



INDIA - CHINA BUSINESS DEVELOPMENT FORUM

**Assistance to Enhance
Bi-lateral Trade, Industrial Development,
Investment Promotion and SME Development**



Initiated by



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA



INDIA INTERNATIONAL TRADE CENTRE
(IITC-INDIA)

Preamble

China and India historically share common values based on the oriental philosophy, way of life, ancient trade and cultural interactions, grass root economy as well as

a strong entrepreneurial spirit, all of which support the bilateral Strategic Partnership.



India and China are bound to regain a considerable part of their share of the world GDP that they had lost during two centuries of European colonialism. China has already trebled its share of world GDP over the past two decades while India has doubled it. The rise of Asia will be the most important development of this century that presents tremendous opportunities and benefits for India and China. Therefore, this exclusive Forum has been established to promote inter-regional cooperation on trade & investment.

Initiated by

India International Trade Centre (IITC-INDIA) and Small & Medium Business Development Chamber of India (SME Chamber of India) are registered as 'Not for Profit' organisations recognised and supported by Government of India and Government of Maharashtra. Both the organisations have been providing assistance and support to Indian and Overseas companies to promote export - import and establish and enhance business contacts by organising various trade promotional activities in India and abroad for last many years.

Mr. Chandrakant Salunkhe - President, India International Trade Centre (IITC-INDIA) and Small and Medium Business Development Chamber of India (SME Chamber of India) and **Mr. Michael Chen** - CEO, Suzhou International Expo Centre (SIEC) have taken initiative to set up India-China Business Development Forum (ICBDF) with the support and guidance of eminent personalities from Industry / International trade and Government authorities of both the countries with the objective to provide a unique platform to enhance business contacts and bilateral trade between the Indian and Chinese entrepreneurs in various sectors.

Mr. Chandrakant Salunkhe and Mr. Michael Chen will implement Forum's activities in India and China respectively. The Forum is registered as a not for profit organisation and is functioning as a Chamber of Commerce in India and China.

Inauguration of the Forum

The Forum was inaugurated at Mumbai on 26th March 2007 by **Mr. Jayant Patil** - Hon'ble Minister for Finance & Planning, Government of Maharashtra, in the presence of **Mr. Wang Jinhua** - Chairman, Suzhou Industrial Park, China, **Mr. Zhang Weiguo** - The Consul General, Consulate of Peoples Republic of China in Mumbai and Senior Government Officers of Maharashtra State and Entrepreneurs from China and India.



Objectives of the Forum

- ▶ Establish and enhance bi-lateral trade
- ▶ Industrial and SME Development
- ▶ Assistance for setting up industry and manufacturing units
- ▶ Encourage investment, joint ventures, technology transfers, contract manufacturing
- ▶ Solve the issues related to international trade, investment, industrial development and other important issues
- ▶ Establish contacts and liaison with the Ministries of Commerce & Industry, International Trade, External Affairs, other Government Departments in both the countries, CCPIT (Central, Provincial and City Sub-Councils), trade promotional authorities and Chambers of Commerce.
- ▶ Exchange and provide business and trade enquiries, assist to find out business partners and counterparts
- ▶ Provide information on industrial cooperation, technical information, rules and regulations about business activities & marketing strategies, trade procedures, government policies, taxation and documentation requirements, market survey-research, advertising & publicity strategies
- ▶ Along with business activities, the Forum will also take initiative for exchanges in cultural, art, sports, educational, heritage and other traditional ties between India and China.



Activities of the Forum

- ▶ Organise trade promotional activities - conferences, business & interactive meetings and training programmes
- ▶ Arrange trade missions and delegations, buyer-seller meets, business match making
- ▶ Organise and participate in trade fairs & exhibitions, catalogue shows
- ▶ Set up permanent products and services display and exhibition centre
- ▶ Source quality products, machinery, equipments & hand tools as per the requirement of entrepreneurs of both the countries.
- ▶ Exchange information on Technology transfer, Infrastructure, Information Technology, Electronics, Biotechnology, Financial Services, Pharmaceuticals & Healthcare, Food & Agriculture, Manufacturing, Telecommunications, Information / Knowledge Based Industries, Tourism and other emerging areas.
- ▶ Provide information on the newly launched products, high tech products and industries, latest technology, market survey, market research, project reports, project finance, quality products & raw material and best services.
- ▶ Partnership in Skills Development by coordinating and organizing professional & technical training programmes on international trade, training and certification, technology up-gradation, procedures, documentation, marketing and other business related sectors for existing and prospective entrepreneurs and SMEs.
- ▶ Assist to prepare business documents, project reports, confidential reports and other connected activities, interact with government agencies, disseminate information and create awareness about each other's objectives in both the countries.

Membership of Forum

We encourage Indian and Chinese entrepreneurs and companies to become member to take advantage of support services of this Forum.

Membership advantages :

- ▶ Provide business information
- ▶ Meetings with visiting trade delegation
- ▶ Participation in all kinds of events
- ▶ Trade & business enquiries at nominal charges
- ▶ Assistance to establish contacts with counterparts
- ▶ Participation in trade mission & delegation
- ▶ Assistance to source quality hi-tech products
- ▶ Entitled to participate in our Award schemes
- ▶ Assistance to resolve problems related to international trade
- ▶ Monthly & quarterly newsletters.

Note : Some of the above membership advantages are available free of cost and at concessional charges. The service charges will be applicable depending on the work profile & projects, duration and efforts.

Glimpses of Interactive Meeting with dignitaries during visit to China of Mr. Chandrakant Salunkhe

President, India - China Business Development Forum (ICBDF) and India International Trade Centre (IITC-INDIA)



Mr. Wan Jife - Chairman, China Council for Promotion of International Trade (HQ)



Mr. Wang Jinzhen - Vice Chairman, CCPIT (HQ) Beijing and **Mr. Cai Guofeng** - Director General of Exhibition Department , CCPIT (HQ)



H. E Mr. Huang Huahua - Governor of Guangdong Province, CHINA



H. E Mr. Yan Li - Mayor of Suzhou and **H. E Mr. Zhou Wei Qiang** - Vice Mayor of Suzhou



H. E Mr. Zhou Yu Peng - Vice Mayor of Shanghai



Economic Co-operation Agreement between IITC-INDIA and Suzhou International Expo Centre signed by **Mr. Chandrakant Salunkhe** - President, IITC - INDIA and **Mr. Michael Chen** - CEO, SIEC in the presence of **Mr. V. Prakash** - Consul General of India, Shanghai, **H. E Mr. Zhou Wei Qiang** - Vice Mayor of Suzhou and Representatives of - SBI, Reliance, TATA, Infosys, ICICI, PNB of China region



From Left **Mr. Michael Chen** - CEO, Suzhou International Expo Centre, **Mr. Wang Jinhua** - Chairman Suzhou Industrial Park and Dy Secy. of CPC Suzhou, **Mr. Wang Rong** - Standing Committee Member of CPC Jiangsu & Party Secretary of CPC Suzhou **H. E Mr. Yan Li** - Mayor of Suzhou, **Mr. Chandrakant Salunkhe** - President, IITC-INDIA

India-China Business Development Forum (ICBDF)

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