 2024 (October 21st, 2024)



The Global India Business Forum (GIBF) in collaboration with the Marketing Assistance and Research Support (MARS), and in partnership with the Tanzania High Commission, Tanzania Investment Centre (TIC), Zanzibar Investment Promotion Authority (ZIPA), and other key bodies organized the India-Tanzania Business Forum and Investment Roadshow at Hotel Rangsharda (BKC), Bandra West in Mumbai on October 21, 2024. The event was graced by the High Commissioner of the United Republic of Tanzania to India, HE Anisa Kapufi Mbegi.

The GIBF is a leading international business chamber that supports SMEs across the world and facilitates bilateral trade and relations between India and other countries. MARS is an international trade and investment organization that facilitates successful partnerships between nations.

The event promoted trade, investment, and tourism opportunities in Tanzania, particularly in sectors such as agriculture, manufacturing, pharmaceuticals, mining, renewable energy, infrastructure, blue economy, and tourism. The event highlighted Tanzania's commitment to strengthening ties with India and fostering mutual growth. The event saw the presence of 52 well-known Indian companies and 20 Tanzanian companies.

At the onset, representatives of GIBF and MARS introduced their respective organizations to the dignitaries after welcoming them.

Latifa Kigoda, TIC Desk Officer – India gave a presentation on Investment Opportunities in Tanzania and introduced the Tanzanian delegation members.

Representatives of various organizations present for the roadshow gave presentations regarding their respective organizations, the investment opportunities and how trade relations could be fortified.

After the presentations by business organizations, HE Anisa Kapufi Mbegi delivered the keynote speech. She spoke about the trade relations between India and Tanzania and emphasized how these relations could be strengthened further. She appreciated the efforts of GIBF and MARS in building stronger business relations between India and Tanzania.

The event was followed by B2B meetings over lunch wherein the business leaders from both the countries could interact with each other.

The Tanzanian delegates included Mujaheed Mukadam of Muju Company T Limited that is into Export of Timber, Nestory E. Kissima, Investment Officer of Tanzania Investment Centre (TIC), Stephen Mlabwa, Investment Manager of Tanzania Ports Authority, Twahiri Magoolo, General Manager - MSD Medipharma

Manufacturing Co. Ltd, Hafsa Burhan, Marketing Manager of Zanzibar Investment Promotion Authority (ZIPA), Juma Mtono, Planning Officer of Tanzania Ports Authority, Baraka Imanyi, Director of Tz1st Co Ltd / Wazazi Co Ltd, Dr. Gloria Kessy Mheta, Managing Director of Hovite Holdings Ltd (Healthcare & Pharmaceuticals), Stanley Joel Bendera, Founder/CEO of Zumbe One (T) Limited (Exports - Agro-Business), Ms. Latiffa Kigoda, India Desk Incharge of Tanzania Investment Centre, Easter Constantine, Manager of Kamaka Modern Industrial Park, Augustino Saibull, Director of Project Development & Appraisal, PPP Centre, Shoma Kibende, Director of Corporate Services of Public Private Partnership Centre, Mr. Hassan, Director of Medical Store Department, Mr. Panduka of EPZA, Sector Manufacturing and Mr. Wilson Malosha, Director of EPZA (Export Processing Zones Authority).



GIBF Collaborates with Moscow Export Centre



About the Delegation

Moscow Export Center in collaboration with ICIB and GIBF had organized Russian-Indian Business Mission on August 6, 2024 at Jio World Centre, BKC, Mumbai. About 20 Russian companies and more than 100 Indian companies from various sectors were present for the event. The sectors included – IT, Service and Equipment, Film Industry, and Medicine.

Russian companies from the IT sector included – LLC BIMAR System, LLC MISS Engineering, LLC Trend Soft, LLC Elbius, LLC Awatera, LLC Self Soft Production, LLC Montrans, LLC Seventech, LLC AXELOBIT, and JSC Business Tech. From the Service and Equipment sector, LLC Mach Unit, LLC AQUATECHEXCEL, and LLC SOXRF were present. From the Film Industry, LLC Look Film, LLC Premier Documentary Movie Fellowship, LLC Home Production, and LLC Terra Anima participated. The medicine sector included LLC Melfon. After the inauguration, each company gave presentations about their company, their products/services and other details.

In the post-lunch session, the participants of the Russian-Indian Business Mission held B2B meetings with Indian companies to discuss the prospects of cooperation.



Uzbekistan Delegation



About the Delegation:

- The Global India Business Forum (GIBF) and the Embassy of Uzbekistan in India organized the India-Uzbekistan Pharmaceutical Meet on June 24, 2024, which saw a resounding success. The GIBF was established to promote businesses, with special emphasis on the MSME sector, across the globe and facilitate cultural exchanges, through its various unique initiatives. This India-Uzbekistan Pharmaceutical Meet was organized in this backdrop and to foster bilateral trade between India and Uzbekistan in the pharmaceutical sector.
- The event was held at the Embassy of Uzbekistan in New Delhi from 03:00 pm to 5:30 pm. It started with the opening of the business forum and introduction of the event by GIBF. India Coordinator of GIBF, Mr. DP Mishra introduced GIBF, its aims and initiatives. The opening address was delivered by H.E. Mr. Sardor Rustambayev, Ambassador of Uzbekistan to India. There were 22 business delegates from India and six pharmaceutical companies from Uzbekistan at the event. The Indian pharmaceutical sector is a thriving one and investors from this sector can expand their business in Uzbekistan.
- Director of Pharmaceutical Industry Development Agency, Uzbekistan, Mr. Abdulla Azizov gave a presentation on investment opportunities in Uzbekistan. The Pharmaceutical Meet concluded with B2B round table meetings of the delegates with many deals being discussed.



Business Opportunities:

Farming:

- Uzbekistan is a significant producer of cotton, however, there is potential to expand into growing different crops such as fruits, vegetables, and grains.
- Upgrading agricultural methods and technology presents a major chance.
- The increasing agricultural output can

be advantageous for food processing and packaging industries.

Textile:

- Fabrics and materials used in clothing and other textile products.
- Uzbekistan's textile industry, which is primarily centered around cotton, is well-established, but there is potential for expansion in higher-value items such as clothing and household textiles.
- Investing in textile machinery and technology has the potential for profitability.

Extraction of minerals:

- Uzbekistan possesses abundant mineral resources such as gold, copper, and uranium. Exploring, extracting, and processing these minerals provide substantial chances.

Power:

- The nation's increasing need for energy presents chances in renewable energy, specifically in solar and wind power.
- Exploring and producing natural gas and oil continue

to be important areas of focus. Production of goods by manual labor or by machinery in factories.

- Uzbekistan is concentrating on enhancing its manufacturing industry, with potential in automotive, pharmaceuticals, and electronics sectors.

Tourism:

- Traveling for pleasure or business, often to explore different destinations, experience new cultures, and engage in recreational activities.
- Investing in hotels, restaurants, and transportation infrastructure has the potential to yield profits.

Information Technology and Telecommunications:

- Uzbekistan is quickly growing its IT infrastructure, opening possibilities in software development, e-commerce, and digital services.



Argentina Incoming Delegation



About the Delegation

Global India Business Forum along with the Argentine Consulate General and Trade Centre of Argentina hosted a business delegation of Argentine exporters of various sectors (veterinary health - vaccines against salmonella for poultry, microencapsulated minerals - iron and magnesium, pulses, eco-friendly textile bags, olive oil, yerba mate tea, jams, sauces, pasta, and other food products) and Indian businesspersons at Mumbai. B2B meetings were also organized at the Nidhi Meeting Room of The Leela Mumbai, Sahar on March 1, 2023.

Business Opportunities in Argentina:

Argentina, despite its economic challenges, presents a compelling landscape for businesses. With a large domestic market, abundant natural resources, and a skilled workforce, the country offers significant opportunities for foreign investors.

Agriculture and Agribusiness:

Argentina is a global powerhouse in agriculture, producing soybeans, corn, wheat, and beef. Opportunities exist in agricultural technology, machinery, and processing. Wine production is a thriving industry with export potential.

Energy:

The country has abundant oil and gas reserves, with potential for exploration and production. Renewable energy, particularly solar and wind, is gaining traction. Energy infrastructure development offers opportunities.

Mining:

Argentina possesses significant mineral resources, including gold, copper, lithium, and silver. Exploration, extraction, and processing of these minerals present investment potential.

Manufacturing:

The automotive industry is a key sector, with opportunities for components and assembly. Food and beverage processing is another promising area.

Technology and Services:

The IT sector is growing, with opportunities in software development and outsourcing. Business process outsourcing (BPO) is a developing industry.

Infrastructure:

Argentina needs significant investment in transportation, energy, and telecommunications infrastructure.

Belarus Incoming Delegation

Global India Business Forum hosted a business delegation from the chemical sector, in Delhi, to strengthen economic ties and explore opportunities for collaboration between the two nations. The event included B2B meetings, seminars and networking events to discuss challenges and opportunities in the chemical sector. The delegation is aimed at promoting Belarus as an attractive destination for Indian businesses looking to expand their presence in the region and tap new markets. Belarusian and Indian companies gave presentations about their companies.

About the Delegation

The event was attended by Mikhail Samalzau, Head of the Free Economic Zone 'Brest', Alexander Zammerfeld, Head of the Department of Foreign Affairs and Investments, Free Economic Zone 'Brest'. On behalf of the Embassy of the Republic of Belarus, Mr. Vitaly Mirutko, Senior Counselor; Alexander Zytco, First Secretary; Yaroslav Kolesnik, Second Secretary - Economic and Trade Affairs; Pavel Nesterovich, Senior Specialist – National Center for Marketing and Value Studies were present. On behalf of Global India Business Forum, Founder & Global President of GIBF Dr. Jitendra Joshi and Co-founder and Director Ms. Deepali Gadkari were present.



Business Opportunities in Belarus

Belarus offers a unique blend of economic stability, skilled workforce, and government support, making it an attractive destination for businesses. While the country has faced challenges in recent years, it still presents opportunities for those willing to navigate the complexities.

Key sectors for business opportunities:

High Technology:

Belarus has a strong focus on IT and software development. The Hi-Tech Park offers tax benefits and a conducive environment for tech startups and established companies.

Agriculture:

With fertile land and a focus on food security, agriculture and related industries like food

processing and distribution can be profitable.

Manufacturing:

Belarus has a well-developed industrial base with a focus on machinery, metalworking, and chemicals. There's potential for modernization and expansion in these sectors.

Pharmaceuticals and Biotechnology:

The government is investing in these sectors, creating opportunities for research, development, and production.

Logistics and Transportation:

Belarus's geographic location makes it a potential hub for logistics and transportation, especially for goods moving between Europe and Asia.

Brazil Incoming delegation

About the Delegation

The Global India Business Forum (GIBF) had the honour of associating with Brazilian delegation for The Bharat Mobility Global Expo 2024 held at Pragati Maidan in New Delhi. A special delegation from the Brazilian sugarcane industry and bioenergy association (UNICA) had come from Brazil to participate in the Expo.

UNICA that specializes in sugarcane and ethanol industry has been closely working with the Indian government to exchange knowledge and technology to step up ethanol production in India and promote its adoption as an alternative fuel solution for mobility. As a forum, GIBF was invited to communicate with them regarding those who were interested in this section and connect GIBF's members to them. On behalf of GIBF, Founder and Global President of Global India Business Forum, Dr. Jitendra Joshi and Co-founder and Secretary General, Deepali Gadkari were present while Ms. Alethea Muniz, Corporate Communications UNICA represented the Brazilian organization. The GIBF team also had a successful interaction with Bruno Berrettini Campones do Brasil, Deputy Head of secom, Trade and Investment Promotion Sector, Embassy of Brazil.



Business Opportunities in Brazil

Agribusiness:

Brazil holds a prominent position in agriculture, offering extensive land suitable for cultivating soybeans, corn, coffee, sugarcane, and beef production.

Technology and Start-ups:

The tech industry in Brazil is thriving, particularly in urban centers like São Paulo and Rio de Janeiro. Promising opportunities exist in fintech, edtech, healthtech, and e-commerce start-ups.

Renewable energy:

Brazil's focus on renewable energy is evident through significant investments in hydropower, wind, and solar energy. There is also potential in bioenergy derived from sugarcane and other biomass sources.

Infrastructure Opportunities:

Abundant in Brazil due to the continuous infrastructure projects, which encompass enhancements in transportation such as roads, railways, and ports, as well as improvements in energy and urban development. Trends reveal that there are prospects in public-private partnerships (PPPs) and investments in smart infrastructure and logistics.

Consumer Goods and Retail:

The presence of a large and expanding middle class in Brazil results in a robust demand for consumer goods, spanning across electronics, fashion, and food and beverages. E-commerce is experiencing rapid growth, and there is a keen interest in both online and brick-and-mortar retail innovations.

Tourism:

In Brazil, the country's natural beauty, cultural heritage, and major events like Carnival and significant sporting events offer numerous opportunities in tourism-related services. The trends indicate a rise in eco-tourism and experiential travel, with an increasing demand for unique and sustainable travel experiences.

Healthcare and Pharmaceuticals:

Opportunities are arising in the expanding healthcare sector, specifically in medical devices, pharmaceuticals, biotechnology, and health services. Current trends involve a focus on enhancing healthcare accessibility and quality, coupled with investments in innovative treatments and technologies.

Education and Training:

Amid a growing emphasis on education and skill development, opportunities are emerging in educational technology, vocational training, and higher education. The demand for edtech solutions, such as online learning platforms and digital resources, is on the rise.

Real Estate and Construction:

Potential opportunities are present in both residential and commercial real estate, particularly in major urban centers and growing cities. There is a growing interest in sustainable construction and smart buildings.

Financial Services Opportunities:

Fintech, digital banking, and investment services offer opportunities as the financial sector evolves. Trends: Emphasis on financial inclusion, digital payment systems, and creative financial products is increasing.



Cuban Incoming delegation



About the Delegation:-

The Cuban delegation was led by Idalberto Perez Cabrera, Director General of the Industrial Office of the Ministry of Industry (MINDUS). His presence reiterated the Cuban government's commitment to promote international cooperation for enhancing economic growth. On behalf of GIBF, Founder & Global President Dr. Jitendra Joshi, Co-founder and Director Deepali Gadkari and others were present.

Sectors with potential for bilateral trade like steel production, electric vehicles (EVs), batteries and solar modules were the focus of the discussions. These sectors are significant for both countries because they meet their economic and environmental goals. The countries discussed about the potential for battery research, development, and production cooperatively to drive innovation, reduce costs, and contribute to the transition towards cleaner energy sources.

The Global India Business Forum (GIBF) hosted a distinguished Cuban delegation in its Delhi office on August 7, 2023. The main objective of this important event was to promote a fruitful dialogue between India and Cuba on various opportunities in trade and investment.



Business Opportunities in Cuba:

Tourism and Hospitality:

Cuba is a sought-after tourist spot renowned for its rich history, stunning shorelines, and lively culture. Prospects exist for the development and management of hotels, resorts, eateries, and tour services. Currently, there is a rising demand for eco-tourism, cultural tourism, and luxurious travel. Investing in infrastructure and services targeting these specific areas can be advantageous.

Agriculture and Food production:

Agriculture remains a vital sector, with opportunities in updating farming methods, enhancing food security,

and expanding the production of crops such as tobacco, sugarcane, and coffee. There's a shift towards sustainable farming techniques and increasing local food production to decrease dependency on imports.

Biotechnology and Pharmaceuticals:

Opportunities: Cuba has a well-established biotechnology sector, known for its innovative research and development of vaccines, cancer treatments and other medical advances. Tendency: Cooperation with international companies and partnerships can lead to the opportunity to develop products, distribution, and clinical trials.

Renewable Energy:

Opportunities: The Cuban government is focused on expanding renewable energy capacity, including solar, wind and biomass energy sources.

Trends: There is potential for investment in renewable energy projects and technologies, as well as energy efficiency improvements

Technology and communication:

Opportunity: Cuban's technical department is developing, and there are opportunities for IT services, digital communication, and mobile technology fields. Trends: The country is modernizing its telecommunications infrastructure, with investments expected to be made in internet access, mobile services, and digital platforms.

Real Estate and Construction:

Opportunities: There are opportunities in real estate development, particularly in the residential and tourism sectors. Infrastructure projects, including road construction and urban development, also offer potential.

Trends: The government is opening opportunities for private investment in real estate, particularly in the tourism and residential sectors.

Healthcare services:

Opportunity: With a strong healthcare system, there are opportunities to provide medical equipment, medicines and healthcare services. Trend: Investment in healthcare infrastructure and services, including diagnostics and specialty care, is increasing.

Education and formation:

Opportunities: There is a request for educational services and training programs, in areas such as linguistic training, vocational training and higher education.

Trends: Online education and digital learning platforms appear as areas with growth potential.

Retail and Consumer Goods:

Opportunities: The Cuban market offers opportunities in retail, particularly in the areas of consumer goods, electronics and furniture. Trends: There is an increasing expansion of consumer products and retail outlets, including local and international brands.

Cultural and creative industry:

Opportunity: Pressing Cuban's art and cultural scenes provides opportunities for entertainment, music, dance, and tourism related to art.

Trend: Investing in cultural events, art, and creative companies can use Cuba's rich cultural heritage.



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Indonesia Incoming Delegation

Global India Business Forum along with Indonesian Consulate in Mumbai organized a B2B meet for International Furniture Manufacturers on November 18, 2022 at Royal Dudes, Gurgaon East, and Mumbai. It was a complete strategic converging event for manufacturers from India to discuss and explore business with Indonesian furniture manufacturers, their comprehensive range of products and designs to India's top importers, retailers, chain stores, e-retailers, agents and distributors.



Business Opportunities in Indonesia:

Infrastructure and Construction:

Opportunities: As urbanization and economic growth continues, Indonesia is investing heavily in infrastructure projects such as transport (roads, rail, and ports), energy and urban development.

Trends: Focus on improving infrastructure to support economic development and reduce regional disparities. Public-private partnerships (PPPs) are common in large projects.

Technology and Digital Economy:

Opportunities: Indonesia's technology sector is growing rapidly, opening up opportunities for e-commerce, fintech, digital payments and technology startups.

Trends: Increasing mobile internet usage and a tech-savvy youth are driving the growth of digital platforms and services. Investments in technological innovation and digital infrastructure are increasing.

Consumer goods and retail:

Opportunities: With a growing middle class and rising consumer spending, opportunities are emerging in the retail, consumer goods and fast moving consumer goods (FMCG) sectors. **Trend:** The growth of E-commerce and Modern Retail format is more noteworthy, and demand for both local and international brands is growing.

Sightseeing and hospitality:

Opportunity: Various Indonesian attractions, from Bali beaches to Java cultural facilities, provide opportunities for hotels, resorts,

About the Delegation:

The highlights of this meet included attracting and bringing quality international manufacturers with contemporary and trendy furniture and bringing together various sectors of the industry to bring about success in business. From Indonesian Consulate - Mr. Agus Saptono (Consul General), Mr. Tolhah Ubaidi (Consul Economic), Mr. Pangky Saputra (Consul Economic), Mr. Vijay V. Tawdee (Senior Assistant of Economic) were present on the occasion. Ms. Djudjuk Aryati, Ms. Veronika Anggraini, Mr. Biyp Mukksen, Mr. Husein Jufri, Mr. Dafa Dzaki Nur Hakim, and EO officials were part of the Indonesian delegates. Indian importers, Mr. Sanjiv Sunu, Mr. Peter Louis and many others were present for the meet. Founder & Global President of GIBF, Dr. Jitendra Joshi, Co-Founder and Director of GIBF, Deepali Gadkari, Marketing Head and India Coordinator, Neelkamal Anchan, Assistant Marketing Manager, Aditya Agrawal and other representatives of GIBF and Abhi Group of Companies were present on the occasion.

sightseeing services, and tourism businesses.

Tendency: We are increasingly interested in ecotourism, healing sightseeing, and cultural tourism. Investment in sustainable tourism practices is in full swing.

Agriculture and Agribusiness:

Opportunities: Agriculture remains a key sector and there are opportunities to improve production efficiency, processing and export of commodities such as palm oil, coffee and spices. **Tendency:** We focus on sustainable and technical agricultural practices to improve productivity and reduce the impact on the environment.

Renewable energy:

Opportunities: Indonesia is investing in renewable energy sources such as solar, wind, and geothermal energy to diversify energy mixture and satisfy energy needs.

Tendency: The government sets up target indicators and

provides investment opportunities for green energy projects to increase the share of renewable energy sources with energy mixtures.

Health and Pharmaceuticals:

Opportunities: The healthcare sector is growing, opening up opportunities in the areas of medical devices, pharmaceuticals, and medical services. Trends: Emphasis on improving health infrastructure and expanding access to health services, especially in rural areas.

Education

Opportunity: Especially in vocational training, higher education, and language education, there are requests for education services and training programs.

Trend: The rise of online education and digital learning platforms creates new opportunities in the education department.

Real Estate and Property Development:

Opportunities: Real estate development is booming, especially in major urban centres such as Jakarta and Surabaya, with residential, commercial and mixed-use property opportunities. Trends: Interest in smart cities and sustainable real estate projects is increasing, driven by urbanization and the growing demand for modern living spaces.

Manufacturing and Industrial Development:

Opportunities: Indonesia's manufacturing industry offers opportunities in sectors such as automotive, electronics, textiles and consumer goods.

Trends: The government is focused on developing the industrial base through initiatives such as the "Making India 4.0" program, which aims to improve industrial competitiveness through technology and innovation.



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Jordan Incoming Delegation

Global India Business Forum had hosted the Jordanian delegation meet GIBF in New Delhi, India on July 12, 2023, at Avanta Business Centre, Connaught Place, for textile, agro, food, pharmaceuticals, cotton, fertilizers, and mining sectors. Around 45 businesspersons marked their presence for the exclusive B2B meet.

About the Delegation:-

The diplomats from Jordan included Mr. Mohammad Harahsheh - Economic Councilor Embassy of The Hashemite Kingdom of Jordan, Mr. Bilal Hammouri, Director of Investment Promotion Department, Ministry of Investment, Mr. Tariq Hijazi, Assistant Secretary General of Arab Businessmen Federation, Mr. Ali Qussairy, Head of India Desk - Jordan Ministry of Investment. GIBF and Jordan Businessmen Association (JBA) signed the Memorandum of Understanding on Jordanian-Indian Business Council during the delegation meet.



Business Opportunities in Jordan:

Tourism and Hospitality Opportunities:

Jordan's rich historical and cultural heritage, including Petra, the Dead Sea and Wadi Rum, attracts tourists from all over the world. Opportunities exist in the development and management of hotels, resorts and tourism services. Trends: There is growing focus on sustainable tourism and ecotourism, which could lead to the development of new attractions and experiences.

Renewable Energy:

Opportunities: Jordan has significant potential for renewable energy projects, including solar and wind power, due to its favourable climate and geographic conditions.

Trends: Governments have set ambitious targets to increase the share of renewable energy in the energy mix, creating opportunities for investment in green energy projects and technologies.

Technology and Innovation:

Opportunities: Jordan's technology sector is growing, opening opportunities in IT services, software development, fintech and digital transformation.

Trends: We are seeing a trend towards innovation and entrepreneurship, driven by initiatives such as the Jordan Innovation Center and various tech hubs in Amman.

Agriculture and Food Processing:

Opportunities: Agriculture remains a vital sector with the potential to increase productivity, modernize methods and expand food processing capacities.

Trends: There is growing interest in sustainable agriculture and food security, with opportunities in agrotechnology and value-added foods.

Education and training:

Opportunities: There is a demand for educational services and training programs, particularly in higher education, vocational training and language teaching.

Trend: The growth of online education and digital learning platform provides new opportunities for education sector.

Real Estate & Construction:

Opportunities: The real estate sector offers opportunities for residential, commercial and mixed-use developments, especially in urban areas like Amman.

Trends: There is growing interest in infrastructure projects related to urban development and public facilities, as well as smart and sustainable construction methods.

Healthcare and Pharmaceuticals:

Opportunities: Jordan has a growing healthcare sector with opportunities in medical equipment, pharmaceuticals and medical services. Trends: Emphasis on improving healthcare infrastructure and expanding healthcare services, including specialty care and medical tourism.

Mining and Minerals Opportunities:

Jordan is rich in mineral resources, especially phosphate and potash. Opportunities exist to extract, process and export these resources.

Trends: The government is looking to expand and modernize the mining sector with both exploration and development potential.

Industrial production and development:

Opportunity: Production sector, including textiles, chemicals, and building materials, provides opportunities for growth and investment.

Trend: There is an urge to modernize industries and the development of added value -added production processes.

Financial Services:

Opportunities: The financial sector in Jordan is evolving, with opportunities in banking, insurance, and investment services.

Trends: Technological developments and changing consumer preferences are driving increased interest in fintech solutions and digital banking.



Malaysia Incoming Delegation

About the Delegation -

Global India Business Forum in collaboration with MIDA organized a seminar on business opportunities in Malaysia for businesspersons from all sectors. A delegation from Malaysia visited Mumbai on 13th February 2023 at Hotel Taj Lands End, Band Stand, BJ Road Bandra West, Mumbai.

Business Opportunities in Malaysia:

Digital technology and economy:

Opportunities: The technology sector of Malaysia is developing rapidly, with the capacities of fintech, electronic commerce, digital marketing and software development. **Trend:** Thanks to Initiatives, such as the Malaysian Digital Economy Plan, the government's desire to become a digital economic leader will create opportunities for technical startups and digital transformation projects.

Tourism & Hospitality:

Opportunities: Malaysia's diverse tourist destinations, from the bustling city life of Kuala Lumpur to the beaches of Langkawi and the cultural heritage of Penang, offer opportunities for hotel management, tourism services and ecotourism.

Trends: A focus on sustainable tourism and developing new destinations and experiences is likely to drive increased investment in the hospitality sector.

Manufacturing and Industry:

Opportunities: Malaysia has a well-developed manufacturing sector with opportunities in electronics, automotive parts, engineering and textiles. **Trends:** There is an increasing focus on high-tech and advanced manufacturing, including the development of smart factories and automation technologies.

Renewable Energy:

Opportunity: Malaysia is investing in renewable energy sources such as solar, wind and biomass to diversify its energy mix and achieve its Sustainable Development Goals.

Trend: The country's efforts to reduce carbon emissions and increase the share of renewable energy sources are creating opportunities for investment in green energy projects and technologies.

Agriculture and Agribusiness Opportunities:

Agriculture remains a key sector, offering opportunities in palm oil, rubber and food processing. **Trend:** There is growing interest in sustainable agricultural practices and agritech innovations to



improve productivity and address environmental challenges.

Real Estate & Property Development:

Opportunities: Real estate development offers opportunities in residential, commercial and mixed-use properties, especially in growing urban areas such as Kuala Lumpur and Penang.

Trends: The development of smart cities and green buildings, as well as infrastructure projects, present investment and development opportunities.

Healthcare and Pharmaceuticals:

Opportunities: Malaysia's healthcare sector is expanding with opportunities in medical devices, pharmaceuticals and healthcare services.

Trends: Focus on medical tourism and improving healthcare infrastructure, including specialized services and digital health, creates investment potential.

Education and Formation:

Opportunities: There is demand for educational services and training programs, especially in higher education, vocational training, and language training.

Trends: The rise of online education and the need for skill development in new areas are creating opportunities for educational technology and learning solutions.

Financial service:

Opportunity: Malaysian financial sector has increased, and there are opportunities for banks, insurance and investment services. **Trends:** The development of Islamic financing and fintech solutions, motivated by the role of Malaysia as a world leader in Islamic banking, presents new commercial opportunities.

Consumer Products & Retail:

Opportunities: A growing middle class and rising consumer spending are creating opportunities in the retail, consumer goods and fast-moving

consumer goods (FMCG) sectors.

Trends: There is a notable expansion of e-commerce and modern retail formats, and demand for domestic and international brands.



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Russia Incoming Delegation

Global India Business Forum was part of the Russian delegation led by Timur Vekilov, Head representative of Russian Export Centre in India. The delegation had business to business (B2B) meetings with 25 companies from the construction, agriculture, jewelry and interior trends, and cosmetics sector at the Russia Trade Centre Office in World Trade Centre, Mumbai on November 16, 2022.



About the Delegation –

Eminent companies from Russia like Znamensky Composite Plant, Kalina Farm, SE Pechnikov Facades and Spring LLC were part of the delegation. Founder & Global President of GIBF, Dr. Jitendra Joshi, Co-Founder and Director of GIBF, Deepali Gadkari, Marketing Head and India Coordinator, Neelkamal Anchan, Assistant Marketing Manager, Aditya Agrawal and other representatives of GIBF and Abhi Group of Companies were present on the occasion. On November 17, 2022, GIBF hosted the Russian delegation for Logistics/SCM/Transportation at The Fern, Chembur, Mumbai.

The delegation met representatives from Abhi Group of Companies to collaborate on logistics and related sectors. Dr. Joshi, Ms. Neelkamal Anchan and other representatives of Impact Logistics and Ash Logistics from Abhi Group of Companies were present on the occasion.

Business Opportunities in Russia:

Energy Sector Opportunities:

Russia is one of the world's largest producers and exporters of oil and natural gas. Opportunities exist in upstream exploration and production, and downstream activities such as refining and distribution.

Trends: The country is also investing in technological advances in renewable energy and energy efficiency, creating opportunities for alternative energy projects and energy infrastructure.

Technology and Innovation:

Opportunities: Russia's technology sector is expanding and offers potential in the areas of software development, IT services, cybersecurity and fintech. The government supports technological innovation through various initiatives and investments in digital infrastructure.

Trends: Startups and tech hubs in cities like Moscow and St. Petersburg are driving growth, and interest in artificial intelligence, blockchain, and digital transformation is growing.

Manufacturing and Industrial Development Opportunities:

The manufacturing sector offers opportunities in the areas of automobile production, machinery, electronics and chemicals. The Russian government is focused on modernizing the industrial base and improving local manufacturing capabilities. Trends: There is a trend towards high-tech manufacturing and automation, with opportunities for investment in smart factories and advanced manufacturing technologies.

Agriculture and agribusiness:

Opportunities: Agriculture remains an important sector, with opportunities in crop production, livestock, food processing and agritech. Russia is a large grain manufacturer, especially wheat.

Trend: Increases the practice of sustainable agriculture and interest in technology, and improves performance and efficiency.

Real Estate & Construction:

Opportunities: The real estate sector includes residential, commercial, and mixed-use properties. In particular, the urban areas of Moscow and St. Petersburg offer high-level opportunities for real estate and

infrastructure.

Trend: Sustainable and intelligent construction projects are determined by urbanization and modern development needs.

Healthcare and Pharmaceuticals:

Opportunities: Russia's healthcare sector offers opportunities in the areas of medical devices, pharmaceuticals and medical services. There is a demand for modern medical technology and innovative health solutions.

Trend: The development of medical tourism and specialized medical centers is increasing, and investment in health infrastructure is increasing.

Tourism and Hospitality Opportunities:

Russia's rich cultural heritage, historical sites and diverse landscapes provide opportunities for the tourism sector, including hotel management, tourism and travel services.

Trend: There is a possibility of the development of new tourist spots and promoting domestic and international tourism.

Financial business:

Opportunities: Financial sector, including banks, insurance, and investment services, provides growth opportunities, especially in fintech and digital banking services.

Trend: The expansion of digital financial services and innovation in FinTech Innovation is a major development field supported by the growing demand for modern financial decisions.

Transportation and Logistics:

Opportunities: Given its vast size and strategic location, Russia offers opportunities in the areas of transportation and logistics, including infrastructure development, freight services and supply chain management. Trend: Investments in transport infrastructure such as rail and ports are key to increasing connectivity and trade efficiency.

Education and Training Opportunities:

There is a demand for educational services such as higher education, vocational training, and language training. The growth of online and distance learning platforms also provides opportunities.

Trends: There is growing interest in developing educational technologies and training programs that meet the needs of emerging industries.



Sweden Incoming Delegation

Global India Business Forum along with the Consulate General of Sweden organized the Sweden-India Smart City and Innovation roundtable on 14 February 2023 at NKN E-Classroom, The Indian Institute of Science Education and Research (IISER), Pune.



About the Delegation –

Vinnova, IVL Swedish Environmental Research Institute, Smart City Sweden, and Business Sweden India were among the organizers. The workshop on sustainable solutions included waste management, water literacy, and automobile sectors. Researchers, companies, innovators exchanged knowledge, technologies and discussed possible opportunities with Swedish counterparts within the areas of Smart cities.

Business Opportunities in Sweden:

Technology and innovation:

Opportunities: Sweden is a leader in the field of technology and innovation, with capacity in sectors such as IT services, software development, fintech and digital transformations. Trends: There is a focus on emerging technologies such as artificial intelligence (AI), blockchain and the Internet of Things (IoT), supported by robust startup ecosystems in cities such as Stockholm and Gothenburg.

Green Energy and Sustainable Development:

Opportunities: Sweden is a pioneer in renewable energy and sustainable development. Opportunities exist in solar energy, wind energy, bioenergy and sustainable infrastructure projects. Trends: The country's efforts to reduce carbon emissions and transition to a green economy are creating opportunities for investment in clean technologies and sustainable practices.

Health and Biotechnology:

Opportunities: Sweden has a strong healthcare sector with opportunities in biotechnology, pharmaceuticals and medical devices. The country's focus on research and development is driving innovation in healthcare

solutions.

Trends: Advances in personalized medicine, digital health, and biotechnology research are driving growth in the sector.

Manufacturing and Industry:

Opportunities: Sweden's manufacturing sector includes high-tech industries such as automotive, aerospace and industrial engineering. The country is known for its high-quality production processes and advanced production.



Trends: The emphasis on intellectual production and automation increases, with capacities in industry technologies 4.0.

Tourism and Hospitality Opportunities:

Sweden's natural beauty and vibrant cities provide tourism opportunities in hotel management, travel services and ecotourism.

Trend: Sustainable tourism and experiences around Sweden's unique cultural and natural attractions are growing in popularity.

Retail and e-commerce:

Opportunities: Sweden's retail sector is expanding, opening opportunities in both brick-and-mortar stores and e-commerce. The country has a high level of digital adoption, making it a lucrative market for online transactions and digital services.

Trends: The growth of e-commerce and demand for innovative retail solutions offers significant opportunities.

Financial services:

Opportunities: The Swedish financial sector offers opportunities in banking, insurance and investment services, with a particular focus on technology and digital financial solutions.

Trend: Advances in digital banking, payments, and fintech are driving innovation and growth in the sector.

Education and Training:

Opportunities: There is demand for education services such as higher education, vocational training, and e-learning solutions.

Trends: The focus on digital



learning platforms and skill development for the digital economy is creating opportunities in edtech.

Real Estate and Property Development:

Opportunities: The real estate sector includes opportunities in residential, commercial and mixed-use development. Large cities like Stockholm and Malmö offer potential for investment and

real estate development.

Trend: Sustainable and energy-efficient construction methods are becoming increasingly important, opening opportunities for green real estate projects.

Agriculture and food production:

Opportunities: The Swedish agricultural sector, although relatively small, offers opportunities in organic farming,

food processing and agro-technological innovations.

Trend: Consumer demand for high-quality, environmentally friendly products is driving interest in sustainable agriculture and local food production.



Malaysia Incoming Delegation

Export Acceleration Mission for Malaysian Companies and Global India Business Forum (GIBF) that manages incoming and outgoing business delegations globally, handled the Malaysian delegation on October 31, 2023 in Mumbai and also facilitated the business networking session between Malaysian and Indian companies.



The Consulate General of Malaysia (Trade Section), MATRADE Mumbai organised the Export Acceleration Mission for Malaysian Companies to Mumbai, India. The objective of the mission was to enhance bilateral trade, explore new business opportunities and potential business collaboration with Indian businesses. The sectors included - ICT, housewares, machinery, oil and gas, food and beverages, building materials, pharmaceuticals, electrical and electronics, chemical and chemical products, construction and professional services. Around 100 persons attended the meeting, including 25 Malaysian companies and about 25 Indian companies. On behalf of MATRADE, Norman Dzulkarnain Nasri, Trade Commissioner/Counsellor, Consulate General of Malaysia Trade Section (MATRADE Mumbai) was present while on behalf of GIBF, Founder and Global President Dr. Jitendra Joshi, Co-founder and Secretary General Deepali Gadkari and team were present.

Taiwan Incoming Delegation



About the Delegation - GIBF organised a summit On Business opportunities in Taiwan. The Taiwan External Trade Development Council has developed a well-coordinated trade promotion and information network. TAITRA's major functions are Market Development, Strategic Marketing, Trade Information Services, Exhibitions, and Convention Services.



Business opportunities in Taiwan:

Technology and electronics:

Opportunity: Taiwan is the world leader in the production of semiconductors, electronic devices, and technology. Opportunities abound in areas such as chip production, electronics design, and high-tech research and development.

Trends: The growth of artificial intelligence (AI), the Internet of Things (IoT), and 5G technology is driving demand for innovative tech solutions and components.

Health and Biotechnology:

Opportunities: Taiwan's healthcare sector offers

opportunities in medical devices, pharmaceuticals and biotechnology. This country is known for advanced medical technology and research skills.

Trend: Increases interest in individualized medical care, digital medical solutions, and biotechnology innovation, supported by Taiwan's powerful research and development infrastructure.

Green Energy and Environmental Technology:

Opportunities: Taiwan is investing in renewable energy sources such as solar and wind power, as well as energy efficiency technologies. Opportunities exist in green

energy projects and environmental solutions.

Trends: The focus on sustainability and carbon reduction is driving demand for clean technologies and environmentally friendly practices.

Manufacturing and Industrial Automation:

Opportunities: Taiwan's manufacturing sector is well developed, offering opportunities in precision engineering, automotive parts and industrial automation. The country is a hub for high-quality manufacturing and advanced manufacturing processes.

Trends: Focuses on intelligent manufacturing and automation technologies, including robotics and advanced manufacturing systems.

Tourism and Hospitality Opportunities:

Taiwan's diverse attractions, including natural landscapes, cultural heritage and vibrant cities, provide opportunities for tourism, hospitality and travel services. **Trends:** There is growing interest in eco-tourism and cultural tourism, driven by

both domestic and international visitors.

Education

Opportunity: Taiwanese education sector provides opportunities for higher education, vocational training, and language education. Demand for high quality educational services and electronic training solutions increases. **Trends:** It should be noted that the expansion of online platforms and distance learning platforms, as well as the emphasis on the development of skills for the development of industries.

Financial Services Opportunities:

Taiwan's financial sector offers

opportunities in banking, insurance, and investment services. Taiwan is also developing a fintech ecosystem, opening possibilities for the growth of digital finance and financial technology.

Trends: The rise of digital banking and fintech innovations is transforming the financial services landscape.

Agriculture and Food Processing:

Opportunities: Taiwan's agriculture sector offers opportunities for high-tech agriculture, food processing and agri-technology solutions. This country is given by a large accent for food safety and quality.

Trends: We are increasingly

interested in innovative technologies for stable practice of agriculture and food production.

Real Estate and Property Development:

Opportunities: The real estate sector offers opportunities for residential, commercial and mixed-use development, particularly in major cities such as Taipei and Kaohsiung.

Trends: Reflecting trends of urbanization and modernization, sustainable and smart building projects are becoming increasingly important.



Tanzania Incoming Delegation



About the Delegation –

Global India Business Forum had organized the India-Tanzania Investment Forum in association with Tanzania Investment Centre and Marketing Assistance and Research Support (MARS). Chief Guest, Her Excellency Ms. Anisa Kapufi Mbega, High Commissioner of the Republic of Tanzania to the Republic of India shared comprehensive insights into the economic landscape of Tanzania and the potential for fruitful collaboration with India. She also spoke about the long-standing relation between India and Tanzania, and it can be further strengthened.

Ms. Latiffa Kigoda of the Tanzania Investment Centre shared a valuable presentation on the opportunities that business leaders of the respective countries can explore.

Other delegates also spoke about business opportunities and possible trade relations between the two countries. Rekha Sharma, Founder of MARS, spoke about collaboration between India and Tanzania to boost economic ties. Business delegates from several sectors of India and Tanzania attended the event and had fruitful discussions during the B2B meeting at the event. Many business deals also are in the pipeline.





Business opportunities in Tanzania:

Agriculture and Agribusiness:

Crop Production: Tanzania has fertile land for growing cash crops such as coffee, tea and tobacco. There is also potential for horticulture and organic farming.

Livestock: Opportunities in dairy, poultry and aquaculture.

Processing: There are investment opportunities in processing agricultural products such as fruits, vegetables and grains.

Tourism:

Ecotourism and adventure tourism:

With its national parks, Mount Kilimanjaro and beaches, Zanzibar has a growing market for sustainable adventure travel.

Cultural tourism: Opportunities exist to promote local culture and heritage.

Renewable energies:

Solar energy:

Strong potential for solar energy projects, especially in rural areas where access to electricity is

limited.

Biogas and wind energy: These are also emerging sectors with growth potential.

Infrastructure and Real Estate:

Construction:

Rapid urbanization and population growth are creating demand for residential, commercial and industrial construction.

Affordable Housing: Affordable housing solutions are required in both urban and rural areas.

Production:

Textiles and Clothing:

The local textile industry has potential in both manufacturing and retail.

Consumer Products: There is a growing market for locally produced consumer products.

Technology and Digital Services:

Fintech:

There is a demand for innovation in financial technology, such as mobile banking and digital payment solutions.

E-commerce:

The growth of online retail and digital marketplaces creates opportunities.

Healthcare Services:

There is a demand for improved healthcare facilities and services.

Pharmaceuticals: Opportunities exist in the manufacturing and distribution of medical supplies and medicines.

Education and Training:

Private Schools and Vocational Training: With a growing population and demand for skilled labor, there are opportunities for investment in education and training institutions.

Transport and Logistics:

Infrastructure Development: Investment in road networks, ports, and railways is key to improving logistics.

Logistics Services: As commerce grows, so does the need for efficient logistics solutions.

Uganda Incoming Delegation



About the Delegation:

Forty business leaders participated in the India Uganda Business Summit that discussed business opportunities in sectors like agriculture, IT and ITES, energy, leather, chemicals, plastics and tourism. The esteemed dignitaries of the UIA included Margaret L. Kyogire, Deputy High Commissioner, Uganda High Commission; Naima Obombasa, Uganda Investment Authority Board Member and Richard Nuwenyesiga, Deputy Director - Innovation, Science and Technology Development at Uganda Investment Authority. Also present were Sanjiv Ramanlal Patel, Director of Tomil Group of Companies and the oldest Indian in Uganda, and Dr. Amol Shinde, Private Secretary to Chief Minister, Government of Maharashtra and Private Secretary to Union Minister of State for Agriculture and Farmer Welfare. The GIBF team was also present for the Summit.



Business Opportunities in Uganda:

Agriculture and Agro-Industry:

Crop: Uganda's favourable climate encourages the cultivation of crops such as coffee, tea, maize and fruits. There is also potential in organic farming and export-oriented agriculture. **Livestock:** Investment opportunities in dairy, poultry and fish farming. **Processing agricultural commodities** such as corn meal, fruit juice and oils adds value and creates market opportunities.

Tourism:

Ecotourism: Uganda is known for its diverse wildlife, including mountain gorillas, which attract ecotourists. Investing in eco-friendly lodges and tourism businesses can be profitable. **Cultural Tourism:** Promoting Uganda's cultural heritage and traditional crafts to attract tourists.

Energy:

Renewable Energy: Opportunities for solar, hydroelectric and biomass energy to meet growing energy demand and support rural electrification. **Oil and Gas:** The discovery of large oil reserves creates opportunities for exploration, production, and related services.

Infrastructure and Real Estate:

Construction: Rapid urbanization is creating demand for residential, commercial, and industrial construction projects. **Affordable housing.** There is a growing need for affordable housing in cities and suburbs.

Production:

Consumer products: Investments in food and beverages, textiles, and furniture. **Construction materials:** Production of building materials such as cement, brick and tiles to support growth infrastructure.

Digital technology and service:

Fintech: Innovation of financial technology such as mobile payment and digital banks develops quickly. **E-commerce:** Increasing internet penetration opens up opportunities for online commerce and digital marketplaces.

Health and Medicine:

Healthcare Services: There is a demand for improved healthcare facilities, medical equipment, and health insurance services. **Pharmaceuticals:** Opportunities for the production and distribution of medicines and medical supplies.

Education and Training:

Private Education: The growing demand for quality education is creating opportunities for private schools and vocational training centers. **Vocational Training:** Provide training in skills relevant to new industries such as IT and technical jobs.

Transport and Logistics:

Infrastructure Development: Investment in road, rail and port networks to improve connectivity and support regional trade. **Logistics Services:** As trade grows, efficient logistics solutions become more important.

Financial Services:

Insurance: Expand insurance services covering various areas including health, life and property.

Investment Advisor: Provides financial and investment advisory services to domestic and international clients.



Uzbekistan Incoming Delegation

On November 24, 2022, Pune had the honor of hosting a distinguished delegation from Uzbekistan, led by H.E. Dilshod Akhatov, the Ambassador Extraordinary and Plenipotentiary of the Republic of Uzbekistan to the Republic of India. This important visit was marked by a series of Business-to-Business (B2B) meetings meticulously organized by the Global India Business Forum (GIBF), where 15 prominent companies from various sectors, including construction, travel and tourism, information technology, finance, logistics, education, and pharmaceuticals, participated.

The event took place at the Ramada Hotel in Hinjewadi, providing an excellent platform for fostering bilateral trade and collaboration between Indian and Uzbekistani businesses. The presence of the former Deputy Prime Minister of Uzbekistan further underscored the significance of this gathering, adding a level of diplomatic gravitas to the proceedings.

The event was graced by the Global President of GIBF, Dr. Jitendra Joshi, and Neelkamal Anchan, Marketing Head, and India Coordinator of GIBF. The event not only facilitated meaningful discussions but also laid the groundwork for future collaborations across multiple sectors, strengthening the economic relationship between India and Uzbekistan.

To further emphasize the diversity and potential of the sectors represented during this significant event, it's important to highlight the specific opportunities and synergies that these industries offer for both Indian and Uzbekistan businesses.

Business opportunities in Uzbekistan:

Construction: The construction sector in Uzbekistan is experiencing rapid growth, driven by government initiatives to modernize infrastructure, including roads, housing, and public buildings. The B2B meetings provided a platform for Indian companies to explore joint ventures, technology transfer, and supply chain collaborations with Uzbekistani counterparts.

Travel and Tourism: Uzbekistan, with its rich cultural heritage and historic Silk Road cities like Samarkand and Bukhara, is keen to attract more tourists, particularly from India. Indian companies specializing in travel services, hospitality management, and tour operations can find lucrative opportunities to collaborate on developing tailored tour packages, marketing campaigns, and hospitality training programs.

Information Technology: The IT sector in Uzbekistan is growing as the country embraces digital transformation across various industries. There is a strong demand for



expertise in software development, IT consulting, cybersecurity, and e-governance solutions.

Finance: Uzbekistan's financial sector is undergoing reforms aimed at improving regulatory frameworks and expanding access to financial services. The B2B meetings provided a platform for financial institutions and fintech companies from India to explore partnerships in areas such as mobile banking, digital payments, microfinance, and investment advisory services.

Logistics: As a landlocked country, Uzbekistan is focusing on improving its logistics and transportation infrastructure to facilitate trade and connect with international markets. Indian logistics companies can play a key role in this transformation by offering expertise in supply chain management, warehousing solutions, and cross-border trade facilitation.

Education: The education sector in

Uzbekistan is evolving, with an emphasis on improving the quality of higher education and vocational training. Indian educational institutions and edtech companies have the opportunity to collaborate on curriculum development, teacher training, and the establishment of joint degree programs.

Pharmaceuticals: Uzbekistan's pharmaceutical industry is expanding as the government prioritizes healthcare improvements and the production of essential medicines. The discussions during the event focused on potential collaborations in drug production, clinical research, and the establishment of manufacturing facilities in Uzbekistan.

The B2B meetings facilitated an exchange of ideas and strategies, paving the way for sustained economic partnerships. With the support of diplomatic and business leaders, including the presence of the former Deputy Prime Minister of Uzbekistan, these discussions are expected to lead to concrete outcomes, such as joint ventures, expanded trade relations, and increased investments across these key sectors.



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