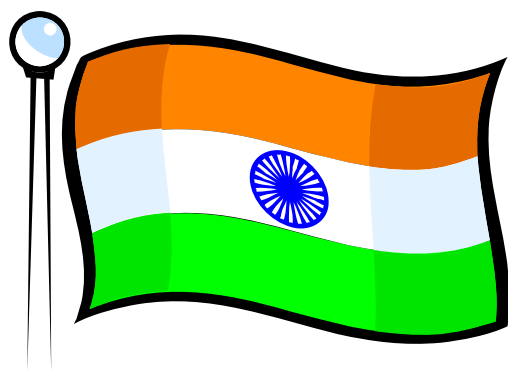




THE CANADIAN CHAMBER OF COMMERCE

LA CHAMBRE DE COMMERCE DU CANADA

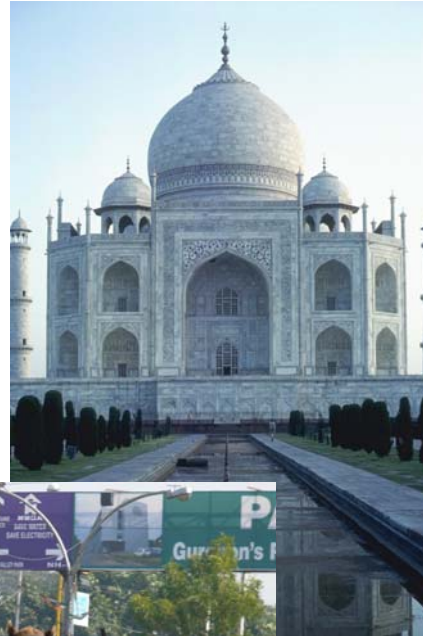


Canada and India: Boosting Economic Ties and Cutting Barriers

www.chamber.ca

Shirley-Ann George
Vice President International
sgeorge@chamber.ca

Perceptions of India



Indian Reality



The Opportunity



- Population: >1B
 - 200 – 300M middleclass
- Poverty Ratio:
 - 54% in 1993
 - 35% in 2000
- Growth Rate: ~9%
 - GDP >Japan using PPP
 - Growth Capacity: 7-8% 10-20 yrs
- Driven by '91 Market Reforms
 - Real progress but not a straight line
 - British legacy = Language, Legal, Education
- FDI: \$4.5B (05) → \$15B (06)



Rapid Market Expansion



- Infrastructure >\$420B
 - 45,974 km highway
 - Double Electricity Production
 - Water, Airports, Rail
- Telecom 30% ↑
 - >2M subscribers/mth
- Agri-Food Storage
- Education



Where is Canada?



- India = <math><0.5\%</math> Cdn Exports
<math><1\%</math> Cdn Imports
- Cda = India's 24th Market
- Today:
 - Investment: \$251M
 - Services \$334M
 - Goods: \$1B



CCC Goal:
*Quadruple Trade
Within
5 Years*

For Business: “What Works, What Doesn’t”



Asia Pacific Foundation

1. Partnerships
2. Pick Right Entry Vehicle
3. Seek Professional Advice
4. Quality On-site Presence
5. India as a Hub
6. Pay Attention to Costs
7. Fierce Competition
8. Innovation
9. Executive Level Follow Through
10. Establishment takes YEARS

Required Reading

- Asia Pacific Foundation
- Export Development Canada

Asia Pacific
Foundation
of Canada

Fondation
Asie Pacifique
du Canada



Needed Canadian Policy Framework



1. Canadian Strategy and Action Plan
 - Serious Commitment w/Serious Money & Resources
 - Higher Visibility & Profile in both Canada & India
2. Focused, Proactive & Sector-based Strategies
 - Priorities: Infrastructure, Financial Services & Education
 - Proactively seek Investment into Canada
3. Fix Canadian Visa and Immigration Problems
4. Work to Resolve Indian Inhibitors
 - Labour Market Reforms
 - Tariff & Non-tariff Barriers
 - IP Protection
 - Tax Issues



Needed Canadian Policy Framework



5. Harness Indo-Canadian Connections

- Leverage Indo-Canadian Diaspora
- Enhanced Foreign Credential Recognition



6. High-level Govt-Business Advisory Group

7. Seek an Enhanced Economic & Investment Partnership

- Groundwork for Canada-India Free Trade Agreement



India and Nova Scotia



- Education!
- Atlantic Gateway – Hub
 - Proactive Marketing in India and in N.A.
 - ✓ Smart Planning – Offices in India
 - Feds are Interested
 - Requires fully Integrated Plan
 - Gateway Counsel
 - Driven by Volumes
 - Gateway & Border Crossing and Building Canada funds

