

the
catalysts

Competitiveness

- Human Resource Development
- Industrial Relations
- Leadership
- Logistics & Supply Chain Management
- Quality Management
- Training & Development
- VLFM Institute



Human Resource Development

CII recognizes the importance of the Human Resource (HR) role in the growth of an organization in particular, and Indian Industry in general. Our Industrial HR work is done under the aegis of the CII National Committee on Human Resources. The Committee makes concerted and conscious efforts to sensitise HR professionals to the value of making the HR processes measurable, and take them on the path to quality standards in Human Resource Development.

The **CII HR Conclave: 'Towards Excellence in HR,'** held in New Delhi in July, was well aligned to CII's theme of 'Business for Livelihood' as it emphasized the importance of building India's 'people pipeline.'

The HR Excellence Award process is part of CII's commitment to provide real value-added service to members.

The first CII National **HR Excellence Award** commended deserving organizations that had undergone a rigorous assessment process, including a 3-day site visit by a team of three independent assessors trained in the CII Business Excellence Assessment model.



▲ **Hari S Bhartia**, President, CII, presenting the Leadership in HR Excellence Award to **Sameer Nagarajan**, General Manager-HR, Hindustan Unilever Ltd, in New Delhi, as **Sunil Kant Munjal**, Past President, CII, and Chairman, Hero Corporate Service Ltd., and **Chandrajit Banerjee**, Director General, CII, look on



Industrial Relations

The CII Industrial Relations Council works to foster healthy Industrial Relations in the country, to create a win-win situation for both employees and companies. The Council is working towards bringing in reforms based on employment generation, and helping companies to increase their competitiveness.

- The **Stakeholders' Dialogue** session held in February 2011 in New Delhi brought together representatives of Trade Unions and Industry, under the leadership of Mr Arun Maira, Member, Planning Commission, to discuss the issue of Employee Relations, and also to understand each other better.
- **Regular interactions** among all the stakeholders go a long way in maintaining healthy Industrial Relations. In a partnership approach, CII teams were in regular touch with the Trade Unions, both at the formal and the informal level. Interactions with Trade Unions also regularly took place at the regional level over the year.
- CII had **representation** at the highest tripartite body in India on Industrial Relations, the Indian Labour Conference. CII presented its views on key issues of Industrial Relations, including Contract Labour, etc. CII is also represented on various other tripartite bodies constituted by the Labour Ministry to present Indian Industry's position on various issues. These include the Central Apprenticeship Council, the Central Board of Trustees (Provident Fund), the Central Worker Education Board, the National Safety Council,



▲ **Jagdish Khattar**, Chairman, CII IR Council and CMD, Carnation Auto India Pvt Ltd., **K. Varadan**, Head, Business Development, Aparajitha Corporate Services, **P C Chaturvedi**, Secretary, Labour & Employment, and **S Y Siddiqui**, Managing Executive Officer, Maruti Suzuki India Ltd releasing the report on 'Business Labour Partnership in New Delhi'

the Advisory Committee on Equal Remuneration, and others.

- The CII **Seminar on Contract Labour** lived up to its theme of 'Engaging Partners' and emphasized the need for multi-stakeholder engagement and collective action from all key stakeholders on the issue of healthy Industrial Relations. The seminar was inaugurated by Mr P C Chaturvedi, Secretary, Labour and Employment, in New Delhi in August. Mr Arun Maira participated in the session on 'Way Forward for Contract Labour.' Mr Chaturvedi released a report on 'Business Labour Partnership' on the occasion.

▶ **Jagdish Khattar**, **Arun Maira**, Member, Planning Commission; **D L Sharma**, Chairman, CII NR Sub Committee on HR-IR and MD, Vardhman Yarns & Threads Ltd., and **K L Reddy**, General Secretary, Bharatiya Mazdoor Sangh at the Panel Discussion on Contract Labour in New Delhi





Leadership



The **CII-Suresh Neotia Centre of Excellence for Leadership** in Kolkata undertook a wide range of initiatives in its first full year of operation in 2010, to develop leadership and competitiveness in industry, by helping companies develop human resources, facilitate business excellence and enhance market presence.

More than 50 training programmes, workshops, seminars and conferences were held over the year, with participation by over 1200 people, spread across 72 training days.

Enhancing Leadership Through People

Leadership development for working professionals was related to:

- Strategies for business excellence and how to create a link between HR and business strategy
- Transformational leadership and Change Management
- Participative culture and employee commitment, including motivating contract labour, and training for multiskilling
- Team building, Motivation, Result Orientation.

Use of Information Technology

Several workshops promoted the use of IT for SMEs to develop practical business-driven strategic plans. Additionally, workshops were held to identify ways to prevent cyber hacking, safeguard information and restrict misuse of IT in organizations.

Financial Management

Workshops in core financial management covered:

- The impact of recent economic developments and proposed legislation for the industrial, infrastructure and financial sectors
- Raising funds from capital markets
- Taxation on domestic and international transactions as well as transfer pricing rules
- The Goods and Services Tax



Developing Business Excellence

The Centre brought to industry international best practices to achieve Business Excellence. These initiatives involved:

- Innovations that can produce 'game-changing' advantages for companies
- Lean Management, Six Sigma, Strategic Planning, Value Analysis and Pricing, Problem Solving Tools etc.
- Statistical techniques to generate profits, without the addition of new machinery and human resource
- Strategic marketing and generic competitive strategies
- Skill-sets and CRM for the Services Sector
- Inventory and Supply Chain optimization

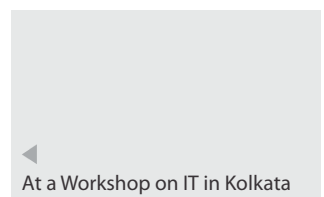
Entrepreneurship Development

The Centre worked with SME entrepreneurs on:

- Strategy formulation and sources of funding
- Identifying new products/services
- Developing individual competencies
- Production, operations, supply chain management and vendor development



▲ **K.C. Chakrabarty**, Deputy Governor, RBI; and **H.V. Neotia**, Chairman, CII-Suresh Neotia Centre of Excellence for Leadership





Logistics and Supply Chain Management

The **CII Institute of Logistics** in Chennai works to facilitate best practices in Logistics and SCM in Indian Industry. It creates and shares intellectual capital for reducing transaction costs and improving competitiveness, nurtures the skills of logisticians and ensures adoption of best practices in Logistics and SCM through online and offline activities.

Education

- Distance Education Council approval obtained for all our educational programmes
- Elective subjects introduced in Green Logistics, Agri Logistics, Ocean Shipping Logistics, Intermodal Logistics
- 1250 + cumulative admissions till year ending 2010
- Dropout rate reduced significantly, increasing the on-roll strength to around 900
- Course content upgraded, with conversion to Self Learning Format

Training Programmes

- Strategic Supply Chain Management and Metrics
- Warehouse, Transport, Inventory Management
- Demand Forecasting, Network Distribution
- EXIM Procedures and International Logistics
- IT, Risk Management and Lean SCM

Advisory Services

- Launched WAREX- Warehouse Excellence certification
- Focus on Green Logistics and SCM skill centres



▲ **Dr. Rakesh Mohan**, Chairman, National Transport Development Policy Committee and **R Dinesh**, JMD, TVS Sons Ltd, at Auto SCM in Chennai

Key Events

- Auto SCM
- Logistics Summit
- The Smarter Supply Chain Series
- Logistics Park
- Retail Powered by Supply Chain

Research & Publications

- Coastal Shipping in India
- Industrial Markets - Outsourcing Logistics in India
- Consulting - Logistics Infrastructure
- Global Competitiveness of Retail Supply Chain
- Building India - Transforming the Nation's Logistics Infrastructure
- Adding Wheels - Investing in the Indian Transportation and Logistics Industry

▶
Capt Samuel Salloum, Co Chairman, Global Coalition for Efficient Logistics,
Cyrus Guzder, Chairman, CII National Logistics Council, and CMD, AFL Private Ltd.; **G K Vasan**, Union Minister of Shipping; and **B Sridhar**, Chairman, Logistics Summit 2010, & Vice Chairman, CII Institute of Logistics, and Director, Bengal Tiger Lines, at the Logistics Summit in New Delhi



Quality Management

It was an interesting year for Indian Industry. With the Manufacturing sector, in particular, showing recovery from the effects of global downturn and recession, the **CII Institute of Quality** (CII-IQ) in Bangalore enhanced its services to the membership with a wider and deeper range of offerings.

CII-IQ continued to work towards its mission of providing training, counseling and handholding services to industry and other segments of the economy, focusing on the areas of Excellence, Quality and Competitiveness to help transform India into a better place for all its citizens. These services were provided, pan-India, in diverse domains such as Total Quality Management (TQM), Total Productive Maintenance (TPM), Quality Management Services (QMS), Manufacturing Excellence, Business Excellence, Education Excellence, Food Safety and Quality, and more.

Entrepreneurship

Our flagship event, **The National Quality Summit**, with its theme of 'Business for Livelihood: Different Industries, Similar Challenges' held in November in Bangalore, echoed the CII national theme of 'Business for Livelihood.' Over three days, close to 650 delegates from more than 200 organisations, deliberated over various challenges in the pursuit of excellence. The Summit presented the views, experiences and insights of 55 national and international speakers, on various aspects of Quality, Inclusiveness and Sustainability.

Recognising Excellence

The **CII-EXIM Bank Award for Business Excellence** recognizes sustainable excellence in businesses. This year, 50 organisations, including SMEs, participated in the



▲ **Hari S Bhartia**, President, CII, presenting the CII-EXIM Bank Award for Business Excellence to **Sudhir Trehan**, MD, and **Wilton Henriques**, Company Secretary & Legal Counsel, Global Head – HR, Crompton Greaves Ltd. in Bangalore

Award programme. Crompton Greaves Ltd and The Tinplate Co. of India Ltd received the Award, while several companies were awarded commendation certificates.

The EFQM (European Foundation for Quality Management) Excellence Model, which is the basis for the Award programme, was revised this year. Through more than a dozen web-based seminars, CII-IQ updated the 600+ Assessors and Senior Assessors on the revisions. A publication titled 'Upgrade Programme on Excellence Model 2010' was also released this year.

2010 at a Glance

Training programmes	230
Training-days	600
Executives impacted	7500
Organisations involved	1750



◀ **Chandrajit Banerjee**, Director General, CII; **Hari S Bhartia**; **Murugesh Nirani**, Minister of Large & Medium Industries, Karnataka; **Narendra Modi**, Chief Minister of Gujarat, **T C A Ranganathan**, CMD, EXIM Bank of India, and **Aroon Raman**, MD, Raman Fibre Science, at the National Quality Summit in Bangalore

During the year, 500 managers from corporates and other institutions were trained as Business Excellence Assessors. These assessors will be deployed as ambassadors to promote and deploy sustainable and excellent practices in their organisations.

Education

With the aim of creating the next generation of Quality-imbibed workforce, CII-IQ continued to offer training programmes and counselling services on TQM principles and practices to schools and colleges across the country.

Based on the success of the Cluster programme for School Excellence in Chennai the previous year, a new cluster of private schools was launched at Erode, in Tamil Nadu. A 5-member core team from the Sultanate of Oman visited CII-IQ to study various education excellence models being implemented in various government and private schools across India. The Ministry of Education in Oman plans to adopt our School Excellence Model and apply TQM concepts to improve the quality of education in their schools.

The National Summit on Quality in Education, held in Mumbai in partnership with Department of School and Higher Education, Maharashtra, brought together over 200 teachers, principals, administrators and students.

Employability

Mr Arun Maira, Member, Planning Commission, delivered the 9th Anniversary Day lecture on **India@75: Growth through Quality and Governance.**

Continuing the tradition of honoring distinguished personalities, this year too, three eminent achievers were felicitated for their significant contribution to Excellence



▲ **S R Rao**, former ED, EXIM Bank, **T C Venkat Subramanian**, former CMD, EXIM Bank, and **KN Shenoy**, Past President, CII, and Chairman, CII Institute of Quality; with **Arun Maira**, Member, Planning Commission, at the CII-IQ Anniversary Day function in Bangalore

and Quality: Mr. Arun Maira, Mr. T.C. Venkat Subramanian, former CMD, EXIM Bank of India, and Mr. S. R. Rao, former Executive Director, EXIM Bank of India.

Innovation

To promote Quality at the grass root level, CII-IQ held training programmes on Six Sigma, Organizational Maturity Assessment based on ISO 9004, and Accreditation Criteria for Product Certification Bodies based on ISO Guide 65, to name a few.

Accessing Global Best Practices

CII-IQ continued to access global best practices through international partnerships and missions.

- Three Study Missions to Japan – two on TQM (JUSE) and one on Lean Manufacturing (JMAC)
- TPM Consultancy and Training (JIPM)
- B E Assessor Training (EFQM)
- International speakers from UK and Japan addressed the National Quality Summit and TPM National Conference

► **Shivinder Mohan Singh**, MD Fortis Healthcare Ltd; **Suneeta Reddy**, Executive Director-Finance, Apollo Hospitals Enterprise Ltd, **Gulam Nabi Azad**, Union Minister of Health & Family Welfare, **Dr Naresh Trehan**, Chairman, CII National Committee on Healthcare, & CMD, Medanta-The Medicity, and **Analjit Singh**, Chairman, Max India Ltd, at the launch of the CII Healthcare Excellence Award in New Delhi



Sectoral Initiatives

Food Safety & Quality

Continuing its efforts towards achieving the country's mission on **Food Safety & Quality**, CII-IQ worked for the implementation of food safety systems and practices through capacity building workshops, best practices sharing events in industry, as also through awareness campaigns. Some of the highlights were:

- Launch of the CII Model and Award for Food Safety. Perfetti VanMalle Ltd, (Manesar unit) won the Award for 2010.
- World Food Month celebrations in October 2010 across the country, resulting in nationwide sensitization on the importance of safety and nutrition levels. The celebrations were held in partnership with the Ministry of Food Processing Industries, the Quality Council of India, the Indian Railways Catering & Tourism Corporation Ltd, and select state governments.
- 5th Food Safety & Quality Summit, in New Delhi.

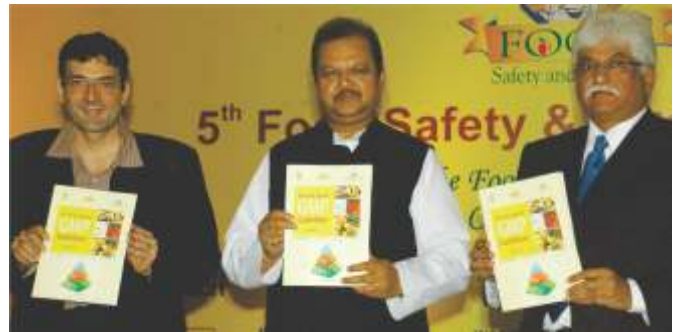
Healthcare

- Several programmes on Healthcare Accreditation and Healthcare Excellence were conducted for training professionals from the Healthcare sector.
- The highlight of the year was the launch of a comprehensive CII Healthcare Excellence Award programme, by Mr Ghulam Nabi Azad, Union Minister of Health and Family Welfare, during the CII Health Summit in New Delhi.
- A National Conference on Quality in Healthcare was organised in Chennai.

The Way Forward

CII-IQ constantly works to expand the frontiers of Quality beyond products and processes. In 2010, our new areas of activity were

- Promoting a Voluntary Standard for Road Safety for corporates, through a pilot project in Bangalore. The Department of Transport, Karnataka, Bangalore International Airport Ltd., and Thomson Reuters, are some of the organisations we are working with.
- Constituting a Task Force on Standards and Conformity Assessment for Trade (SCAT).
- Addressing Skill Assessment and Accreditation through a formal Quality Management System.



▲ **Piruz Khambatta**, Chairman, CII National Task Force on Food Safety & Quality; **Subodh Kant Sahai**, then Union Minister of Food Processing Industries (currently Union Minister of Tourism) and **Rakesh Bharti Mittal**, Chairman, CII Agriculture Council, and Vice Chairman & MD, Bharti Enterprises Ltd. at the 5th Food Safety and Quality Summit, in New Delhi



▲ **Balwant Seth**, Vice - President & Trustee, SVKM, **K N Shenoy**, students from Jamnabai Narsee School Mumbai and **Dr Anil Kakodkar**, Former Chairman, Atomic Energy Commission of India at the 13th National Summit on Quality in Education, in Mumbai

Total Productive Maintenance

This year, 20 manufacturing units in India received the TPM Excellence Awards from JIPM, the Japanese nodal body managing TPM across the world. The TPM (Total Productive Maintenance) Club India held numerous training programmes, both open and in-house, conferences and seminars, competitions and very importantly, hand-holding consulting services, for industry.

Total Cost Management

The CII-TCM Division, through a panel of internal and external experts, presents an integrated approach to improve the cost competitiveness of industry. It offers a gamut of cost management services and facilitates their implementation.

The Division has developed and launched the **CII-TCM Maturity Model**, the first of its kind in the world, to provide strategic and operational benefits to companies who adopt it. This model has been designed to evaluate the cost management systems and initiatives of any organizational unit. The model has five designated levels. So far, 18 companies have been rated by the CII-TCM Division.

TCM Maturity Model Plaques were presented to five companies, appreciating their cost management initiatives at various levels:

- Amara Raja Batteries Ltd, Tirupati
- CavinKare Pvt Ltd, Chennai
- Hyderabad Industries Ltd, Hyderabad
- Kirloskar Brothers Ltd, Kirloskarvadi
- Menon & Menon Ltd, Kolhapur



▲ S Mahalingam, Chairman, CII-TCM Working Group & CFO, TCS Ltd; and Prof N Ravichandran, Director, IIM-Indore; releasing the TCM Manual in Mumbai

The ITC Ltd Agri Business Divisions, at Anaparti and Chirala were also presented with the TCM Maturity Model Award.

The 9th edition of the **Cost Congress** was held in November in Mumbai, with the theme 'Aligning TCM with Strategic and Operational Cost Management.' The TCM Manual, a review of the evolution and progress of TCM Movement in India, was released by Prof N Ravichandran, Director, IIM-Indore, at the event.



Training and Development

The **CII Naoroji Godrej Centre of Excellence** in Mumbai serves as an international centre of excellence for training and development. Over the year, we continued our programmes for management development and manufacturing excellence, as well as the MSc in Engineering Business Management Programme, offered in collaboration with the Warwick Manufacturing Group, University of Warwick, UK, with new features.

Our Management Development Programmes covered several new topics this year:

- Competency-based Interviewing Skills
- Industrial Marketing - Strategies for Superior Performance in B2B Markets
- Mentoring & Coaching
- Improving Value Stream by Mapping
- Data Security, Corporate Liability & Cyber Law
- Optimisation of Automotive Materials



▲ Programme with the Institute of Welding, Kolkata

- Enhancing HRD through a Business Excellence Approach
 - Warehouse and Inventory Management
 - Organizational Risk Assessment and Mitigation in line with ISO 31000
 - Modeling and Simulations in Business Applications
- International Joint Ventures was a new module, introduced for the first time, by the Warwick Manufacturing Group, in India. Many companies are participating in this programme.



VLFM Institute

This year, CII took the first steps in making its **Visionary Leaders for Manufacturing (VLFM)** initiative a long term, sustainable commitment to strengthen India's manufacturing industry. The Programme has evolved into the VLFM Institute, enabling it to grow and expand into a movement for manufacturing excellence in India. The VLFM Institute board comprises of industry leaders and representatives from IIT Mumbai, IIT Kanpur and IIM Kolkata, the National Manufacturing Competitiveness Council (NMCC) and the Japanese International Cooperation Agency (JICA). The VLFM Institute works on three basic principles :

- Build a manufacturing community based on the Give – Give Principle
- Do and Demonstrate
- Industry – Academia – Government collaboration

In a year of important milestones, the most significant was that the Government of Japan has agreed to extend support to the initiative till August 2013.

Launch of New Products

The VLFM programme trains senior management from the manufacturing sector in the process of co-creation. **Chotukool** is a prime output of such training. This small cooler, developed by Godrej by implementing learnings from the VLFM Programme, has already become a hit with small businesses such as paan shop owners, tea kiosk owners and street food vendors.

Another product of the co-creation process is Kirloskar's **Submersible Pump**, which is easier to install, consumes less energy, and is low on maintenance.

NMCC and JICA have recognised these success stories and presentations have been made in Japan and India.



▲ **Jamshyd N Godrej**, Past President, CII, and Chairman, VLFM Institute, exchanging the MoU for collaboration with **Prof M S Ananth**, Director, IIT Madras, in Pune



▲ **Gaurav Dave**, Chief, NMCC; Prof Shoji Shiba, Chief Advisor, VLFM Institute; T Furuhashi, JICA Expert, VLFM Project ; **Prof Sanjay Dhande**, Director, IIT Kanpur; and **Dr. Surinder Kapur**, Member, Governing Board, VLFM Institute; at the 3rd Learning Convention in New Delhi

VSME Programme

The VSME (Visionary SMEs) Programme aims to develop a win-win relationship between Tier 1 companies and their suppliers, or OEMs and their suppliers. This programme was piloted with five tier one companies, who led the transformation in their own shop floors, before asking 23 of their SME suppliers to make a transformation. The result has been an increased productivity of 90~110% in the SMEs.

Strong Stakeholder Collaboration

Industry – Academia – Government are the three most critical stakeholders in India's manufacturing sector. This year, the VLFM Institute signed an MoU with IIT Madras, to work together to find solutions to real issues being faced by Industry. A sustainability sub-committee comprising members of all three stakeholders has been formed to shape this initiative.

Looking ahead, the theme for the VLFM Institute's work in the year 2011-12 would be 'The Societal Revolution.'

Innovation & Technology

- Design
- Innovation
- IP Ecosystem
- Knowledge Management
- Life Science
- Technology

Design

CII's National Committee on Design is the reference point in India on Design. This year, our various Design initiatives focused on :

- Promotion of Design in the country and overseas
- Design for the Common Man
- Capacity Development
- Design Education
- Recognition to Outstanding Indian Design
- The 10th **Design Summit**, with the theme 'Design for Billion Customers' explored new business opportunities through Design. Organised by CII and the National Institute of Design (NID) with support from the Directorate of industrial Policy and Promotion, the India Design Council, and others, the Summit, held in October in New Delhi, explored design solutions for public utilities, people with special needs, mobility, products for the masses, water, and education.
- The **Design Conclave**, in Mumbai, in July, promoted the role of Industrial Design in production.



▲ **William N Bissel, MD,**
Fabindia Ltd, at the Design
Summit in New Delhi



▲ **Prof. Pradyumna Vyas,**
Director, NID at the session on
Industrial Design in Mumbai

- The second editions of the **India Design Book** and the **India Design Resource Book 2011** would be released at the World Industrial Design Day celebrations in June 2011.
- The **Design Clinic Scheme for MSMEs** is a Ministry of MSME scheme to increase awareness of the value of design and establishing design learning amongst MSMEs. Under an agreement with NID, the nodal implementation agency of the scheme, CII conducted Design Clinic seminars in MSME clusters to benefit over 400 MSMEs in different parts of the country. More seminars are planned in 2011.



Innovation

Every nation today aspires to be an 'Innovation-Driven Economy' for inclusive and sustainable growth, and to stay globally competitive. India, despite having all the ingredients in place, is way behind other nations in leveraging its innovation prowess. During the Decade of Innovation (2011-2020), CII is taking concrete steps to transform India into a truly innovation-driven economy. This year, responding to the growing importance of Innovation for industry, we constituted the first-ever CII Innovation Council.

CII works closely with the National Innovation Council set up by the Prime Minister of India, and chaired by Mr Sam Pitroda, Advisor to the Prime Minister on Public Information, Infrastructure & Innovations, on various endeavors, a notable one being the transformation of 20 existing clusters into Innovation-driven clusters.

- The **US-India Innovation Forum** creates private sector collaborations on technology and innovation in both countries, with Government playing a supportive role. A high level US Innovation delegation, led by Mr. Aneesh Chopra, CTO, White House, visited India in September to identify concrete projects. At an **Innovation Roundtable** organized by DST, CII and the US Embassy in India, the delegation discussed possible outcomes relating to clean affordable energy and waste management.

- The **India Innovation Initiative i3** is a joint initiative of CII-DST-Agilent, to recognize innovators above the age of 18 years, including students, innovators from R&D institutes and labs, industry professionals, individuals and entrepreneurs. In 2010, i3 received around 900 projects from across the country, broadly in the areas of lifesciences and agriculture; energy; telecom and IT; electronics; and engineering and technology. Of these, around 250 were shortlisted for the regional fairs held in Durgapur, Mumbai and Chennai.



The National Fair in November in New Delhi saw 50 best-in-class innovation entries battling for top honours. The top three winners were an intelligent power conditioner with a hybrid system integrator, an automated machine to manufacture 3D fibres for medical applications, and a pulse wave velocity measurement system.

- The **Initiative for Research & Innovation in Science (IRIS)** a joint initiative of CII-DST-Intel, promotes innovations among Indian students and youth, below 18 years of age. IRIS winners represent India at the Intel Science and Engineering Fair in USA. The IRIS National Fair was held in November in Mumbai.



Ajai Chowdhry, Chairman, HCL Infosystems Ltd; **Keith MacGregor**, Executive VP, Scientific & Scholarly Research-Healthcare & Science, Thomson Reuters; **Sam Pitroda**, Advisor to the Prime Minister on Public Information, Infrastructure & Innovations; **Bob Stembridge**, Manager, Customer Relations, Thomson Reuters and **Woei Fuh Wong**, MD, ROAP, Thomson Reuters, at the Innovation Awards in New Delhi

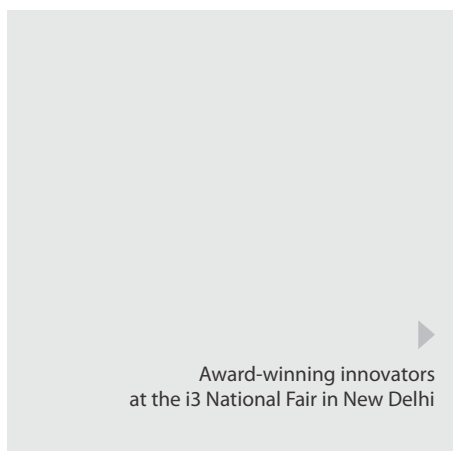
- CII and Thomson Reuters hosted the **India Innovation Awards 2010** in November to recognize industrial and institutional innovation in India. Four awards were presented across four different sectors. The winners were Ranbaxy Laboratories Ltd (corporate), National Institute of Immunology (pharma academic), Bharat Heavy Electricals Ltd (hi-tech corporate) and Council of Scientific and Industrial Research (hi-tech academic).
- CII, jointly with INSEAD, prepares the **Global Innovation Index** that ranks 132 countries with respect to innovation on various parameters. The GII 2009-10 was released by Mr Pitroda in March 2010.
- The **EU-India Dialogue** on 'Global Outreach of European and Indian Innovation Clusters' was held in December in Gurgaon, to develop a collaborative framework for facilitating Innovation clusters from both India and the EU.
- To catalyse an 'Industrial Innovation Movement' in the country, CII will bring out the **Industrial Innovation Index** this year. The innovation benchmark will enable industry understand where they stand and what they need to do. CII will also bring out a 'Toolkit' to benchmark firms across sectors by identifying their potential innovation gaps. One of the future goals of the Index will be to certify innovative firms - an ISO or CMMI equivalent for innovation. A yearly Report on Industrial Innovation Index will be published in end



▲ **Dr. Naushad Forbes**, Chairman, CII Innovation Council, with an innovator, at the i3 National Fair in New Delhi

2011. An Industrial Innovation Award will be presented to the top innovative company in each sector.

- The **CII-Raunaq Singh Innovation Grid** is a web-portal that brings stakeholders in the innovation eco-system together for a quicker and more effective innovation-to-commercialization process. It provides information about experts, mentors, investors, VCs, innovation requirements from industry, innovation-to-market service providers, etc. The grid can be accessed at www.innovationgrid.org.



▶ Award-winning innovators at the i3 National Fair in New Delhi





IP Ecosystem

CII works to promote Intellectual Property Rights through creating a conducive policy environment (Enactment, Enforcement & Implementation), awareness and capacity development, IP advisory and protection services and state level IP facilitation cells. Our national initiatives in IPR aim to

- Provide industry's position, papers and recommendations on national and international IP policy issues to the government and other regulatory bodies
- Facilitate creation of a conducive IP ecosystem
- Represent industry's views in international forums
- Provide learning platforms; disseminate information related to IPR and train the stakeholders by organizing seminars, training programmes, roundtables, missions
- Support various network organizations
- Facilitate protection and enforcement of IPR

These initiatives are driven by the CII National Committee of Intellectual Property Owners, with representation from different industries, law firms, venture capital firms, enforcement agencies, international organisations, academic institutes, the Indian government, and policy making bodies and the CII-Andhra Pradesh Technology Development and Promotion Centre, jointly promoted by CII, TIFAC and the Government of Andhra Pradesh.



▲ **P H Kurian**, Controller General of Patents, Designs and Trademarks, Indian Patent Office; **Prof Samir K Brahmachari**, Director General, CSIR & Secretary, DSIR, and **Usha Amonkar**, Vice President-Legal, Mahindra and Mahindra at the IP Owners Convention in New Delhi

Policy Advocacy

- National Innovation Policy
- Copyright Amendment Bill 2010
- The Protection, Conservation and Effective Management of Traditional Knowledge relating to Biological Diversity Rules, 2009
- Protection and Utilization of Public-funded Intellectual Property Bill 2008
- Compulsory Licensing

Capacity Development and Awareness

- MSME sensitization workshops on IPR in Dehradun, Ahmedabad, and Goa
- CII-USPTO training programme for enforcement agencies in 4 cities: Hyderabad, New Delhi, Bhopal and Vishakapatnam.
- CII-GIST online IP Course



◀ **P H Kurian**, **Prof. (Dr.) Ranbir Singh**, Vice-Chancellor, National Law University; **Dr. Guriqbal Singh Jaiya**, Director, SME Division, WIPO; **Randall R. Rader**, US Court of Appeals for the Federal Circuit; and **Prof Anand Chakrabarty**, University of Illinois, USA; at the IP Summit in New Delhi



▲ **Anand Sharma**; Union Minister of Commerce & Industry, (6th from left) with the awardees at the Annual IP Awards 2010

Forum for Indian Community of IP Owners

The Indian Intellectual Property Owners' Forum, a first for the nation, was launched at the IP Owners Convention in New Delhi in December. The forum will identify the issues faced by IP owners in India, and prepare action plans and delivery mechanisms.

IP Facilitation Cells

CII, with the support of the Union Ministry of Micro, Small & Medium Enterprises (MSMEs) established Intellectual Property Facilitation Cells in Indore and Mysore to service MSMEs in Madhya Pradesh and Karnataka.

Key Events

- **7th IP Summit:** The week-long event in February 2010 comprised of a Judiciary Roundtable, a Moot Court, sessions in Mumbai and New Delhi, and an interactive session between Indian and US law firms.
- **IP Awards:** Recognizing and rewarding contributors to the country's intellectual capital, and creating an eco-system that encourages creativity and innovation, CII and Intellectual Property India presented the 2nd Annual Intellectual Property Awards on World IP Day. Mr Anand Sharma, Union Minister of Commerce and Industry, felicitated companies and individuals for securing the highest number of patents, registered designs and registered trademarks.



▲ IPR Outreach Initiative for Senior Police Officers in Hyderabad

- **4th International Conference on Counterfeiting & Piracy:** Mr P H Kurian, Controller General of Patents, Designs & Trademarks, was the chief guest at the conference, in Mumbai, in August, which discussed sector specific issues and shared case studies to strengthen anti-counterfeiting strategies.
- **National Conference/Workshop on IP for Policy Makers:** Held in New Delhi in October, the event drew brought together policy-makers from all the states to highlight the need for MSMEs to integrate IP into their strategic business planning.



Knowledge Management



Knowledge Management India 2010 is an endeavour under the aegis of the CII Mission on Knowledge to create a more robust Indian ecosystem that generates economic value through the effective harnessing of knowledge and intellectual capital, within knowledge-based organisations and industries. As better knowledge management practices get instituted within India, the quality and quantity of knowledge being generated and consumed will be enhanced, thereby allowing the accelerated production of economic value. The intent is to create a better understanding of knowledge management practices, research and practical applications.

The CII KM India Summit 2010 in December in Bangalore focused on Knowledge as a Competitive Differentiator. The Summit was inaugurated by Mr Ravi Uppal, CEO & MD, L & T Power Ltd. The keynote address was delivered by Mr Sanjay Nayar, CEO and Country Head, Kohlberg Kravis & Roberts.



▲ **Dr Trivedi Prajapati**, Secretary, Performance Management; Cabinet Secretariat, and **Raj Datta**, former VP and Chief Knowledge Officer, MindTree, at the KM India Summit in Bangalore



▲ **Pradeep Kar**, CMD, Microland; **Dr Anil Menon**, President, Globalization & Smart Connected Communities, Cisco Systems India Pvt Ltd and **Prof. S. Sadagopan**, Director, IIIT-B, at the KM India Summit in Bangalore



Life Science

Biotechnology is the emerging industrial sector in the life science industry, with a focus on Bioinformatics, Industrial Biotechnology and Agri-biotechnology, Bioservices and Biopharma. Keeping in view the potential of this sector, the CII National Committee on Biotechnology identified skill building, infrastructure and quality compliance, venture funding, regulatory and IPR issues as the key drivers for the growth of the sector.

- The **Workshop on Biometrics**, organized in association with the American National Standards Institute, and the Bureau of Indian Standards, in New Delhi in July, shared best practices for developing standards in biometric technology between US and India technical experts.
- CII partnered the 8th edition of the **Canada-India B2B**

Partnership Summit on Life Sciences, in British Columbia, Canada, hosted by the Government of British Columbia and International Science and Technology partnership Canada, in association with the Department of Biotechnology. The round table discussed how to motivate SMEs in life science to develop bilateral R&D or business partnerships. The event enabled a large number of B2B partnerships between the Indian, US and Canadian companies.

- The annual flagship **Life Science Conclave** in New Delhi in August, discussed how to realize India's potential in R&D, and create a hub for pharma and biotech innovation. The CII-Yes Bank report on Pharma 2015 was released at the Conclave, which was

organized in association with the Indian Council of Medical Research, the Quality Council of India and the Department of Pharmaceuticals, Department of Science and Technology.

- The international conference on **Clinical Trials**, held in Mumbai in November, discussed the current status of this industry vis-à-vis the global market. Another result of this conference, organized by CII in association with the Government of India, the Quality Council of India and the Association of Contract Research Organizations (ACRO), was the prospective association between CII and ACRO to conduct seminars across the country to spread awareness of the benefits of doing clinical research in an ethical manner. CII will soon submit a White Paper to the Government of India, on guidelines for regulatory clearances.
- A series of **Capability Development Programmes** (both training and refresher) on Good Laboratory Practices (GLP) a joint initiative of CII and the National GLP Compliance Authority has been initiated.
- A CII Mission visited the **Bio International Convention 2010**, the world's premier event for Life Sciences and Biotechnology, in Chicago, USA, in May. The mission participated in a seminar, trade show and an India networking reception. The India Pavilion at Bio, jointly organized by CII and the Association of Biotechnology Led Enterprises (ABLE) with strong support from the Department of Biotechnology, had 25 exhibitors from various verticals of the biotech industry. The US Department of Commerce organized a breakfast meeting for the Indian delegation with Government and industry leaders, to promote partnerships and co-operation in Biotechnology and Life Science between both countries.



▲ **Ashok Kumar Attri**, Counsel General, Consulate General of India, Chicago, USA, inaugurating India Pavilion at Bio 2010, Chicago, USA



▲ **James Herman**, Minister Counselor for Consular Affairs (Consul General), US Embassy, in New Delhi; and **D K Nayyar**, Scientist - G, Lab, Bureau of Indian Standards, at the Workshop on Biometrics in New Delhi

▶ **Dr. V. M. Katoch**, Director General, ICMR and Secretary, Health Services, addressing. Also seen: **Anjan Das**, Sr Director, CII; **Dr Anand C Burman**, Chairman, CII National Committee on Biotechnology and Chairman, Dabur India Ltd; **Satish Reddy**, Chairman, CII National Committee on Drugs and Pharmaceuticals, and MD & COO, Dr Reddy's Labs Ltd; **Dr Ananda Chakrabarty**, and **Dr. Girdhar Gyani**, Secretary General, Quality Council of India, at the Life Science Conclave in New Delhi





Technology

CII's initiatives in the Technology space are driven by the CII National Committee on Technology (Industrial R&D and Technology Transfer). The primary focus is to bring Technology centrestage in Indian Industry, and also facilitate increasing industry investment in R & D, to match global standards.

CII Initiatives in Technology centre around

- The promotion and commercialisation of technology
- Facilitating industrial R&D and industry investment in R & D
- Facilitating partnership developments, and R&D collaborations
- Capacity building and facilitating technology exports
- Providing advisory and technical services for implementing technology projects.

Events

- The annual flagship **Technology Summit and Technology Platform** held in December in New Delhi, had Germany as the partner country in its 16th edition this year. Mr. Thomas Rachel, Parliament State Secretary, Federal Ministry of Education and Research, Germany, led a large official and business delegation to the Summit.
- Prof. (Dr.) Hans-Jörg Bullinger, President, Fraunhofer-Gesellschaft, shared the Innovation and Technology scenario in Germany, and their ecosystem

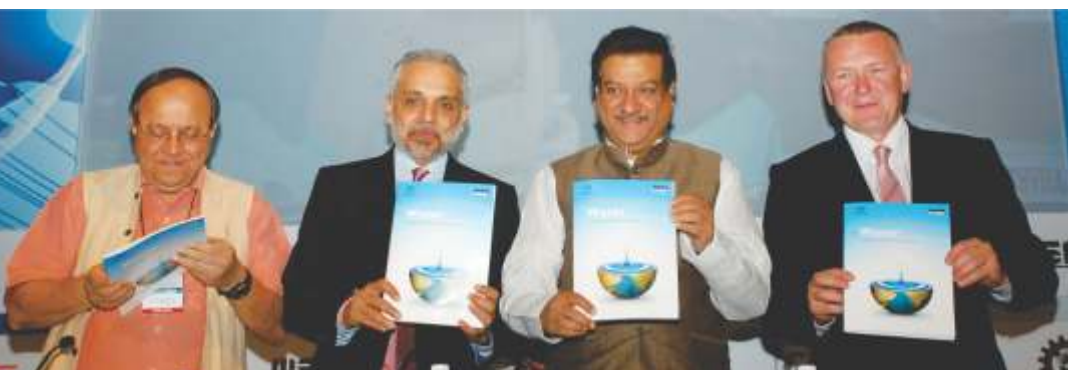
of industry-institute cooperation in innovation, during an interaction on **Technology Transfer from Germany** in March 2010 in New Delhi. The session included a dialogue on Innovation in India.

- CII and the Global Innovation and Technology Alliance, in partnership with the Council of Scientific & Industrial Research, and the Ministry of MSMEs, organised the **2nd Global Industrial R&D Conclave** on National Technology Day in May, in New Delhi. With the Czech Republic as the Partner Country, a high powered delegation led by Mr. Lubos Vanek, Czech Deputy Minister of Trade & Industry, participated in the conclave, which had special focus on the India-Czech Technology Partnership for MSMEs. Mr Prithviraj Chavan, then Union Minister of Science & Technology, (currently Chief Minister of Maharashtra) released two CII – KPMG reports, on Water, and Renewable Energy. A special exhibition on 'CSIR IP Licensing Opportunities Forum' was also inaugurated by Mr Chavan and Mr. Vanek, on the sidelines of the Conclave.

Projects

Global Innovation and Technology Alliance

The Global Innovation and Technology Alliance (GITA) is promoted jointly by the Department of Science & Technology, Government of India, and CII, to promote international technology and innovation partnerships. It is an effective Joint Venture institutional mechanism for providing end-to-end enabling services and support for



Prof. S K Brahmachari, Hari S Bhartia, President, CII, Dr. Prithviraj Chavan, then Union Minister of Science & Technology (currently Chief Minister of Maharashtra), and Lubos Vanek, Deputy Minister of Trade and Industry, the Czech Republic, at the Technology Summit in New Delhi

industrial innovation and technology-startups.

Indo-Israel Initiative for Industrial R&D (i4RD)

Programme: GITA is supporting projects of Indian companies with collaboration with Israel companies, relating to Homeland Security, and growing more rice with less water using drip irrigation. Projects relating to the development of low cost residential solar chargers, satellite communication, and IQ protection have received recommendation. The evaluation of several projects in the ICT domain is underway.

Indo-Canada Industrial R&D (ICRD) Programme: Under the ICRD first Call for Proposals, a project on the 'Use of bio fuels in aircraft gas turbine engines made from Canadian and Indian feedstock', was supported in March 2010.

The Indo-Canada Partnership Development Activities, announced in June, have recommended six proposals for joint support. These relate to clean and efficient technologies, nuclear materials and science, research and innovation in aerospace, sensors for environmental monitoring and homeland security, urban electric system integration, and sustainable agro-industrial biomass for alternative energy.

The India-Ontario (Canada) Joint Call for Proposals for Collaborative R&D Projects in November received 15 Expressions of Interest.

India's Water Challenges: The 'India-Ontario(Canada)-Israel Trilateral Partnership Development Activity on Water Technologies' was organised in Toronto, Ontario, in February 2011. CII and GITA joined the Indian delegation at the meeting, which explored near and longer-term R&D and business collaboration in water technologies for each country.



Technology Exports Development Organisation

The Technology Exports Development Organisation (TEDO) is a joint initiative of CII, and the Department of Scientific and Industrial Research, (DSIR) supported by the Union Ministry of Commerce, to enhance the export-competitiveness of Indian SMEs. It provides capability building (techno-managerial-marketing) support to select sectors of Indian SMEs, and facilitates the export of technology-intensive products, processes and services to



▲ The Indian Delegation with **Glen Murray**, Minister of Research & Innovation, Ontario, Canada, at the India-Ontario (Canada)-Israel Partnership Development Activity (PDA) on Water Technologies in Canada

European and other markets.

Since its inception in 2000, TEDO has served approximately 900 MSMEs. It has joined hands with the Centre for Promotion of Imports from Developing Countries, an Netherlands government agency. TEDO has also created a market information portal focusing on the EU market, with 20 sector specific product reports and 3 detailed sector reports.

Nanotechnology

Nanotechnology has a major role to play in transforming industry in the future. CII launched its Nanotechnology Initiative to enhance the competitiveness of Indian Industry.

CII and Santech have signed a MoU to explore the possibilities of establishing a CII-Santech Centre of Excellence in Nanoelectronics. It would also provide new opportunities to position Indian companies as significant players in emerging technologies.

The 5th edition of the Nanotechnology Conclave, an annual flagship event, was held in New Delhi in April 2010.

Interactive Sessions on Nanotechnology were also held over the year.



Dr. R. R. Sonde, Chairman, Nanotechnology Conclave & Executive VP, Thermax Ltd; **Dr. Esko Peltonen**, Programme Director, OSKE Nanotechnology Cluster Programme; **Dr. V M Katoch**, **Terhi Hakala**, Ambassador of Finland to India; and **Dr. Rama Mukherjee**, MD, ARA Healthcare Pvt. Ltd, at the Nanotechnology Conclave in New Delhi



Technology Development Partnerships



Andhra Pradesh Technology Development & Promotion Centre

The Andhra Pradesh Technology Development & Promotion Centre (APTDC) is a public private partnership for technology and intellectual property services. Established by CII in 1999 with the support of the Government of Andhra Pradesh, it provides technology refinement and marketing assistance in municipal solid waste management, value added projects in bamboo, reuse of granite slurry, and Intellectual Property Rights protection. It also conducts training, awareness and outreach programmes.

Capacity Building Initiatives

- **IP CAP:** A first of its kind course on various facets of Intellectual Property. The 5 week web-enabled course combines distance learning and web classroom interactive training.
- **GI Tool Kit:** A Ready Reckoner/ Guide for all stakeholders of GI, especially addressing the needs of hundreds of associations of weavers/ artisans/ craftsmen to protect their traditional products/ processes through Geographical Indications.
- **Solid Waste Management Award :** The CII Task Force on Municipal Solid Waste launched the JCB-CII Award for Excellence in Solid Waste Management, in Hyderabad.

Technology Refinement & Marketing Support

CII-APTDC as an on-going initiative, is helping innovators commercialize their prototypes, and link them to the market, and is also providing IPR support.

Value-added Products in Bamboo & Granite

- APTDC is partnering IIT Delhi, for the project 'Bamboo as a Green Engineering Material in Rural Housing and Agricultural Structures for Sustainable Economic Growth' funded by the National Agricultural Innovation Project.



▲ Shakti Sagar, Chairman CII AP; PH Kurian, Justice N Rammohana Rao, AP High Court; and J Satyanarayana, Chairman, Specified Authority, TTD; releasing the GI Tool Kit in Hyderabad

- APTDC has innovated, patented and demonstrated a solution for using granite slurry to make floor tiles / wall tiles / pavers blocks with an industry partner, benefiting industry, the environment and society.

IP Protection and Services

APTDC facilitates IPR protection of MSMEs, traditional products and processes and individual innovators in India and abroad for patents, design, trademarks, Geographical Indications and integrated circuits.

Municipal Solid Waste Management

- 50 tons/day Municipal Solid Waste to Compost Plant in Kalavoor, Kerala.
- Technical Advisory Services to Municipal Solid Waste to Refuse Derived Fuel and Power Plants at Timarpur and Okhla in New Delhi, and in Hyderabad.



▲ Traditional scroll paintings from Cheriyal and hand-made metal crafts from Pembarhti get GI registration



Tamil Nadu Technology Development & Promotion Centre

The Tamil Nadu Technology Development & Promotion Centre (TNDPC) is joint initiative of CII and the Government of Tamil Nadu for the development and promotion of technologies in the state. It assists SMEs and entrepreneurs in Intellectual Property assessment and filing of IPR (patents, trademarks and copyright). Till date, TNDPC has completed more than 100 IPR services. It has also initiated online IPR advisory services, and initiated the registration of Geographical Indications in Tamil Nadu.

Auto Sector

TNDPC worked closely with the United Nations Industrial Development Organization (UNIDO) to profile about 175 companies in the auto-component sector, in Ambattur Industrial area, Chennai, supporting them towards a global platform.

Agriculture & Food Processing

CII joined a consortium with USAID and Michigan State University in the Partnership for Innovation and Knowledge in Agriculture Project for capability building of SMEs in the Fruits and Vegetable processing sector.

The Centre organizes FoodCon each year to promote agro food processing technologies.

It is working closely with the Indian Horticulture Development Alliance to develop and build capacity in production clusters for selected commodities, and then link these clusters to value-added and processing units. Some Mango clusters in Tamil Nadu have been identified for this.

Events / Conferences/Workshops

- Advanced Technologies in Security Systems
- New Technology Business Opportunities in Ocean-related Applications
- India Innovation Initiative
- Automotive R & D Trends 2015
- Challenges and Way Forward for Agricultural Products Exports
- IPR: Challenges for the Pharma Industry



▲ **Rajeev Ranjan**, Principal Secretary, Industries, Tamil Nadu; **K Raghavendra Rao**, CMD, Orchid Chemicals & Pharmaceuticals Ltd; **M K Azhagiri**, Union Minister of Chemicals & Fertilizers ; **TT Ashok**, Deputy Chairman, CII (SR) and MD, Taylor Rubber (P) Ltd; and **Mukul Joshi**, Secretary, Pharmaceuticals, at the session on IPR for the Pharma Industry in Chennai



▲ **Prof. KV Thomas**, Union Minister of State, Consumer Affairs, Food & Public Distribution, **Dr. Saikat Datta Mazumdar**, Technical Director, Nutri-Plus Knowledge Centre, ICRISAT; and **A Padmasingh Isaac**, Chairman, Aachi Group of Companies, at FoodCon in Chennai



▲ **Dr. G Sundararajan**, Director, International Advance Research Centre for Power Metallurgy & New Materials ; **Carsten Spichalsky**, Head - Technical Development, Volkswagen India Pvt. Ltd.; and **Dr. R K Malhotra**, Board Member & Director - R&D, Indian Oil Corporation Ltd; at the Conference on Automotive R&D in Chennai

Trade and Globalisation

- India & the World
- International Trade
- Promoting Brand India
- Trade Fairs



India and the World

The **CII International Division** undertakes activities to connect Indian business with global business, policy makers and stakeholders across the globe. We also work towards developing market access for Indian exporters; addressing the needs of the small sector to make them more competitive; promoting cooperation with counterpart organizations, and adopting a proactive and partnership approach with foreign governments on various international issues concerning the Indian economy.

One key initiative of the CII International Council in 2010 was a report on **Engaging with China**, highlighting the imperatives, challenges and opportunities in doing business with China, which was well acclaimed by both government and industry.

India Business Forums

The **CII India Business Forums (IBF)** in each country are a group of leading Indian companies with operations in that country.

In 2010, the CII IBF China, commemorating 60 years of India-China diplomatic relations, jointly organized a number of events with the Embassy of India and the Consulate General of India in different cities in China.

The CII IBF Singapore organized interactions relating to water, shipping and ports, financial markets, arbitration etc.; investment road shows by Karnataka and Gujarat, and interacted with Mr Anand Sharma, Minister of Commerce and Industry, India, and Mr Tharman Shanmugaratnam, Finance Minister of Singapore, as well as Mr Rahul Khullar, Commerce Secretary, India.

The IBF South Africa too interacted with Mr Sharma, during 'The India Show' in Johannesburg in August.



◀ **Riva Ganguly Das**, Consul General of India in Shanghai; **B Muthuraman**, President- Designate, CII; **Dr Sha Hailin**, Chairman, SMCC; **Dr S Jaishankar**, Ambassador of India to China and **Yao Wenping**, Vice President, CCCME, at the India Business Forum in Shanghai

IBF-USA members shared new initiatives launched by their companies with Amb. Meera Shankar in Washington DC. They also interacted with Mr Sachin Pilot, Union Minister of State, Communications & IT, India, in Washington DC. A meeting with Ms Holly Vineyard, Deputy Assistant Secretary for International Trade, US Dept of Commerce identified top priorities for the forum. IBF USA members met with US trade representatives to highlight the contribution of Indian companies to the US economy, as well as discuss specific policy issues.

The **CII IBF UK** actively networked with the UK Government and industry, visiting Indian government representatives and ministers, and organised seminars and networking evenings to build 'Brand India.'

Africa

In a year of heightened business and political engagement between India and Africa, CII organised business meetings with Mr James Alix Michel, President of **Seychelles** and Mr. Jacob Gedleyihlekisa Zuma, President of **South Africa** in June, Mr. Armando Emilio Guebuza, President of **Mozambique** in September, and with Prof. Bingu wa Mutharika, President of **Malawi** in November. CII also hosted Mr. Mompoti Merafhe, Vice President of **Botswana** in June.

The 6th CII-EXIM Bank Conclave on **India-African Project Partnership**, with **Ghana** as the Partner Country hosted 28 Ministers from different African countries.

Mr John Dramani Mahama, Vice President of Ghana, addressed the Conclave, with Mr S M Krishna, Minister of External Affairs, India, and Mr Anand Sharma. More than 150 projects worth over US\$ 10.5 billion indicated that business ties between India and Africa are growing stronger and deeper.

The 12th and 13th Regional CII EXIM Bank Conclaves on India – Africa Project Partnership were held in Ghana and **Namibia** respectively. CII also organised business delegations to **Burkina Faso**, Botswana and Mozambique this year. Coinciding with the visit of Mr Hamid Ansari, Vice President of India, a CII business delegation visited Botswana, **Malawi** and **Zambia**.

The highlight of the year was **The India Show in Johannesburg**, South Africa in August. With large and



▲ **Anand Sharma**, Minister of Commerce & Industry, India; **S M Krishna**, Minister of External Affairs, India; **Jonathan Wutawunashe**, Ambassador of Zimbabwe to India; **Chandrajit Banerjee**, Director General, CII and **John Dramani Mahama**, Vice President of Ghana, at the India-Africa Project Partnership Conclave in New Delhi



▲ **Dr Rob Davies**, Minister for Trade & Industry, South Africa; **Jacob Zuma**, President of South Africa; and **Anand Sharma**, inaugurating the India Show in Johannesburg



▲ **R.K. Nagpal**, Head of Chancery, High Commission of India, Namibia; **Arun Prabhat Mull**, Director, Tata Consulting Engineers Ltd; **Hemant Kotalwal**, PS to the Minister of State, External Affairs; India; **Preeti Kaur**, Minister of State, External Affairs, India; and **Hifikepunye Pohamba**, President of Namibia, at the Regional Conclave in Namibia

active participation from both countries, the show was inaugurated by Mr Jacob Zuma and Mr Anand Sharma.

The **India-South Africa CEO's Forum** was formed under the chairmanship of Mr Ratan N Tata, Chairman, Tata Group, from the Indian side and Mr Patrice Motsepe, Chairman, ARM Ltd from South Africa. The first meeting of the Forum was held in August in Johannesburg.

CII also renewed its commitment to expanding business ties between India and Africa, and South Africa in particular, by opening a **representative office in Johannesburg** in August.

The Americas

United States of America

US President Barack Obama's historic visit to India in November marked a new chapter in India-US relations. CII hosted President Barack Obama and over 200 US business delegates at the **US-India Business and Entrepreneurship Summit** in Mumbai, in collaboration with the US India Business Council and others.

CII also organized an **Agriculture Roundtable** and Expo in partnership with the US Agency for International Development and the US Department of Agriculture, simultaneously launching the **Indo-US Food and Agriculture Centre of Excellence (FACE)**.

India-US: An Agenda for Co-Creation was a momentous bilateral business conference in New Delhi with a powerful line up of government and industry leaders. As a partner in the bilateral economic relationship and the largest industry association in India, CII is proud to have played an instrumental role in boosting trade and investment cooperation with the US, in particular during the Obama visit.

A CEOs delegation led by Mr Hari S Bhartia, President, CII, accompanied Mr Anand Sharma to USA in September. The CEOs met US government and industry leaders to enhance bilateral economic and trade relations.

A business and trade delegation of 30 SMEs explored commercial opportunities in Illinois, Washington DC, Indiana and Ohio. The delegation met with US government officials including Sen. Richard Lugar, Senate Foreign Relations Committee; Under Secretary Francisco Sanchez, US Dept of Commerce; Mayor Greg Ballard of Indianapolis; and Mr Todd Rokita, Indiana Secretary of State, among others.



▲ **Barack Obama**, President of USA, addressing the US-India Business and Entrepreneurship Summit in Mumbai



▲ **Thomas Donohue**, President and CEO, US Chamber of Commerce; with **Praful Patel**, Union Minister of Heavy Industries & Public Enterprises, at an Indo-US interaction in New Delhi



▲ **Gary Locke**, Secretary, US Dept of Commerce; and **Anand Sharma**, at a session on US-India Trade in New Delhi



▲ **Dr Montek Singh Ahluwalia**, Deputy Chairman, Planning Commission of India; **Timothy F. Geithner**, Secretary, US Dept of Treasury; and **Tarun Das**, Former Chief Mentor, CII, at a session in New Delhi



◀ **Pranab Mukherjee**, Finance Minister of India; (5th from left) with business leaders of USA and India, at an Interactive Session in Washington DC

CII USA hosted a session with Mr Pranab Mukherjee, Finance Minister of India, in Washington DC in June, where the Minister highlighted India's economic challenges and future growth.

CII organized public sessions with Mr Timothy Geithner, US Secretary of Treasury; Mr Gary Locke, US Secretary of Commerce; Mr Tom J Donohue, President & CEO, US Chamber of Commerce; Ms Sheila Blair, Chairman, US Federal Deposit Insurance Corporation; Mr Francisco Sanchez, Under Secretary for International Trade, US Dept of Commerce; Amb. Michel Punke, US Ambassador to the WTO; and Mr Robert Hormats, Under Secretary of State for Economic, Energy and Agricultural Affairs. In addition, interactive sessions were organized with Mr James Steinberg, US Deputy Secretary of State; and Admiral Mike Mullen, Chairman of the Joint Chiefs of Staff, during their visit to India.

Canada

Mr Hari S Bhartia represented India at the G-8/G-20 Business Summit in Ottawa in April, which was attended by CEOs and leaders of industry bodies from 15 countries. The highlight of the Summit was the address by the Canadian Prime Minister, Mr Stephen Harper.

A CII CEOs delegation accompanying Mr Anand Sharma to Canada in September met with Ms Preeti Saran, the Indian Consul General, and also held discussions with the Canada-India Business Council. In Ottawa, the delegation participated in the 3rd India-Canada CEOs Roundtable, jointly organized by CII and the Canadian Council of Chief Executives. The Roundtable, addressed by Minister Sharma and Mr Peter Van Loan, Minister for International Trade, Canada, and suggested the setting up of an institutionalized India-Canada CEOs Forum. The two Ministers released the Canada-India Joint Study Group Report that strongly recommended a Comprehensive Economic Partnership Agreement between India and Canada.

CII hosted Mr James M Flaherty, P C, Minister of Finance, Canada, in Mumbai. Interactive sessions were held with Mr John Manley, Chairman, Canadian Council of Chief Executives and Mr Roy MacLaren, Chairman, Canada India



▲ **Ron Somers**, President, US India Business Council; **Kiran Pasricha**, Deputy Director General, CII, and **Francisco Sanchez**, Under Secretary for International Trade, US Dept. of Commerce, at a meeting on the Indo-US SME Initiative in Washington DC



▲ **Joseph Caron**, Canadian High Commissioner to India; **John Manley**, President & CEO, Canadian Council of Chief Executives; **Hari S Bhartia**; **Roy MacLaren**, Chairman, Canada India Business Council; and **Chandrajit Banerjee**, at the release of the CII report on 'India and Canada: Building a Broad Collaborative Framework' in New Delhi



▲ **Kamal Nath**, Minister of Urban Development, India, (2nd row, 4th from left) with the Indian delegation in Canada

Business Council in April. A CII report, 'India and Canada: Building a Broad Collaborative Framework', highlighting bilateral trade, investment scenario and the possibilities of collaboration between the two nations, was presented to Mr Joseph Caron, Canadian High Commissioner to India.

CII also jointly organized the Canada-India Conclave on Corporate Social Responsibility with the Canadian High Commission in April.

Latin America and the Caribbean (LAC)

CII worked in the LAC region to promote Indian enterprise and set the agenda conforming to our strategic interests. A key initiative was the **4th India-LAC Conclave**, organized in partnership with the Ministries of Commerce and Industry, and External Affairs, and Exim Bank of India, in April in New Delhi.

A business delegation, headed by Mr Jyotiraditya Scindia, Union Minister of State, Commerce and Industry, visited **Brazil, Peru and Chile** in September.

CII also organized India Shows in **Argentina and Brazil** to promote Brand India and facilitate Indian companies to showcase their strengths and capabilities in these markets.

Asia

CII has been focusing on creating direct links between India and the East Asian and Southeast Asian businesses as well as governments, institutional partners, think tanks, thought leaders, media and academics.

ASEAN

With the growing bilateral economic relationship between India and the ASEAN countries, CII reaffirmed the Government of India's 'Look East' policy, by connecting India with the region.



▲ **Shubhendu Amitabh**, Co-Chairman, CII LAC Committee and Sr President, The Aditya Birla Group; **Jyotiraditya Scindia**, Minister of State, Commerce & Industry, India; and **Liliana Perez Uribe**, Secretary General, Ministry of Foreign Affairs, Colombia, at the CII India-Latin America and Caribbean Conclave in New Delhi



▲ **Hans Dannenberg Castellanos**, Ambassador of the Dominican Republic; **Dr. Margarita Cedeño de Fernández**, First Lady of the Dominican Republic; **Leonel Fernández**, President, Dominican Republic; and **Sunil Bhandare**, Adviser (Economic & Govt Policy), Tata Strategic Management Group, at an interactive session in Mumbai

The year saw many high level visits from **Singapore, Malaysia, Indonesia and Vietnam**, as well as visits of Indian business delegations to various ASEAN countries, accompanying Mrs Pratibha Patil, President of India, Dr Manmohan Singh, Prime Minister of India, and Mr Anand Sharma.

An **India-Malaysia CEOs Forum** was established in October with a Joint Statement signed by the Prime Ministers of India and Malaysia to further India-Malaysia



◀ **Dr. Manmohan Singh**, Prime Minister of India; and **Dato' Sri Mohd Najib Tun Abdul Razak**, Prime Minister of Malaysia; with **Anand Sharma**, and **Datuk Mustapa Bin Mohamed**, Minister of International Trade and Industry, Malaysia; and members of the India-Malaysia CEOs Forum in Kuala Lumpur

bilateral ties. CII also organized the India Symposium as part of the India Show in Singapore with the Trade Ministers of both countries addressing the audience.

East Asia

CII, in 2010 undertook several initiatives focused on **China, Japan and Korea.**

CII led several business delegations to China and organized various conferences in China and India. Foremost amongst these was the CII delegation that accompanied Mrs Pratibha Patil, President of India, on her visit to China in May. A high level CII business delegation also accompanied Mr Jyotiraditya Scindia to China, coinciding with our participation in the Shanghai Expo and the CII- IBF meeting there.

Our intense engagement with Japan continued through the year with the India – Japan Business Leaders' Forum during our Prime Minister's visit to Japan in October, and participation in the Asian Business Summit in Tokyo in May. A seminar on 'India-Japan Business Potential: Exploring New Opportunities' was organized during the India visit of Mr Masayuki Naoshima, Japanese METI Minister, in April.

Marking the completion of one year of the implementation of CEPA between India and South Korea, CII organized a



▲ **Anand Sharma, Hari S Bhartia, Wen Jiabao**, Premier of China; and **Gao Hucheng**, China International Trade Representative, & Vice Minister of Commerce, at the India-China Business Cooperation Summit in New Delhi



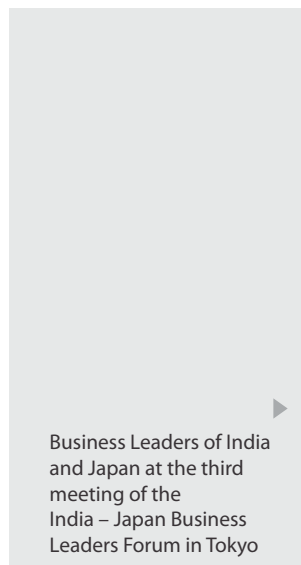
▲ **Masayuki Naoshima**, Minister of Economy, Trade and Industry, Japan, with **Anand Sharma**, at an India-Japan Seminar in New Delhi



▲ **Kim Jong-Hoon**, Minister for Trade, Republic of Korea, and **Anand Sharma**, at the India - South Korea Conference in New Delhi



▲ **Donald Tsang**, Chief Executive, Hong Kong Special Administrative Region, **B Muthuraman**, and **Huang Huahua**, Governor, Guangdong Province, at a Business Conference in New Delhi



▶ Business Leaders of India and Japan at the third meeting of the India – Japan Business Leaders Forum in Tokyo



business session addressed by the Korean Trade Minister, Mr Kim Jong-Hoon, during his visit to New Delhi in January 2011.

South Asia

Building further relations with the South Asian countries, CII undertook various initiatives like establishing of more one-to-one contacts, encouraging business relations, close linkages, and understanding the trade and economic policies of the South Asian countries.

During with the official visit of Begum Sheikh Hasina, Prime Minister of **Bangladesh**, to India, CII organised a meeting of Indian business leaders with her and the accompanying business delegation. As a follow up to her visit, CII led a 30-member Business Mission to Bangladesh in April.

Towards establishing more business to business contacts with **Pakistan**, CII, in cooperation with the Times of India Group, the Jang Group of Pakistan and Pakistan-India CEOs Business Forum organised the 'Indo-Pak Business Meet' in May in New Delhi. Mr Pranab Mukherjee was the Chief Guest at the Inaugural Session. The Meet identified IT, Textiles, Healthcare, Agriculture, Energy and Education as the fast track areas of economic relations between the two countries.

CII took an IT CEOs Mission to Pakistan in December while a 5-member textile delegation from Pakistan interacted with Indian textile industry CEOs in February 2011 in New Delhi.

A16-member CII Business Leaders delegation to



▲ **Pranab Mukherjee** addressing the Aman ki Asha Indo-Pak Business Meet in New Delhi. Also seen (L-R) **Chandrajit Banerjee**, **Shahid Malik**, High Commissioner of Pakistan to India; and **Hari S Bhartia**



▲ **Anand Sharma**, and **Shekhar Datta**, Past President, CII, greeting **Sheikh Hasina**, Prime Minister of Bangladesh, in New Delhi

Sri Lanka in September met senior government officials and the Ceylon Chamber of Commerce during their visit.

CII also took a business delegation to **Nepal** in November.

Australia and New Zealand

CII received Mr. Simon Crean, Minister of Trade from Australia. We also received sectoral delegations from New Zealand.



◀ CII delegation to China with **Pratibha Patil**, President of India, (centre), in Shanghai

Europe

CII works very closely with all the 27 member states of the European Union (EU). In 2010, we completed 30 years of presence in the United Kingdom, reflecting our strong bonding with the region as a whole.

CII led high level business delegations to **Germany, France, Belgium** and the **United Kingdom**, to meet Ministers, senior government officials and industry leaders.

After Mr David Cameron's government took over in the UK, a CII CEOs delegation to the United Kingdom met with Rt Hon. Dr Vince Cable, Secretary of State for Business, Rt Hon. William Hague, Foreign Secretary, Mr Gregory Barker, Minister for Climate Change, and senior officials, including Sir Andrew Cahn CEO, UKTI.

The CII CEOs delegation to Germany in September participated in the Annual Summit of the Federation of German Industries (BDI). The Summit was attended by over 2000 businessmen from Germany and other European countries and addressed by Dr Angela Merkel, Federal Chancellor of Germany, and Mr Rainer Bruderle, Federal Minister of Economics and Technology, Germany.

A joint CEOs business delegation to Brussels, Belgium, participated in the 11th EU-India Business Summit in December and discussed cooperation between India and the EU in Renewable Energy and Infrastructure.

Several leaders from Europe visited India this year, including Prof Dr Horst Kohler, President of the Federal Republic of Germany, Mr Nicolas Sarkozy, President of the Republic of France, Mr Olafur Ragnar Grimsson, President of the Republic of Iceland, Mr David Cameron, Prime Minister, of the United Kingdom, Mr Donald Tusk, Prime Minister of **Poland**, Prince Philippe of Belgium, and Hereditary Prince Alois of the Principality of **Liechtenstein**.

Middle East and North Africa

CII in 2010 led business delegations to **Yemen, UAE, Syria, Saudi Arabia** and **Iran**.

We organised a business event in Dubai in cooperation with the Indian Business and Professional Council, and with the Embassy of India in Tehran. CII also participated in the



▲ **Dr. Ing. Hans-Peter Keitel**, President, Federation of German Industries (BDI); **Dr. Angela Merkel**, Federal Chancellor of Germany; **Hari Bhartia**, President, CII, and **Arndt G Kirchhoff**, Chairman, BDI-BDA SME Committee, at the Annual Day of the Confederation of German Industry, in Berlin



▲ **Hari S Bhartia** with **Nicolas Sarkozy**, President of France, at a session in Mumbai



▲ **Rt Hon. William Hague**, Foreign Secretary, UK with Hari S Bhartia, in London, during the CII CEOs Annual Delegation to UK



▲ **Rudi Thomaes**, Chief Executive, Federation of Belgian Enterprises; **Chadrajit Banerjee**; **Hari S Bhartia**, and **Philippe de Buck**, Director General, Business Europe, at the EU-India Business Summit in Brussels



▲ **Hari S Bhartia**, with **Christine Lagarde**, Minister for Economic, Finance & Industry, France, at a Conference in Mumbai



▲ **Rt Hon Dr Vince Cable**, Business Secretary, UK, with **B Muthuraman**, in London

Tehran International Fair for the first time this year.

A CII CEOs delegation accompanied the Prime Minister of India to **Saudi Arabia**, and **UAE**, and the President of India to Syria. CII brought out a publication on 'India and League of Arab States – Exploring New Horizons' highlighting business opportunities for India and 22 Arab States.

Russia and CIS

CII explored business opportunities for Indian businesses in the growing economies of the Russia and CIS Region.

In partnership with the Ministry of Commerce and Industry and the Ministry of Economic Development of Russia, we organised the India-Russia Forum on Trade and Investment, with Mr Sergei Ivanov, Deputy Prime Minister of Russia, and co-chair of the India-Russia inter-governmental commission, and Mr Anand Sharma.

CII led a CEOs delegation to the St Petersburg International Economic Forum. A business delegation accompanied Mr S M Krishna to Kazakhstan. Another delegation travelled to Turkmenistan with Ms Preeti Kaur, Union Minister of State, External Affairs.

CII also hosted many delegations from the region, including Kyrgyzstan, Uzbekistan, and Russia.

Know India Programmes

Know India Programmes (KIP) are organized by India's Ministry of Overseas Indian Affairs, to familiarize Indian Diaspora youth with developments and achievements in the land of their ancestors. The programme is a unique forum for young people of Indian origin to visit India, share their views, expectations and experiences and to bond closely with contemporary India.

CII is the institutional partner for KIP. In 2010, three Know India Programmes were organised for 102 students from over 15 countries, including Argentina, Australia, Canada, Chile, Fiji, Israel, Malaysia, New Zealand, Peru, Russia, Suriname, South Africa, Trinidad and Tobago, UK and Zimbabwe.



▲ **Dr Subakanth Behera**, Jt Secretary (PP&R), Ministry of External Affairs; **Dr Ahmed Salem Al-Wahishi**, Chief Representative, League of Arab States Mission in India; **Youssouf Omar Doualeh**, Dean, Arab Diplomatic Corps & Ambassador of Djibouti to India; **Atul Punj**, Chairman, CII Gulf/MENA Committee & Chairman, Punj Lloyd Ltd; and **Sami Mohammad Al-Sulaiman**, Ambassador of Kuwait to India & Chair – GCC Countries, releasing the report on 'India & League of Arab States- Exploring New Horizons' in New Delhi



▲ **Syamal Gupta**, Sr Advisor, Tata International; **S M Krishna**, and **Ashok Sajjanhar**, Ambassador of India to Kazakhstan, in Kazakhstan



▲ **Sergei Ivanov**, Deputy Prime Minister of Russia, **Anand Sharma**, and **Hari S Bhartia** at the India Russia Forum in New Delhi



▲ **Pratibha Patil**, President of India, with participants of the Know India Programme, in New Delhi

International Trade

In an eventful year for India's external sector, the unprecedented fall in demand for our exports in 2009-10 was followed by an equally sharp rise during 2010-11. As per estimates, India's exports are on track to hit US\$ 235 billion in the year ending March 2011.

The **Annual Supplement to the Foreign Trade Policy** (2009-14), announced in August, provided continuity to government policy, by continuing with various export promotion schemes such as DEPB, and zero duty EPCG.

A day after the announcement of the Foreign Trade Policy, Mr. Anand Sharma, Union Minister of Commerce and Industry, assured India's exporters at the CII **Export Summit** of the government's continuous support. He also described the government's serious efforts to reduce transaction costs for exporters.

Also addressing the Summit, Mr. Jyotiraditya Scindia, Union Minister of State, Commerce and Industry, spoke about the work that has been done by the Task Force on Transaction Costs to address exporter concerns.

CII has always been a strong supporter of the Doha Development Agenda (DDA) of the **World Trade Organisation** (WTO). This year too, we interacted with various stakeholders of DDA.

In August, CII members shared the concerns of Indian industry with Mr. Michael Punke, US Ambassador to the WTO. Mr. Punke subscribed to the fears of Indian industry on issues related to trade in re-manufactured goods, and admitted the need for more clarity on this. He, however, was keen to see more movement from India on sectoral tariff elimination in industrial goods.

Mr. Harsha V. Singh, Deputy Director General, WTO, in an interaction with CII members in August, shared that negotiators in Geneva have been able to arrive at a consensus in almost 80 percent of the issues.

Over the past few years, India has been aggressively negotiating bilateral and regional Free Trade Agreements (FTA). Besides the FTA with the ten-member ASEAN bloc, covering goods, and a comprehensive FTA with South Korea, comprehensive agreements with Japan and Malaysia were also ratified this year. CII organised workshops across India to



▲ **Anand Sharma**, Union Minister of Commerce and Industry, **Hari S Bhartia**, President, CII, and **Chandrajit Banerjee**, Director General, CII, at the Export Summit in New Delhi



▲ **Sanjay Budhia**, Chairman, CII National Committee on Exports, and MD, Patton International Ltd, **Jyotiraditya Scindia**, Union Minister of State, Commerce and Industry; and **Sunil Mitra**, Revenue Secretary, Ministry of Finance at the Export Summit in New Delhi



▲ **Dr. Rahul Khullar**, Secretary, Commerce, at a session on WTO & Bilateral Agreements in New Delhi



▲ **Harsha V. Singh**, Dy Director General, WTO, at an interactive session in New Delhi



▲ **Naveen Munjal**, Chief Executive, Hero Exports, **Amb. ISI A. Siddiqui**, Chief Agricultural Negotiator, Office of the US Trade Representative, **Amb. Michael Punke**, Deputy US Trade Representative, and **Jayant Dasgupta**, Indian Ambassador to the WTO, at an interaction in New Delhi

generate greater awareness among Indian industry about the benefits of the various agreements.

Addressing a CII conference on 'WTO and Bilateral Agreements' in September, Dr. Rahul Khullar, Secretary, Commerce, said the next decade would see trade emerge as the major engine of India's economic growth. He also predicted India's participation in several bilateral trade deals, a surge in international demand for services, including movement of skilled workers, and a successful conclusion of the WTO Talks over the next decade.

Promoting Brand India

A number of high value sectoral and international diplomatic events were held over the year, cutting across several verticals, primarily focusing on bigger branding and revenue opportunities for CII.

The prestigious **National Conference and Annual Session** held in May in New Delhi, on **'Implementing Inclusive Growth and Development'** brought together key representatives from polity and industry to discuss ways to strengthen the nation's social infrastructure, education, healthcare and skill building initiatives.

Mr Pranab Mukherjee, Finance Minister of India, cited governance and implementation as the key determinants to ensure inclusive growth.

Mr P Chidambaram, Union Home Minister, sought industry's partnership in making growth inclusive, specifically to win back the trust of the Naxalite population.

"Inclusion is in sync with the emerging global architecture," as the economic centre of the world is shifting to newer emerging markets in Asia, Africa, and Latin America, declared Mr Anand Sharma, Union Minister of Commerce and Industry, urging industry to build economic bridges to new emerging geographies.

The National Conference commemorated CII's 115th anniversary, with the release of a film chronicling the growth and development of the organization over the years.

Mr. Hari S Bhartia, Co-Chairman and MD, Jubilant Bhartia Group, took over as President, CII, while Mr B Muthuraman, Vice Chairman, Tata Steel Ltd, was elected CII Vice President for 2010- 2011.



▲ Pranab Mukherjee, Finance Minister of India, with Hari S Bhartia President, CII; Venu Srinivasan, Past President, CII, and Chandrajit Banerjee, Director General, CII, at the National Conference and Annual Session 2010 in New Delhi

The CII Woman Exemplar Awards for 2010 were presented by Mr Mukherjee. Mr Joyotiraditya Scindia, Union Minister of State, Commerce and Industry, and Mr Arun Yadav, then Union Minister of State, Heavy Industries and Public Enterprises, (currently Union Minister of State, Agriculture and Food Processing) gave away the second edition of the CII Corporate Wellness Awards.

India Economic Summit

CII co-organised the 26th edition of the annual **India Economic Summit** under the theme 'Implementing India' in November, with the World Economic Forum. Over 170 speakers from across the world addressed 800 business leaders from 50 countries on topics as diverse and pertinent as leadership, building critical infrastructure, expanding skills development, addressing security threats and achieving income and gender equality. Top Indian ministers and leaders, including



◀ Pratibha Patil, President of India, with the Pravasi Bharatiya Samman Awardees in New Delhi

Mr Pranab Mukherjee, Mr Anand Sharma, Mr Kamal Nath, Union Minister of Urban Development, Dr Montek Singh Ahluwalia, Deputy Chairman, Planning Commission, Ms Agatha K Sangma, Union Minister of State, Rural Development, Mr Jyotiraditya Scindia, Mr Sachin Pilot, Union Minister of State, Communications and IT; Mr Bhupinder Singh Hooda, Chief Minister of Haryana and Mr Arun Jaitley, Leader of the Opposition, Rajya Sabha, apprised international delegates of India's priorities and the reforms process.

Pravasi Bharatiya Divas

The 9th Pravasi Bharatiya Divas in New Delhi in January 2011 was by far the most successful PBD held so far. With the largest turnout ever of 1800+ delegates, the highly interactive event brought out new issues and useful recommendations, over three days of meetings and sessions, capped by cultural evenings. PBD 2011 was inaugurated by Dr Manmohan Singh, Prime Minister of India, and Sir Anand Satyanand, Governor General of New Zealand. Mrs Pratibha Devisingh Patil, President of India, gave away the Pravasi Bharatiya Samman Awards.

Partnership Summit

CII's national flagship Partnership Summit, brought together 10 Ministers from 9 countries and overseas delegates from 12 countries to brainstorm on 'New Partnerships for Economic Resurgence: The Global Imperative,' in Mumbai in January 2011. Mr. Anand Sharma chaired the 17th edition of the Summit, which focused on seven key themes:

- Relevance of multilateralism in global trade
- Need for a robust global financial architecture



▲ **Dr Manmohan Singh**, Prime Minister of India, with **Hari S Bhartia**, **B K Handique**, Union Minister of Development of the North Eastern Region; and **Sir Anand Satyanand**, Governor General of New Zealand; at Pravasi Bharatiya Divas in New Delhi



▲ **Hari S. Bhartia**, **Pranab Mukherjee**, **Chandrajit Banerjee**, and **Prof Klaus Schwab**, Founder and Executive Chairman, World Economic Forum, at the India Economic Summit in New Delhi



▲ **Hari S Bhartia** and **Kamal Nath**, Union Minister of Urban Development, with the Co-Chairs of the India Economic Summit : **Sunil Kant Munjal**, Past President, CII, & Chairman, Hero Corporate Service Ltd, **Ajit Gulabchand**, CMD, Hindustan Construction Company, and **Rahul Bajaj**, Past President, CII, and Chairman, Bajaj Auto; at the India Economic Summit in New Delhi

Richard Konteh, Minister of Trade, Industry & State Enterprise, Sierra Leone; **Gorden Moyo**, Minister of State Enterprises & Parastatals, Zimbabwe; **Craig Emerson**, MP, Minister of Trade, Australia; **Maqbool Ali Sultan**, Minister of Commerce & Industry, Oman; **Hage Geingob**, Minister of Trade & Industry, Namibia; **Anand Sharma**, Minister of Commerce & Industry, India, and Chairman, The Partnership Summit 2011; **Prithviraj Chavan**; Chief Minister of Maharashtra; **Hari S Bhartia**; **A Reda Chami**, Minister of Commerce, Industry, Foreign Investment & New Technologies, Morocco; and **B Muthuraman**, President - Designate, CII, at The Partnership Summit 2011 in Mumbai



- Employability and Skills Development
- Partnerships in innovation for human development
- The imperatives and challenges of urbanization
- Partnerships for global security
- Sustainable environmental development

The Summit showcased Maharashtra as an attractive business destination. The focus country this year was Oman. A total of 132 international business delegates participated in the Partnership Summit, apart from nearly 800 delegates from India.

India Inclusive @ Davos 2011

A unique campaign co-ordinated by CII showcased opportunities in India's successes and challenges at the World Economic Forum's Annual Meeting in Davos in January 2011.

India's largest-ever 130 member delegation to the Meeting engaged with the world on multiple issues to raise India's profile as a vibrant democracy, a fast growing stable economic power, and a hub of culture and art. Thirty nine members of the Indian delegation joined the discussions in around 40 sessions to deliver an important Indian perspective to global issues. There were also two plenary sessions on India. CII and Indian companies organized several events, sessions and gala evenings on the sidelines of the Annual Meeting.

A novel concept initiated this year was the **India Adda**. Conceived as a quintessential Indian hangout point for people to connect with each other over spicy Indian street food and masala chai, it was hugely successful in spreading the warmth of Inclusive India in the sub-zero climes of Switzerland.



▲ **Prof. Isabelle Milbert**, The Graduate Institute of Development Studies, Geneva; **Talleen Kumar**, Jt Secretary, DIPP; **M C Singhi**, Sr Economic Advisor, DIPP; and **Arun Maira**, Member, Planning Commission of India, at The Partnership Summit 2011 in Mumbai



▲ At the WEF Annual Meeting in Davos : **Chanda Kochhar**, Chairperson, CII National Committee on Banking, and MD & CEO, ICICI Bank, India; **Hari S. Bhartia**, and **Dr. Montek Singh Ahluwalia**, Deputy Chairman, Planning Commission of India



▲ **Mukesh Ambani**, CMD, Reliance Industries; and **Anshu Jain**, Head of the Corporate & Investment Bank, Deutsche Bank, at the WEF Annual Meeting in Davos



▲ **Azim Premji**, Chairman, Wipro Ltd; and **S. Ramadorai**, CEO & MD, Tata Consultancy Services, at the WEF Annual Meeting in Davos



◀ **Dr. Montek Singh Ahluwalia**; **P Chidambaram**, Home Minister, India; **Prof Klaus Schwab**; **Hari S. Bhartia**; **Anand Sharma**, and **Chandrajit Banerjee**, at the WEF Annual Meeting in Davos



Trade Fairs

The **CII Trade Fairs Department** aligned to all the four key enablers of CII's theme of 'Business for Livelihood:' Education, Employability, Innovation and Entrepreneurship, through events organized under various segments and categories. Our fairs were a rich learning experience, offering exposure to best in class products and practices, exploring novel mediums and avenues for knowledge sharing, product development and newer markets, while creating value –addition to enhance employability. Major events showcased innovations to reduce down time and enhance productivity, while providing a platform for entrepreneurship to access market forces that drive demand.

International Engineering Trade Fair: The flagship event of CII since 1975, IETF 2011, held in February in New Delhi, hosted around 250 exhibitors from 11 countries, with Japan as the Partner Country and UAE as the Focus Country. It had participation from China, France, Germany, Italy, Malaysia, Thailand, Singapore, Slovak Republic and South Africa and featured several concurrent shows:

- Global
- Manufacturing
- Stainless Steel Pavilion
- Eco-Products International Fair
- Inclusive, Integrated Solid Waste Management
- Water India 2011
- Partmart and Autocare

IETF 2011 was inaugurated by Mr Anand Sharma, Union Minister of Commerce & Industry, with Ms Sheikha Lubna Bin Al Qasimi, Minister of Foreign Trade, UAE, and Mr Hideaki Domichi, Ambassador of Japan to India.

SAFE 2010: The 4th edition of the International Exhibition and Conference on Internal and Homeland Security in July in New Delhi evinced keen participation from over 64 exhibitors.



▲ **Anand Sharma**, Union Minister of Commerce & Industry, India, inaugurating IETF 2011, as **Hari S Bhartia**, President CII; and **Sheikha Lubna Al Qasimi**, Minister of Foreign Trade, UAE, look on



▲ **Vincent H Pala**, Union Minister of State, Water Resources & Minority Affairs, inaugurating Water India 2011, a concurrent show at IETF in New Delhi



▲ **A. Sai Prathap**, Union Minister of State, Heavy Industries & Public Enterprises; **Hari S Bhartia**; **Agatha Sangma**, Union Minister of State, Rural Development; and **Chandrajit Banerjee**, Director General, CII, at IETF in New Delhi



▲ **Gurpal Singh**, Deputy Directory General, CII; **Ashok Lavasa**, Jt Secretary (Police II), Ministry of Home Affairs; and **Prasun Mukherjee**, Director General, Bureau of Police Research & Development, Ministry of Home Affairs, at SAFE 2010 in New Delhi

Healthex: CII, jointly with Bangalore International Exhibition Services, organised Healthex, an international exhibition focusing on hospitals, medical and surgical equipment, materials, supplies and allied services, in Bangalore in July. The exhibition was inaugurated by Mr Ramachandra Gowda, Minister for Medical Education, Karnataka.

IMX: The Industrial Maintenance Expo was the first B2B forum focusing on maintenance, service and care for Indian industry to enhance productivity and reduce downtime for better growth. The fair highlighted the need for better maintenance by adoption of TPM practices and corrosion management. IMX was inaugurated by Mr Vilas Rao Deshmukh, then Union Minister of Heavy Industries and Public Enterprises, (currently Union Minister of Rural Development, with additional charge of Panchayati Raj) in August in New Delhi.

Mr Arun Yadav, then Union Minister of State, Heavy Industries and Public Enterprises, (currently Union Minister of State, Agriculture and Food Processing) addressed the concurrent Corrosion Summit. Mr B S Meena, Secretary, Heavy Industries and Public Enterprises, was also present. A conference on Best Maintenance Practices was organized during the Fair.

BSX 2010: The 2nd edition of the Bengaluru Space Expo was organized in association with Antrix Corporation and the Indian Space Research Organisation in Bangalore in August. BSX 2010, inaugurated by Mr K Radhakrishnan, Chairman, ISRO, had overseas participation from 22 countries. A conference on World Space Biz was held concurrently.

IHF 2010: The 3rd edition of the International Hospitality Fair in October in New Delhi showcased the best products,



▲ **Rajive Kaul**, Past President, CII, and Chairman, CII Trade Fairs Council; **Vilasrao Deshmukh**, then Union Minister of Heavy Industries & Public Enterprises (Currently Union Minister of Rural Development & Panchayati Raj); and **BS Meena**, Secretary, Heavy Industries, at the Industrial Maintenance Expo in New Delhi



▲ **Mohammed Abubakar**, Minister for Science & Technology, Nigeria; and **Dr K Radhakrishnan**, Chairman, ISRO; inaugurating the Bengaluru Space Expo with **Rajive Kaul**, and **Vikram Kirloskar**, Chairman, CII National Committee on Technology, in Bengaluru



▲ **Kumari Selja**, then Union Minister of Tourism, Housing & Urban Poverty Alleviation, (currently Union Minister of Tourism, Housing & Urban Poverty Alleviation); **Vikram Bakshi**, Chairman, Steering Committee IHF 2010; and **Rajive Kaul**, at the International Hospitality Fair in New Delhi



◀ **Chandrajit Banerjee**; **Dr. Naresh Trehan**, Chairman, CII National Healthcare Committee; **Hari S Bhartia**, **Ramachandra Gowda**, Minister for Medical Education, Karnataka; **Dr. Prathap C. Reddy**, Chairman, Healthex 2010 and Chairman, CII National Council on Health; and **Jamshyd N. Godrej**, Past President, CII, and CMD, Godrej & Boyce Manufacturing Co Ltd, at Healthex in Bangalore

technology and services and new innovations in the Hospitality industry to the Indian market, which is now seen as an important investment destination by hotel and resort chains the world over. Concurrent activities at IHF included a conference on Revenue Management, a session on Procurement, a Pastry and Culinary Session, and a programme on Food Safety.

IMME 2010: The 10th edition of the flagship International Mining & Machinery Exhibition was inaugurated by Mr Wahidullah Shahrani, Minister of Mines, Afghanistan, Ms Justine Elliot, Parliament Secretary of Trade, Australia, and Mr Partha Bhattacharya, then Chairman of Coal India Ltd, in Kolkata in November. The Global Mining Summit was held concurrently.

Made in India Argentina: The Made in India show is an initiative to promote Brand India and Indian industry overseas. CII has been successfully organizing MII shows since 1995 in various countries. MII Argentina in November focused on automotive components and accessories, IT, and management.

Auto Show East: Held in Kolkata in November, Auto Show East was the second in the series of Regional Auto Shows and the first in East India. Jointly organized by CII and the Society of Indian Automobile Manufacturers (SIAM), the show was inaugurated by Mr Ranjit Kundu, Transport Minister, West Bengal.

India Show, Singapore: An initiative of the Ministry of Commerce and Industry and CII to promote 'Brand India,' the India Show in Singapore showcased the latest in automotive, engineering, science and technology, services, agribusinesses, pharmaceuticals and food processing. The show was inaugurated by Mr Anand Sharma and Mr Lim Hng Kiang, Minister Trade and Industry, Singapore.

India Show, Brazil: Held in March 2011 with the participation of 70 Indian companies, the India Show Brazil was inaugurated by Mr Alessandro Teixeira, Deputy Minister of Development, Industry and Foreign Trade, Brazil. A CII CEO delegation visited Brazil as part of the India Show.



▲ **Anand Sharma and Lim Hng Kiang**, Minister of Trade and Industry, Singapore, inaugurating the India Show in Singapore as **B Muthuraman**, President - Designate, CII; and **Chandrajit Banerjee** look on



▲ **Wahidullah Shahrani**, Minister of Mines, Afghanistan; **Justine Elliot**, Parliamentary Secretary for Trade, Australia; **Rajive Kaul**; **Partha Bhattacharya**, then Chairman of Coal India Ltd, and **Chandrajit Banerjee** at IMME in Kolkata



▲ **S.B. Ganguly**, Past Chairman, CII Eastern Region; **Ranjit Kundu**, Transport Minister, West Bengal; and **P. Balendran**, Member, Executive Council, SIAM and Vice President (Corporate Affairs), General Motors, at Auto Show East 2010 in Kolkata



▲ **Roberto Paranhos**, President, Brazil India Chamber of Commerce; **Shubhendu Amitabh**, Chairman, CII LAC Committee, & Sr President, The Aditya Birla Group; **Alessandro Teixeira**, Deputy Minister for Development, Industry & Foreign Trade, Brazil; and **Vinod Sachdeva**, Charge De Affairs, Embassy of India in Brazil, at the India Show Brazil