5.2 Details

(vii) CONFEDERATION OF INDIAN INDUSTRY

Organisation : Confederation of Indian Industry

Objective : CII CEO's Delegation to Japan, coinciding with the visit of the Hon'ble Prime Minister Mr. Atal Bihari Vajpayee, a strong focus on information technology, automotive components, and textiles.

Date : 7-11 December 2001

Country : Japan: Tokyo, Osaka

Summary Report

This report is based on the Prime Minister, Mr. Atal Bihari Vajpayee's visit to Japan and the CII CEO's Delegation. Mr. Vajpayee's address at the India Business Meet at Osaka, invites Japanese participation in railways projects similar to Delhi Metro project, tourism, films & entertainment, animation, software, music and publishing. CII identifies areas for Indo-Japanese cooperation at the India Business Meeting in Kansai, regarded as industrial heart of Japan. There are as: IT, Automotive Industry, Infrastructure, Life Sciences including Biotechnology and Pharma and Entertainment Sector.

On the Indian IT industry, strengths of the Indian software & service sector with the objective of evolving greater Indo-Japanese cooperation in the field of IT is focused in the report. Fields like e-commerce/e-Business, Digital contend development, R&D Services, Enterprise Consulting, Technology infrastructure management services, Telecom software and IT enabled services are some of the important areas identified.

In the field of IT, the points emerged are as: Japan constitutes only 4 per cent of India's exports while US constitutes 64 per cent. However, this will be expanded to a figure of US $5 billion by 2005. Already over 50 Indian software companies have operations in Japan, to marry the hardware capabilities of Japan with India's software expertise. The Software Association of India is giving a lot of focus to

Indians learning Japanese language. Japan can leverage India's software capabilities to enhance its manufacturing capabilities especially in the embedded software area.

It is suggested that tap the convergence between Japan's investment suppliers and India's development needs in infrastructure construction, energy management, food management, and total quality management. Also PM address covers that Japan should utilise India IT professionals in biotechnology bio-informatics, embedded software, optics, new materials and new energy technologies. Also it is suggested to use India's diversified health and personnel care services for the older generation in Japan.

Members of Delegation

1. Mr. Sanjiv Goenka, President, CII & Vice Chairman, RPG Enterprises.
2. Mr. T.R. Anand, Chairperson & CEO (Japan & Korea), Satyam Computer Services Ltd.
3. Mr. T.K. Balaji, Chief Executive & Managing Director, Lucas TVS Ltd.
4. Mr. L. Ganesh, Vice Chairman & Managing Director, Rane Engine Valves Ltd.
5. Mr. S.B. Ganguly, Chairman & CEO, Exide Industries Ltd.
6. Mr. Milind Hardikar, CEO-Denim Business, The Arvind Mills Ltd.
7. Mr. Arjun Jain, Chairman & CEO, Polaries Software Lab Ltd.
8. Mr. D.K. Jain, Vice Chairman & Managing Director, Lumax Industries Ltd.
9. Mr. Ravi Kailas, Chairman, ZIP Global Network Ltd.
10. Mr. Deep Kapuria, Managing Director, Hi-Tech Gears Ltd.
11. Mr. Pradeep Kar, Chairman & Managing Director, Microland Ltd.
12. Mr. Pramod Mittal, Vice Chairman & Managing Director, Ispat Industries Ltd.
13. Mr. Naishadh I. Parikh, Board Director, The Arvind Mills Ltd.
14. Mr. R. S. Pawar, Chairman, NIIT Ltd.

15. Mr. B. Rama Raju, Managing Director, Satyam Computer Services Ltd.

16. Mr. Jerry Rao, Chairman, Mphasis-BFL Ltd.

Conclusion

There are vast opportunities to enhance Indo-Japanese cooperation in the current environment of economic liberalisation in India and the strong focus on global partnerships. We should invite Japanese industry leaders to look at partnership with Indian companies in the automotive components sector as closely as Japan is looking at the Indian IT sector.

In the textile sector, Japan is looking at manufacturing speciality fibre. This can be complemented by India's capability to manufacture garments made from such speciality fibres. A Japan-India Agreement on Textiles along the lines of Japan-Singapore Agreement on Textiles would greatly foster Indo-Japan cooperation in this area.

Other areas where Japanese companies can gainfully seek business opportunities in India are telecommunications, energy, textile machinery, and tourism. India should seek Japanese investments in agro-rural sector particularly food processing sector, namely maize, rapeseed, seasame, soyabean, egg products, poultry meat, pineapple, banana, wheat, raisin, linseed, casteroil, sugar, onion, pepper, lemon and orange seek Japanese collaboration to improve facilities on the Buddhist tourist circuit.

Organisation	:	Confederation of Indian Industry
Objective	:	CII Mission to create awareness on the opportunities provided by the Latin American markets among Indian industry and trade; to show strengths of Indian industry and supply capabilities; and to facilitate business-to-business contacts amongst potential business partners both in the major Latin American countries and India.

Date : 7-12 May 2000

Countries : Argentina, Brazil and Chile

Summary Report

This report is based on the Indian Mission to Latin America as a part of the integrated initiative. It was organised jointly by the Ministry of Commerce and Industry and the CII in conjunction with the Mercosur Economic Summit, organised by the World Economic Forum on 7 to 9 May 2000, in Rio-de-Janeiro.

Brazil is an important market in the Latin American region. India has watched its transformation in the past decade. The opening up of the Brazilian market has stimulated the economy. The industrial sector is expanding its capacity and so as to be competitive and to cope with globalisation restructuring.

The Mission observed that, there is a growing emphasis on development of roads, railways, ports, transport, telecommunication and energy sectors through privatization, investment, and modernisation. This state of affairs need a closer study of the opportunities available to Indian business and exports in specific terms for identifying suitable niches.

The report states that there is limited awareness about India, its industrial capabilities and strong sectors amongst the Brazilian business community, except for the chemicals and drugs & pharmaceutical sector. There are six Indian joint ventures in Brazil in pharmaceutical sectors, viz. Dr. Reddy's Laboratories, Ranbaxy, Core Health Care, Aurobindo Pharma, Lupin Laboratories, and KEC International. A Brazilian firm had established a joint venture in India for processing soya oil.

National Confederation of Industries (CNI) at Rio de Janiero, which was an MoU Partner of CII, operates a Network of International Business Countries in Brazil created with the support of the Agency for Promotion of Exports (APEX).

Rio de Janeiro is the second industrial centre in Brazil with a concentration of industries like software, pharmaceuticals, construction, textiles, iron & steel, shipbuilding and automobiles. Rio de Janeiro is the software capital of Brazil. There are at least 10 automobile MNCs. The USA, Japan and France are operating in Brazil.

There is a strong network of Associations and Chambers in Brazil, which could be used as nodal points for exchange of business activities. These Chambers and Associations appeared to be modern and professional in their outlook and management. They have a nationwide network amongst each other for facilitating international linkages. It is suggested by the CII and CNI that an Online Directory of mutual business interests to be exchanged through the respective websites and video conferencing on sectoral business opportunities between CII and CNI members.

The report mentions, Brazil could be used as a gateway to the Mercosur region. Many MNCs of USA, EU, Japan, and Korea are already positioning themselves to take advantage of this large integrating regional market and India should not fall behind.

There is a major business boom in the country and the consumer goods sector offered an enormous opportunity and serious attempts should be made to plug into large super market chains operating in Brazil. The report suggests, India should participate more aggressively in the Brazilian exhibitions especially in Sao Paulo. The Sao Paulo exhibition centre is the largest one in Latin America and hosts over 90 specialised international fairs every year.

Argentina is an important market for Indian products and services. However its traditional connection with Europe and USA has also been one of the factors for low trade between India and Argentina. Being a highly sophisticated market Indian exporters compete with world class products. There is a very little knowledge at the macro level on India’s industrial strengths and capabilities. This information gap could be bridged between the two countries businessmen by organising discussion over video conferencing and establishment of online directories of mutual business interests for exchange of business. In this connection, sector specific conferences and buyer-seller meets that being proposed by CII with special reference to Latin America would be useful. Chemicals, drugs & pharmaceuticals, engineering and textiles are some of the important sectors for Argentina market.

Products having good export prospects in Argentina are:

Chemicals, dyes & dye intermediates, pharmaceutical; engineering goods, hand tools, automobile, two-wheelers and parts; electronic & electrical equipment; textile and readymade garments, cotton, silk, synthetic fibre and yarn; sports goods and toys; carpet, durries, jute & jute products; shellac, guar gums and other vegetables extracts; essential oils; and gems and imitation jewellery.

The Mission report suggests the following three pronged strategy for exporting these products to Argentina:

- Attempt to catalyse export of identified products through larger interaction with import/trading houses. It is understood that most of the import-export trade in Argentina is done through agents.
- Identify important trade fairs in Argentina and set up India pavilion on a sectoral basis.
- Gather more information on opportunities available in the "thrust sectors" identified by Union Industries Argentina and to encourage large Indian companies to take interest in these. For recapitulation, there are as follow:
    - Pollution free high quality food for high income markets
    - River and coastal sea transportation
    - Ports reconstruction and management
    - Dreding of channels, rivers and ports
    - Rail road modernization
    - Relative low series--high sophistication metallurgical parts (gear boxes and similar)
    - High quality leather products (shoes and garments)
    - Pollution control and recycling technologies
    - Mining
    - Forest development

The best strategy for exporting to Argentina would be through the joint venture route particularly because of the high freight element involved in direct exporting. This needed to be explored for specific sectors with special reference to areas in which India is in a position to offer competitive technologies. Some of the areas identified for joint venture possibilities are:

Meat procuring; Sugar refining; Mining; Glass industry; Chemicals; LPG Cylinder; and Plastic containers.

Information technology and software services are the areas which offers a clear advantage and strong focused initiatives needed to be taken for realisation of this potential.

The foreign investment laws have been liberalised giving equal rights to foreign investors and nationals. Profits could be foreign investors and nationals. Profits could be repatriated anything after paying the local taxes. Banking sector is very stable although multinational banks are making fast inroads and displacing the local banks, the report says.

In view of Chile's liberal foreign investment policy, which accorded equal treatment to national and foreign investors, free access was available to various markets and economic segment and involved minimum intervention by the Government. It is suggested in this report that a closer study should be undertaken for identifying potential areas for joint ventures in which India is in a position to offer competitive technology.

Chile has smaller economic base than that of Brazil and Argentina. Its economy is considered to be the most successful story of economic reforms in Latin America. The policies of free market led to improve efficiencies in private and public sectors and a diversification of the export base. However the attractiveness is somewhat hindered by its small economic base.

Chile has the lowest import tariff, which is much lower than the common external tariff of the Mercosur countries. From 1 January 1999, the average import duty is 10 per cent, which is slated to be reduced further to 6 per cent in 2003. This single fact was preventing Chile from joining Mercosur. There are no restrictions on imports and exports. Chile exports are agriculture products, wines, timber, and fishmeal. Imports are capital goods, automobiles, textiles, and consumer goods, etc.

The low import tariff regime of Chile presents a good prospects for export promotion to this country. Export prospects have been identified in this report, namely:

- Organic, inorganic and agro chemicals; bicycle and parts; hand tools; medical equipment; engineering products; electronic items; readymade garments; and coir and coir products.

Members of Delegation

1. Mr. Omar Abdullah, Minister of State for Commerce and Industry
2. Mr. D.K. Mittal, Joint Secretary, Ministry of Commerce
3. Mr. S. Pandey, IAS, Private Secretary to the Minister
4. Mr. Madhur Bajaj, President, Bajaj Auto Limited
5. Mr. David Rasquinha, Resident Repesentative (Washington), Export-Import Bank of India
6. Ms. Indrani Kar, Director (Exports), Confederation of Indian Industry

Conclusion

There has been a qualitative change in the economic environment of Argentina, Brazil, and Chile. The process of integration within the Latin American countries is progressing fast. The two major regional trading arrangements are Mercosur and Andean Pact apart from Caricom and CACM. These are ultimately expected to merge and transform into a very large and seamless market.

Proactive measures are required for positioning Indian business at this stage. The trading bloc Mercosur requires special attention because it represents 45 per cent of the population; 40 per cent of imports and 60 per cent of GDP of Latin America.

Information gap in India's industrial strength which needed to be bridged with a sustain effort. The Mission is successful in establishing the first contact with nodal agencies representing industries and business through which a concerted campaign could be launched for projecting India’s strengths and enhancing the level exchanges on the institutional basis.

According to the Mission’s Action Plan, which consists of Institutional Set up, Marketing, and Infrastructure Development. In regard to Institutional set up, Ministry of Commerce has to take further steps for Free Trade Agreements with Chile, Andean, Caricom, and Mercosur; Bilateral agreements on recognition of qualification e.g. Medical Engineering, Law, CA, etc., and Trade MoU with Bolivia and Brazil.

On marketing, focused studies on export and joint ventures possibilities to be undertaken by CII and other nodal agencies involved in business and trade. In view of the sectoral opportunites identified by the Mission, intiate sectoral trade delegation in the following sectors:

> Drugs and pharmaceuticals, Chemicals, IT and Software, Railway Technologies and Equipment, Machines and Machine Tools, Automobiles and Auto Components, Textiles and Yarn, Environment Technologies & Services, Hospital Equipments and Supplies, and Infrastructure of Industries focusing in Brazil

Some of other actions suggested are that Indian entertainment companies should be motivated to look at the Latin American countries (LAC) and spend on these countries. There should be identification of institutes doing special research on LAC and networking with them including Internationally Monetary Fund/World Bank. Also importantly that there should be evaluation of manpower requirement in major LAC.

Last but not the least the infrastructure development requires for Indian trade and industry for this LAC, there is need of expansion/strengthening of EXIM Bank Lines of Credit and promotion of Spanish/Portuguese learning by exporters in selected institutions.

Organisation : Confederation of Indian Industry

Objective : Business delegation on the occasion of Prime Minister Mr. Atal Bihari Vajpayee's visit to USA

Date : 6-17 September 2000

Country : USA

Summary Report

India and the USA--the two largest democracies--need to follow to build a ever lasting relationship. The important aspect for engagement will be that the two countries realise the need for a *quid pro quo* to improve trade. There are several sectors where the two nations can work together.

On the multilateral level, World Trade Organisation (WTO) is the one, where India has been pointing out that issues concerning environment and labour have to be kept out of WTO. India feels that for labour the right forum is International Labour Organisation and for Environment agencies like the UN Environment Programme will have to be used, the report says.

The USA is the India's largest trading partner and export destination. Two-way trade is at over US$12.5 billion, reflecting an increase of nearly 100 per cent since 1992.

It is suggested in this report, India should at least export products worth US$15 billion to the USA within the next-five years and US$25 billion within the next 10 years time. Meeting these targets will require a big push from both the industry and government. Business delegation report suggests the biggest thrust has to be in the services sector because in merchandise goods, the USA may not be completely opened to a sudden surge in exports from one particular country.

The composition of India's exports has undergone a change over the years. India's exports to the USA have been rising mainly on account of significant increases in the exports of diamonds, textiles and readymade garments, machinery, carpets, footwear and leather products, dyes, iron and steel products, chemicals, edible fruit and nut & species, coffee and tea.

Six items, namely, textiles and clothing, cut and polished non-industrial diamonds, carpets, shrimps and prawns, footwear & leather goods, and cashew nuts, account for about 75 per cent of Indian total exports to the USA. India imports from the USA at present are mainly machinery including project items, fertilizers, aircraft and aeronautical equipment and organic chemicals.

On the investment front from 1991-99 total inflow of US investments were at US$2.5 billion from an actual approval of US$13.5 billion. Report suggests that India should target to get at least US$15 billion of US FDI in the next five years time and US$25 billion in the next 10 years time. The CII has identified several areas where US companies can invest in India. These sectors include financial services, energy, environment, biotechnology, information technology, drugs and pharmaceuticals, telecommunications, infrastructure and research and development.

India has tremendous strengths, which can be used by the US firms. The principal strengths available in India are:

- Abundant availability of skilled and technically qualified manpower
- Huge pool of English speaking workforce
- Virtual 12 hour time zone difference between India and USA offers cost & time serving
- World-class quality
- High reliability of rapid delivery
- State-of-the-art technologies
- Strong brand equity

Besides the above stated strengths, the report also highlights the capabilities of Indian small and medium enterprises, which represent a dynamic sourcing base for US firms, namely the range of engineering products they offer are comparable with the best in terms of manufacturing process & standards, quality, prices & delivery schedules in addition to:

1. Highly qualified human resources pool with a high level of comfort with technology;
2. Mature industrial base;
3. Abundant natural resources; and
4. Strong entrepreneurial tradition by way of 3.1 million small industry units.

Conclusion

The CII believes that the future of Indo-US trade will depend as much on private sector initiatives as in government involvement. It is time to build a lasting partnership. As there is a lot of scope for synergy between Indian and US firms. It now only depends on how the two use to build better contacts and boost bottom lines. Export opportunities are in the following area:

> Computer software, electronics & computer hardware, electrical equipment, machine tools & light engineering goods, agricultural machinery, biotechnology, textiles and garments, food processing & packaging industry, soap, cosmetics and toilet preparations, and leather & leather goods.

Organisation : Confederation of Indian Industry

Objective : Report on "India--Russia-The Road Ahead" prepared on the occasion of the visit of H.E. Mr. Vladirmir Putin, President of Russia to India .

Date : 2-5 October 2000

Country : Russia

Summary Report

Russia has come a long way in its relationship with India since the disintegration of the Soviet Union in 1991. Russia and India enjoy historic relations since the days of erstwhile Soviet Union. In economic terms the quantum of trade between the two sides has not been substantial. However in recent years there is now an interest among the two sides to increase trade. The report says that it is interesting to note in the total trade between the two sides till now has been mainly commodities or goods that have been traditionally been trade between the two countries. There has been little change in the nature of goods imported or exported from both countries since the days of the Soviet Union.

Rupee trade has been an important issue between the two countries. India and Russia had agreed to settle the large rupee debt of Rs. 36,000 crore. India owned to the former Soviet Union by repaying back Rs. 3,000 crore every year over a period of time. But when the two sides formed it difficult to find importers into Russia for utilising the rupee debt they came up a solution which has worked for the last two years.

The Indian side accepted the Russian proposal for the repayment of half its rupee debt (Debt Repayment Funds) in the form of goods, particularly food, medicine, and computers. The remaining half of the non-convertible rupees would continue to be auctioned by the Russian government to private Russian firms wanting to make purchase in India.

The report says that this will mean that there will be tremendous scope for trade between the two countries in the normal hard currency route in coming years. Both the countries should now target at least $ 5 billion bilateral trade by 2005.

Pharmaceutical products have become significant items of export to Russia. Concerted efforts of some reputed Indian pharmaceutical firms and joint working groups seem to have convinced the Russian that India has the capacity to supply medicines comparable in quality to those from the Western countries at a much lower cost.

Indian pharma companies, like Dr. Reddys, Ranbaxy, and Lupin have established their reputations in Russia, the potential of such producer exports seems to have been less than fully utilized. Such exporters account for only 60 per cent of India’s pharmaceutical exports to Russia.

Another important area is that of Russian telecommunication systems, which is underutilized. It is estimated by EIU that $ 40 billion investment will be required in the network in the next decade to remedy past deficiencies and meet new subscriber needs. Some 2 million lines are to be installed annually until 2005. An important area for cooperation is to identify specific sector that could be synergied are the financial services, pharmaceuticals among others.

Report says, the governments, and private sector in both countries will have to look at building joint venture between firms in both countries in these sectors, which not only targets the huge domestic markets in these two countries but captures the more lucrative markets in Europe, America or even Asia.

Conclusion

Russia is not a new market for India. There are many areas, where Indian products have an edge in terms of quality over similar priced products from other Asian countries. CII is of the opinion that there is enough scope for development of Indo-Russian ties in the pharmaceutical industry. Indian companies can utilize the large research facilities in Russia to do some in-house research and these joint ventures can be utilized to tap the large western markets.

CII is of the view that the Russia telecommunication sector offers tremendous scope for Indian companies to enter the market. The two governments can also work on getting the two public sector telecom giants in India, VSNL and MTNL, to look at Russia to either provide technical support or even take up equity and invest in that country.

IT enable or value added “remote services” like backaging office operations, calling medical transcription, etc., are high growth area. Both India and Russia have a lot of synergies in the IT sector. While Russia has a lot of experience in hardware design and advanced computing it does not have the large number of English speaking qualified IT professionals which India possess. Russia also lacks the expertise to market its products in the Western markets where India can help. CII is of the view that there is a lot of scope for the two countries to set up joint ventures in this sector.

Organisation : Confederation of Indian Industry

Objective : Mission to Pakistan to explore business opportunities between India and Pakistan

Date : 31 August-4 September 2001

Country : Pakistan

Summary Report

India and Pakistan are the two largest economies in the South Asian region and provide tremendous potential for bilateral trade. There are many apprehensions in the way of increasing trade and economic exchanges. Nevertheless, attempts have been made from time to time to improve trade relationship, reflecting mutual recognition of the inherent advantages of trade on one hand and desire of the business community on the other.

There are certain ground realities, as stated in the Mission report, which have been working as stumbling blocks in the way of two-way trade. They are succinctly lack of confidence, apprehensions, lack of information, no MFN treatment to India, and political relation overshadows economic considerations.

The need for a conducive environment can hardly be over-emphasised. It is widely felt by the business community of the two countries that the existing environment does not favour a situation of steady growth in bilateral trade. By environment mean, the report says policy environment, availability of infrastructure and logistics for trade flows, among others.

Pakistan can export to India are bulk items, i.e. fresh & dried fruits and vegetables, fish, sugar and molasses, limestone, fertilizer, natural gas, electricity, marbles (including onix), precious & semi precious stones, raw cotton, etc.

Under the category of light manufactured items are as of articles of textiles, RMGs, clothing accessories, finished leather & leather goods, knotted carpets, scientific instruments, etc.

The Pakistani industrial community strongly feels that trade relationship must look at the possibility of India exporting raw materials and components to Pakistan. This would enable them to expand their manufacturing base and undertake cost-competitive production, besides exporting semi-finished / finished goods to India and third countries. This would greatly facilitate growth of certain industries such as engineering, chemicals, petro-chemicals, etc.

The CII identifies the following items:

- iron & steel
- Castings and forgings
- Non-metallic mineral products
- Bye-products of refinery
- Plastic materials
- Raw materials for pharmaceutical industry
- Intermediates for chemicals.
- Agro-based raw materials, e.g. oilseeds, etc., and milk

The Mission report says that there is also a vast scope for export of certain components that would facilitate emergence of technology-intensive industries in Pakistan. CII identifies the following components:

Auto Components, Bicycle Components, Components for machine tools industry, Components of electrical machinery and goods, and Components of textiles machinery.

Technical cooperation has its significant role in industrialisation of Pakistan. There are sectors where India can play an important role. These are as below identified by the CII in the report.

- R&D for crop productivity
- Seed processing
- Food processing, preservation, etc.

- Storage and cold chains, and
- Auto components

Besides the abovementioned technical cooperation, interest is also shown in cooperation for technical services and networking among the institutions for building indigenous capacities in the field of:

(i) Quality and Productivity Management

(ii) Energy Conservation

(iii) Environment Management

(iv) Technical Education and Training

(v) Entrepreneurship Development

Members of Delegation

1. Mr. Jadgdish Khattar, Deputy Chairman, CII (Northern Region) & Managing Director, Maruti Udyog Ltd., New Delhi.
   Leader of the Delegation

2. Mr. Krishna Sabharwal, Chairman, Peshawar Soap Chemicals Ltd., Gurgaon.

3. Mr. Navdeep Chawla, Managing Director, Psychotropics India Ltd., Fridabad.

4. Mr. Sandeep Goyal, Group CEO (Broadcasting), Zee TV, Mumbai.

5. Ms. Chhaya Shriram, Officer on Special Duty (OSD), Usha International Ltd., New Delhi.

6. Mr. Mahinder Pal Singh Gogia, Partner, Trans Exports, Ludhiana.

7. Mrs. Shahnaz Hussain, Chairperson-cum-Managing Director, Shahnaz Herbals, New Delhi.

8. Mr. R.K. Puri, Senior Partner, AF Ferguson & Co., New Delhi & Financial Consultant for Shahnaz Herbals.

9. Mr. Satish Kansal, Vice President, Siel Ltd., New Delhi.

10. Mr. Sunil Sabarwal, Director, Peshawar Soap Chemicals Ltd., Gurgaon.

11. Mr. Luv Kumar, Director, DSM EPP Surlon India Ltd., New Delhi.

12. Mr. Gurdeep Singh, Director (Finance & Admn.), GNA Axles Ltd., Hoshiarpur.

13. Mr. Kanwaljit Singh, Trans Exports, Ludhiana.

14. Mr. Abhijit Saxena, Vice President (Intl. Business), Zee Telefilms, Mumbai.

15. Mr. Partha Pritam Sinha, Director Marketing, Zee Telefilms, Mumbai.

16. Mr. Sachin Bembi, Metalman Auto Pvt. Ltd., Ludhiana.

17. Mr. S. Sen, Deputy Director General, CII.

18. Mr. Piyush Bahl, Head-CII International.

19. Ms. Shefali Chaturvedi, Deputy Director, CII, New Delhi.
    Delegation Manager

Conclusion

There is scope for economic relationship between India and Pakistan. The cost of non-cooperation can easily be understood to be very high. It is high time that concrete initiatives are taken, and apprehensions are pushed aside. There is a vast scope for export of certain components that would facilitate emergence of technology-intensive industries in Pakistan. These components are as auto components, bicycle components, components for machine tools industry, components of electrical machinery and goods, and components of textile machinery. Succinctly technical cooperation and services have their significant role in industrialisation of Pakistan.