

SME CONNECT

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Putting Efforts for
Empowerment of SMEs
Sustainable Growth
Global Competitiveness



ACTIVITY REPORT
APRIL 2012 - APRIL 2013



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FOREWORD



Chandrakant Salunkhe
Founder & President
Small & Medium Business
Development Chamber of India
Email: smechamberofindia@vsnl.net

Dear Entrepreneurs,

I have immense pleasure to present the Activity Report of SME Chamber of India for the year 2012-13. SMEs are putting efforts for the growth of the Nation. They are also competing in national and international markets and successfully running their sustainable and profitable businesses.

I have observed that there is still opportunity available for organising various types of activities for the enhancement of business activities, knowledge transmission and resolve the issues of the SME sector.

Therefore, we organised several activities during 2012-13 and 1st quarter of 2013-14 and provided a unique platform for enhancing connectivity & knowledge, identifying business opportunities in local and international markets, exports, new technologies, international collaborations, marketing, innovations and most importantly finance and investment facilities for the growth and expansion of SMEs.

We have also discussed and identified solutions for various issues and problems related to industry, SMEs, start-ups and handholding sessions for prospective and Young Entrepreneurs.

India is looking at 8% growth in coming years and therefore this is our responsibility to provide all kinds of support to Small and Medium Entrepreneurs not only to enable them start their businesses but also to transform them into Corporate by organising various activities in the year 2013 & 2014 especially on Energy, Food Processing Industry, Pharmaceutical and Health Care, Finance and Investment, Packaging, International Trade and other industrial issues. Our focus will also be on export promotion activity by arranging delegations to various countries for enhancing connectivity between Indian and Overseas entrepreneurs.

I express my sincere thanks to the Central and State Governments, Banks, Financial Institutions, Corporate and other stake holders for providing valuable support and guidance. Also special thanks to sponsors, members, supporters and partners for their active support and participation.

SME CONNECT – bi monthly Owner Printer Publisher Mr. Mahesh Balasaheb Salunkhe, Printed at Hindustan Packaging, Unit No1, Kembros Industrial Estate, Sonapur Lane, Off L.B.S Marg, Bhandup (W), Mumbai - 400 078, Published at 101, Murlidhar Baldev Estate, Near Vikas Estate, Off Aarey Road, Goregaon (E), Mumbai - 400 063. Maharashtra, Editor - Mahesh Balasaheb Salunkhe. RNI No : MAHENG / 2011 / 48842

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Annual Flagship Activity

MARATHI ENTREPRENEURS SUMMIT

Theme : Integration of Entrepreneurs for Better Growth

organised on Friday, 19th April 2013 | Hotel Sofitel BKC, Mumbai

Jointly Organised by



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA



MAHARASHTRA INDUSTRIAL AND
ECONOMIC DEVELOPMENT ASSOCIATION

INAUGURAL OF THE SUMMIT



Dr. Anil Kakodkar – Chairman, Rajiv Gandhi Science & Technology Commission and Former Chairman, AEC inaugurating the Summit. Other Dignitaries (L to R) **Shri Chandrakant Salunkhe** – Founder & President, SME Chamber of India & MIEDA, **Shri Ashishkumar Chauhan** – Managing Director & CEO, BSE Ltd., **Shri Vinod Tawde** – Leader of Opposition, Maharashtra Legislative Council, **Shri Vibhav Kant Upadhyay** – Chairman, India Centre Foundation, **Shri C.VR. Rajendran** – Executive Director, Bank of Maharashtra and **Shri D. S. Kulkarni** – Chairman & Managing Director, DSK Group of Companies

LAUNCHING OF GLOBAL MARATHI ENTREPRENEURS ORGANISATION



Dr. Anil Kakodkar – Chairman, Rajiv Gandhi Science & Technology Commission & Former Chairman, AEC and **Shri Vinod Tawde** – Leader of Opposition, Maharashtra Legislative Council launching the **GLOBAL MARATHI ENTREPRENEURS ORGANISATION**. Other Dignitaries (L to R) **Shri Ashishkumar Chauhan** – Managing Director & CEO, BSE Ltd., **Shri D. S. Kulkarni** – CMD, DSK Group of Companies., **Shri M. V. Tanksale** – CMD, Central Bank of India, **Shri C. VR. Rajendran** – ED, Bank of India, **Shri Chandrakant Salunkhe** – Founder & President, SME Chamber of India & MIEDA and **Shri Vibhavkant Upadhyay** – Founder Chairman, India Centre Foundation.

FELICITATION FOR SUPPORTING SMEs



Dr. Anil Kakodkar – Chairman, Rajiv Gandhi Science and Technology Commission & Former Chairman, AEC presenting memento of appreciation to **Shri M. V. Tanksale** – CMD, Central Bank of India for Supporting SMEs and Marathi Entrepreneurs for their better growth

CHIEF GUEST ADDRESS



Dr. Anil Kakodkar – Chairman, Rajiv Gandhi Science & Technology Commission & Former Chairman, AEC addressing the delegates

KEYNOTE ADDRESS



Shri Vinod Tawde – Leader of Opposition, Maharashtra Legislative Council addressing the delegates on "Empowerment of Marathi Entrepreneurs - Our Role"

ADDRESS BY DIGNITARIES



Shri M.V. Tanksale – Chairman and Managing Director, Central Bank of India addressing the delegates



Shri D. S. Kulkarni – Chairman & Managing Director, DSK Group of Companies addressing the delegates on **"Strategies and Initiatives for success in the Competitive Market"**



Shri C.V.R. Rajendran – Executive Director, Bank of Maharashtra addressing the delegates on **"Role of Bank of Maharashtra for Entrepreneurial Development"**

ADDRESS BY DIGNITARIES



Shri Ashishkumar Chauhan – MD & CEO, BSE Ltd.(Bombay Stock Exchange) addressing the delegates on "SME Stock Exchange – New Avenue for Raising Capital"



Shri Vibhav Kant Upadhyay – Chairman, India Centre Foundation addressing the delegates on "Investment and Business Partnership with Japanese Companies"



Shri Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India and Maharashtra Industrial and Economic Development Association (MIEDA) and addressing the delegates

DELEGATES AT THE SUMMIT



PLENARY SESSION - I

“Strategies and Initiatives to Empower Marathi Entrepreneurs for Better Growth”



Panelists (L to R) **Mr. T. R. Bajalia** – Dy. Managing Director, SIDBI, **H. E. Dr. Liu Youfa** – Consulate General of The People’s Republic of China in Mumbai, **Mr. V. K. Venkatachalam** – Advisor, SME Chamber of India, **Mr. Sharief Habib Al Awadhi** – Director General, Fujairah Free Zone Authority, **Mr. Bipin Kumar Bhardwaj** – Dy. General Manager (SME Business Unit), State Bank of India and **Mr. Ajay Ramasubramaniam** – Trade Advisor – Ontario, Canada, Ontario International Marketing Centre



Shri Prabhakar Dalal – Senior Advisor, Exim Bank of India addressing the delegates



Shri Prashant Nagre – CEO, Fermenta Biotech Ltd. addressing the delegates



Shri Ashank Desai – Founder and Ex - Chairman, Mastek Limited addressing the delegates



Shri Shantanu Bhadkamkar – CEO, ATC (Clearing and Shipping) Pvt. Ltd. addressing the delegates



Shri Prakash Rane – Managing Director, ABM Knowledgeware Limited addressing the delegates



Shri Santosh Naik – MD and CEO, Disha Direct Marketing Pvt. Ltd. addressing the delegates

PLENARY SESSION – II
“Driving Growth of Marathi Entrepreneurs : Opportunities and Challenges”



Panelists (L to R) **Shri Sanjay Athalye** – Chief Risk Officer, Reliance Commercial Finance, **Shri Ranjeet Pawar** – CEO, Sugee Realtors Pvt. Ltd., **Shri G.M. Ambhore** – Director ,MSME Development Institute, Mumbai, **Shri A. K. Khadke** – General Manager, Central Bank of India, **Shri Rajesh Mokashi** – Dy. Managing Director, CARE Rating, **Shri Nitin Bhandari** – AVP - NPD & Partnership, Vodafone India Ltd. and **Dr. Mita Dixit** – Chief Consultant, Family Business Advisor, Equations Management



Shri G. M. Ambhore – Director ,MSME Development Institute, Mumbai addressing the delegates



Shri A. K. Khadke – GM, Central Bank of India addressing the delegates



Shri Rajesh Mokashi – Dy. Managing Director, CARE Rating addressing the delegates



Shri Sanjay Athalye – Chief Risk Officer, Reliance Commercial Finance addressing the delegates



Shri Nitin Bhandari – AVP - NPD & Partnership, Vodafone India Ltd



Shri Ranjeet Pawar – CEO, Sugee Realtors Pvt. Ltd. addressing the delegates



Dr. Mita Dixit – Chief Consultant, Family Business Equations Management Consulting

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- MSME Care Centres at Circle Offices to redress grievances of customers.

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II-Edition

Annual Flagship Activity

GUJARAT SME MANUFACTURING SUMMIT

Focus on

FINANCE | EXPORT PROMOTION | NEW TECHNOLOGY | COLLABORATIONS

organised on Friday, 12th April 2013 | Hotel Courtyard by Marriott, Ahmedabad

INAUGURAL OF THE SUMMIT



Mr. G.N. Bajpai – Chairman - Indian SME Knowledge Forum and Former Chairman, SEBI inaugurating the Summit. Others (L to R) **H. E. Dr. Liu Youfa** – Consul General, Consulate General of The People’s Republic of China, **Mr. R. S. Sodhi** – Managing Director, Gujarat Cooperative Milk Marketing Federation Ltd., **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Mr. R. K. Dubey** – Chairman & MD, Canara Bank and **Mr. Vibhav Kant Upadhyay** – Chairman, India Centre Foundation

LAUNCHING OF PORTAL



Mr. G.N. Bajpai – Chairman - Indian SME Knowledge Forum and Former Chairman, SEBI launching the portal www.doingbusinessingujarat.com. Others (L to R) **H. E. Dr. Liu Youfa** – Consul General, Consulate General of The People’s Republic of China, **Mr. Chandrakant Salunkhe** – Founder & President, SME Chamber of India, **Mr. R. K. Dubey** – Chairman & MD, Canara Bank, **Mr. R. S. Sodhi** – Managing Director, Gujarat Cooperative Milk Marketing Federation Ltd, **Mr. Vibhav Kant Upadhyay** – Chairman, India Centre Foundation, **Mr. Ashishkumar Chauhan** – MD & CEO, BSE Ltd and **Mr. Sanjay Athalye** – Chief Risk Officer, Reliance Commercial Finance

ADDRESS BY CHIEF GUEST

Mr. G.N. Bajpai – Chairman - Indian SME Knowledge Forum and Former Chairman, SEBI addressing the delegates during the inaugural session



“The first and foremost element for success is to have a clear vision by the SME Entrepreneurs. There may be many impediments on the way of progress”, commented Mr. G. N. Bajpai

He added that Gujarat is endowed with many resources and has a good eco-system. Commenting on the importance of the resources, he said that finance is the most important resource of an enterprise without which neither machinery, nor men and materials can be brought together to start a venture. The mobilization of resources thus

assumes greater importance. He encouraged the SMEs to create qualitative and quantitative wealth by optimizing their resources. The financial resources can be in the form of equity and debt and it should be judicially adjusted. Working capital management assumes centre stage in financial management. The enterprise should earn the confidence of the lenders through compliance and transparency so that they can avail the finance assistance.

He also advised SMEs to be cautious about the stagnation and low growth of the

business. SMEs need to identify new business opportunities, adopt innovative solutions and create service excellence. While doing so, they should not forget the responsibility towards environment and society, commented Mr. G. N. Bajpai.

He concluded by encouraging the SMEs to utilize various avenues of finance such as Venture Capital, Private Equity, Angel Funds as well as raise capital through stock exchange, in order to enhance their business growth and performance.

Mr. R. K. Dubey – Chairman & Managing Director, Canara Bank addressing the delegates



“SMEs contribute significantly to the growth of economy, but they also lack in financial knowledge, in depth marketing activities and supply chain management”, observed Mr. R.K. Dubey. He urged the Chamber to coordinate between the SMEs, the Bankers and the External Agencies under a single umbrella for effectively servicing the SMEs. He encouraged the SMEs to resort to product innovation, technological development, skilled manpower development, working capital management and other areas. Commenting on the role of banks, he said that banks are focusing their attention on the SME Sector not for just adhering to the targets set by Government and RBI but really

engage with the SME as a strategic partner. Banks also help the deserving SMEs for timely rehabilitation and restructuring. Many SME specific branches are in operation to cater to the varied needs of the Sector.

“Without the support of the Bank the SMEs cannot grow and without the SMEs the economy cannot grow” said Mr. R. K. Dubey.

He further added that economic inclusion is of priority to the banking sector and they nurture the young entrepreneurs and the entrepreneurs from the rural areas. With these initiatives bank acts like a partner in

progress and offer hand holding services.

Commenting on the state of availability of finance to the SME sector, he observed that only 5.18% of units (both registered and unregistered) had availed of finance through institutional sources, while 2.05% of the units had finance from non-institutional sources. Majority of units i.e. 92.77% had no finance or depended on self-finance. Thus, the extent of financial exclusion in the sector is very high. He concluded saying that developing SME sector in to Corporate requires coordinated efforts by all stakeholders, viz., Government, Banks, Financial Institutions & other policy makers.

Mr. R. S. Sodhi – MD, Gujarat Cooperative Milk Marketing Federation Ltd. addressing the delegates



“Branding is not only meant for big companies but even SMEs can reap enormous benefits by adopting proper marketing and branding strategies”, commented Mr. R.S. Sodhi

Commenting on Amul, he said that the company started as a tiny unit with 250 liters processing capacity and has now grown into India’s biggest food brand with 14 million liters per day processing capacity. It was possible only by employing innovative and

consistent marketing and branding strategies which is as important as finance and technical capabilities. He encouraged the SMEs to become Corporate by adopting new ideas and concepts.

Commenting on branding process he said that the first step in branding is to identify the target customers and segment the market to suit the company’s capabilities and goals. Second step is to effectively communicate with the target customers by

creating awareness and providing necessary information from time to time. Once the brand is established the word of mouth publicity itself will bring in business growth.

He concluded by advising SMEs to take assistance from professionals for product development, packaging and advertisement in order to reach out to existing and prospective customers



Shri Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India addressing the delegates

“SMEs of Gujarat are very enterprising, result oriented and are capable of achieving the targets. They make remarkable contribution not only to the State GDP but also for Nation’s growth”, observed Mr. Chandrakant Salunkhe

Commenting on selection process of **“Gujarat SME Excellence Awards”,** he mentioned that Gujarati entrepreneurs are very innovative and quality conscious, producing quality products. They also have latest manufacturing facilities and technologies and have commendable international business relations. This aptitude and attitude has been

the primary reason for the growth of their businesses and their business connectivity in both domestic and international markets, observed Mr. Chandrakant Salunkhe.

He added that the **II - Edition of “Gujarat SME Manufacturing Summit”** is aimed at providing networking platform to the SMEs to identify business opportunities and enhance knowledge. Commenting on the activities of the Chamber, he commented that the Chamber will continue to put its efforts regularly so that SMEs from Gujarat can take advantages of the services of the Chamber for enhancement of their connectivity and business activities.



Mr. Ashishkumar Chauhan – MD & CEO, BSE Ltd. (Bombay Stock Exchange) addressing the delegates



Mr. Vibhav Kant Upadhyay – Chairman, India Centre Foundation addressing the delegates

PLENARY SESSION – I Sustainable Growth of SMEs – Strategies and Initiatives



Panelists (L to R) **Mr. T. R. Bajalia** – Dy. Managing Director, SIDBI, **H. E. Dr. Liu Youfa** – Consulate General of The People's Republic of China in Mumbai, **Mr. V. K. Venkatachalam** – Advisor, SME Chamber of India, **Mr. Sharief Habib Al Awadhi** – Director General, Fujairah Free Zone Authority, **Mr. Bipin Kumar Bhardwaj** – Dy. General Manager (SME Business Unit), State Bank of India and **Mr. Ajay Ramasubramaniam** – Trade Advisor – Ontario, Canada, Ontario International Marketing Centre



Mr. Sanjay Athalye – Chief Risk Officer, Reliance Commercial Finance addressing the delegates



H. E. Dr. Liu Youfa – Consulate General of The People's Republic of China in Mumbai addressing the delegates



Mr. T. R. Bajalia – Dy. Managing Director, Small Industries Development Bank of India addressing the delegates



Mr. Bipin Kumar Bhardwaj – Dy. General Manager (SME Business Unit), State Bank of India addressing the delegates



Mr. Sharief Habib Al Awadhi – Director General, Fujairah Free Zone Authority addressing the delegates



Mr. Ajay Ramasubramaniam – Trade Advisor – Ontario, Canada, Ontario International Marketing Centre addressing the delegates

PLENARY SESSION – II Empowerment of SMEs to become Emerging Corporate



Panelists (L to R) **Mr. Pramod Bapna** – MD (Operations and Strategy Practice), Smarthead Strategy Solution P. Ltd, **Mr. Sunil Girotra** – DGM, (Ahmedabad Region), Union Bank of India, **Mr. V. K. Venkatachalam** – Advisor, SME Chamber of India, **Mr. S.K. Widhani** – GM, SME, Allahabad Bank - Kolkata, **Mr. Sudatta Mandal** – GM, Export-Import Bank of India, **Ms. Sangeeta Modi** – Managing Partner, Access Asset Managers, **Mr. Rohan Tejura** – MD & CTO, Rosoft Limited and **Mr. Monish Khosla** – Founder & CEO, CertifiedCNG



Mr. S. K. Widhani – General Manager (SME), Allahabad Bank addressing the delegates



Mr. Sunil Girotra – DGM, (Ahmedabad Region), Union Bank of India addressing the delegates



Mr. Pramod Bapna – MD (Operations and Strategy Practice), Smarthead Strategy Solution Pvt. Ltd. addressing the delegates



Mr. Sudatta Mandal – General Manager, Export-Import Bank of India addressing the delegates



Ms. Sangeeta Modi – Partner, Access Asset Managers addressing delegates



Mr. Rohan Tejura – MD & CTO, Rosoft Limited addressing the delegates



Mr. Monish Khosla – Founder & CEO, CertifiedCNG addressing the delegates

PLENARY SESSION - III

Successful Business Growth – Opportunities and Challenges



Panelists (L to R) **Mr. Kamalesh Mehta** – Proprietor, Citizen Industries, **Mr. Arvindbhai Patel** – C MD, Sahajanand Laser Technology Ltd., **Mr. Pavan Parikh** – Director, Parikh Packaging Pvt. Ltd., **Mr. Chandrakant Salunkhe** – Founder & President, SME Chamber of India, **Mr. Kalpesh Joshi** – Director, Item Secure Pvt. Ltd., **Mr. T. P. Govindan** – Director, Electrical Research & Development Association and **Ms. Jaya Agrawal** – CEO, Confisec Printers



Mr. S. K. Widhani – General Manager (SME), Allahabad Bank addressing the delegates



Mr. Sunil Girotra – DGM, (Ahmedabad Region), Union Bank of India addressing the delegates



Mr. Arvindbhai Patel – Chairman & MD, Sahajanand Laser Technology Ltd. addressing the delegates



Mr. Kalpesh Joshi – Director, Item Secure Pvt. Ltd. addressing the delegates



Mr. Pavan Parikh – Director, Parikh Packaging Pvt. Ltd. addressing the delegates



Ms. Jaya Agrawal – CEO, Confisec Printers addressing the delegates

II Edition

Annual Awards

GUJARAT SME EXCELLENCE AWARDS

organised on Friday, 12th April 2013 | Hotel Courtyard by Marriott, Ahmedabad

“Gujarat SME Excellence Awards” in the category of “Manufacturing Sector & Service Sector” were presented at the hands of **Mr. G N. Bajpai**, Chairman, India SME Knowledge Forum and Former Chairman, SEBI, **Mr. R. S. Sodhi**, Managing Director, Gujarat Cooperative Milk Marketing Federation Ltd. and **Mr. R. K. Dubey**, Chairman & MD, Canara Bank

Mr. Mahendra G. Patel, Managing Director, Lincoln Pharmaceuticals Ltd receiving



LINCOLN PHARMACEUTICALS LTD.

Ahmedabad, Gujarat

Awarded for

“MANUFACTURING SECTOR”

- ❖ **Business Activity :** The company is in the manufacturing and formulation of various Pharmaceutical products
- ❖ **Turnover:** Rs. 170 Crore
- ❖ **Special Achievements:** The company has developed various new medicines and has patents for 4 different product range. The key achievement for the company is its mouth melting medicinal strips. The company has entered in to JV with Phafag, Novartis and Unichem for development of new products.

Mr. Pavan Parikh, Director, Parikh Packaging Pvt. Ltd, receiving the Award



PARIKH PACKAGING PVT. LTD.

Sanand, Ahmedabad, Gujarat

Awarded for

“YOUNG ENTREPRENEUR” in Manufacturing Sector

- ❖ **Business Activity:** The Company is involved in the Manufacturing of various packaging products & solutions
- ❖ **Turnover:** Rs 160 Crore
- ❖ **Special Achievements:** The Company is one of the best companies in flexible packaging products and solutions. The company recently entered into JV with Constantia Flexibles, Austria; the 3rd largest packaging company in the world

Mr. T. P. Govindan, Director, Electrical Research & Development Association receiving the Award



ELECTRICAL RESEARCH & DEVELOPMENT

ASSOCIATION, Vadodara, Gujarat

Awarded for

“BEST R & D FACILITY FOR ELECTRICAL INDUSTRY”

- ❖ **Business Activity :** ERDA is a professionally managed not-for-profit technical organization serving the industries and utilities since 1974 in the areas of testing, evaluation, certification, consultancy and R&D related to electrical products and systems.
- ❖ **Turnover:** Rs. 60 Crore
- ❖ **Special Achievements:** The Company has developed and commercialized more than 25 key technologies. It has more than 15 patents including the international patents based on its innovative R&D. ERDA provides various energy conservation services to India. The company has completed more than 250 energy audits for various companies.



SAHAJANAND LASER TECHNOLOGY LTD.

Gandhinagar, Gujarat

Awarded for

“TECHNOLOGY EXCELLENCE” in Manufacturing Sector

- ❖ **Business Activity:** The Company is in the manufacturing of various laser equipments and machines
- ❖ **Turnover:** Rs. 118 Crore
- ❖ **Special Achievements:** The company has been pioneer in developing indigenous technology for Diamond Industry and has revolutionized the entire diamond industry. The company has also commercialized the usage of laser technology in India, thereby placing India at par with other developed countries. The company has received several prestigious awards mainly in the fields of innovation & technology, including Dr. Vikram Sarabhai Award for Young Scientist.

Mr. Arvindbhai Patel, CMD, Sahajanand Laser Technology Ltd receiving the Award



PARAGON SYNTHETICS & POLYMERS PVT. LTD.

Vadodara, Gujarat

Awarded for

“MANUFACTURING SECTOR”

- ❖ **Business Activity:** The Company is in the Manufacturing of Drip Irrigation system, Minisprinkler irrigation and sprinkler irrigation
- ❖ **Turnover:** Rs. 106 Crore
- ❖ **Special Achievements:** The company ranks 3rd in Drip Irrigation Sales in Gujarat. It has developed indigenous high speed Drip Irrigation Machines to various farmers. The company's biggest achievement lies in its ability to handle large irrigation projects of Gujarat Government.

Mr. Narendra Patel, Managing Director, Paragon Synthetics & Polymers Pvt. Ltd. receiving the Award



CITIZEN INDUSTRIES

Navrangpura, Ahmedabad, Gujarat

Awarded for

“MANUFACTURING SECTOR”

- ❖ **Business Activity:** The Company is involved in the Manufacturing of Air Handling equipments and other equipments necessary for Pharmaceutical Industry
- ❖ **Turnover:** Rs. 25 Crore
- ❖ **Special Achievements:** The Company introduced new design of centrifugal fans that employ permanent magnet motors, which are extra-ordinarily efficient over conventional induction motors. The company also introduced individually ventilated animal caging system which is a unique product for R&D fraternity of Pharma industry. The company is the only manufacturer of the above product and is used a import substitute.

Mr. Kamallesh Mehta, Proprietor, Citizen Industries receiving the Award





Mr. Satish Panchal, MD, Vadodara Enviro Channel Limited receiving the Award



VADODARA ENVIRO CHANNEL LTD.
Vadodara, Gujarat
Awarded for
“SERVICE SECTOR”

- ❖ **Business Activity:** The company provides environmental consultancy, Green Audit, Waste Water Management, Rain water harvesting
- ❖ **Turnover:** Rs. 10 Crore
- ❖ **Special Achievements:** The Company has developed technology for conveyance of Treated wastewater through gravity as well as smart pumping. The company is in the process of collaborating with reputed national and international organization for Green Audit, Rainwater harvesting and treatment of wastewater.

Mr. Kalpesh Joshi, Director, Item Secure Pvt. Ltd. receiving the Award



ITEM SECURE PVT. LTD.
Vadodara, Gujarat
Awarded for
“SERVICE SECTOR”

- ❖ **Business Activity:** The Company provides innovative solutions for termite control and various other pest control.
- ❖ **Turnover:** Rs. 8 Crore (Group Turnover)
- ❖ **Special Achievements:** The company is one of the leading pest control providers with the pest free warranty for 50 years. The delivery of pesticides / termiticide is carried out after every 2 years from the date of initial treatment. The company provides the delivery of termiticide through the laid pipeline below the floor surface with help of a Dripper.

Mr. Jayantibhai M. Kumbhani, Managing Director Sikko Industries Ltd. receiving the Award



SIKKO INDUSTRIES LTD.
Ahmedabad, Gujarat
Awarded for
“MANUFACTURING SECTOR”

- ❖ **Business Activity:** The company is the manufacturing of organic fertilizer and pesticides
- ❖ **Turnover:** Rs. 8.75 Crore
- ❖ **Special Achievements:** The company within 2 years of its operations achieved success in the Saurashtra region. The company has recently ventured into the production of 100% organic fertilizers, which are prepared from bio-degradable leafy vegetables. It went public in 2010.

SUNFLOWER BROKING PVT. LTD.

Rajkot, Gujarat

Appreciation Award For "SUPPORTING SMEs FOR BETTER GROWTH"

- ❖ **Business Activity:** The Company provides Broking and Investment solutions to various Corporate, mid-corporate
- ❖ **Turnover:** Rs 5.43 Crore

Mr. Dhawal Dave, CEO, Sunflower Broking Pvt. Ltd. receiving the Award



CONFISEC PRINTERS

Naroda, Ahmedabad, Gujarat

Awarded for "EMERGING WOMAN ENTREPRENEUR" in Service Sector

- ❖ **Business Activity:** The Company provides end-to-end printing solution of highly confidential material
- ❖ **Turnover:** Rs 43 Crore
- ❖ **Special Achievements:** The Company operations involve the printing of highly confidential material. Due to the confidentiality of the documents printed, it has state-of-art security systems. The company has unique facilities for printing of question papers in all Indian languages and has special packaging of question & answer papers in the transparent non-resealable bags, which once tampered, cannot be resealed. With the usage of modern printing machines, the company has diversified from the conservative approach of the Printing Industry.

Ms. Jaya Agrawal, CEO, Confisec Printers receiving the Award



MAKSTEEL WIRE HEALDS PVT. LTD.

Vadodara, Gujarat

Awarded for "EMERGING YOUNG ENTREPRENEUR" in MANUFACTURING SECTOR

- ❖ **Business Activity:** The Company is in the manufacturing of Wire Healds for textile industry and textile machine manufacturers
- ❖ **Turnover:** Rs 19 Crore
- ❖ **Special Achievements:** The Company has ventured in to manufacturing of Jacquard Machines, which are currently being imported from Europe. The product now act as the import substitute for various textile machines.

Mr. Arpit Sidhpura, Managing Director, Maksteel Wire Healds Pvt. Ltd. receiving the Award





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ACTIVITIES

- ☞ Training Programs, seminars, workshops
- ☞ Conferences, Conclaves, Deliberations
- ☞ Courses and Programs
- ☞ Mentoring Sessions
- ☞ Interactive Sessions
- ☞ Project, Plants and Factory Visits
- ☞ Study tours
- ☞ Awareness programs
- ☞ Research Programs and Initiatives
- ☞ Consultancy Programs and Initiatives
- ☞ Publish periodicals and magazines

SUPPORT SERVICES

- ☞ Preparation of Project Reports
- ☞ Financial and Business Proposals
- ☞ Conduct sector-wise market surveys and reports
- ☞ Schemes and Incentive facilities
- ☞ Financial Management Services
- ☞ Project Management Consultancy
- ☞ Set up new enterprises or industrial units
- ☞ Export Documentation and Procedures
- ☞ Joint Ventures and Technology Transfers

OBJECTIVES

- ☞ To educate and train SMEs from manufacturing and service sector
- ☞ To integrate business tycoons and promising entrepreneurs - Young and Women Entrepreneurs
- ☞ To empower entrepreneurs to become competitive
- ☞ To accomplish India's inclusive growth
- ☞ To impart business management skills & concepts
- ☞ To identify training needs of prospective and existing entrepreneurs
- ☞ To enhance business performance

- ☞ Private Equity and Venture Capital
- ☞ Survey Reports on Potential Markets
- ☞ NPAs & Sick Industrial Units Revival / Re-structuring
- ☞ Logistics and supply-chain Management
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- ☞ Franchises and Business partnerships

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Annual Flagship Activity

MAHARASHTRA INDUSTRY SUMMIT

Theme

“Sustainable Industrial Growth - Opportunities & Challenges”

organised on Friday, 8th February 2013 | Hotel Sofitel, BKC, Mumbai

Jointly Organised by



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA



MAHARASHTRA INDUSTRIAL AND
ECONOMIC DEVELOPMENT ASSOCIATION

INAUGURAL OF THE SUMMIT



Shri Prithviraj Chavan – Hon'ble Chief Minister inaugurating the Summit. Other Dignitaries (L to R) **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri A. Ramesh Kumar** – MD and CEO, Asia Pragati Capfin Pvt.Ltd., **Ms. Sulajja Firodia Motwani** – Vice Chairperson, Kinetic Engineering Ltd., **Shri Radhakrishna Vikhe Patil** – Hon'ble Minister for Agriculture and Marketing, **Shri Vineet Mittal** – Co - Founder and MD, Welspun Energy Ltd. and **Shri Venkat Chary**

KEYNOTE ADDRESS



Shri Prithviraj Chavan – Hon'ble Chief Minister, Maharashtra delivering the keynote address



KEYNOTE ADDRESS Shri Prithviraj Chavan Hon'ble Chief Minister, Maharashtra

Industry plays a vital role in the Maharashtra's economic development. The State needs to improve things and develop small and big industries. Extra efforts were made to put in place the New Industrial Policy to enable the State achieve the desired results", observed Shri Prithviraj Chavan, Hon'ble Chief Minister, Maharashtra. Economic slowdown of 2008 and the economic crisis in Europe and America had impacted all the countries including India. The State needs to brace up itself to face the global scenario as we well integrate into the global economy, commented Shri Hon'ble Chief Minister.

With a population of 112 million, Maharashtra makes a huge market with the availability of highly skilled manpower and fairly good infrastructure making Maharashtra an ideal candidate for speeding up India's economic growth, observed Shri Hon'ble Chief Minister. Drawing comparisons between Maharashtra and neighboring States he said that there is a need to market the Maharashtra as it has comparative advantage of having been a relatively most

industrialized State. Maharashtra is the most industrialized and richest State in India with the income twice that of Gujarat and 40% more than UP. Gujarat has got a large coast line and they have exploited it with timely decision to get the ports in place. Maharashtra was slow in getting the private ports. The State has two major ports JNPT and MPT, which are congested. Therefore, industries that need the support of a port in a big way chose Gujarat, commented Shri Prithviraj Chavan.

He further observed that Maharashtra attracts a large FDI compared to any other State. The State after 1991 got one third of the total investments that came to India and still continues to lead as the most attractive destination for FDI. Commenting on the varying growth rate of agriculture in the State he said that 2nd successive monsoon failure and with only 18% of land under assured irrigation, while Punjab has 98% and UP and Bihar have 60% plus assured irrigation. Therefore, the focus of the State is to make it "Drought Proof" in order to ensure the growth and development of agriculture even if there is shortage of rains.

Commenting on the New Industrial Policy, he observed that the last industrial policy focused on mega projects of around Rs. 500 crores, which was successful. There were 350 projects, which created huge employment and 65% went to the backward regions. The VAT generated out of the activities in the backward regions was refunded. The same scheme is continued in the new industrial policy. One more new category added is 'Ultra Mega Projects'. Few of the key investors are 'Bridge Stone', GE and one of the largest Chinese pharmaceutical companies.

Talking on the infrastructure development in the State, he said that Government is giving priority for the development of large infrastructure projects with Nagpur being developed with good infrastructure to attract new investments as it is in the centre of India. Two new "National Investment Manufacturing Zones (NIMZ)" are being set up along with the "Delhi-Mumbai Industrial Corridor (DMIC)" to increase the percentage of manufacturing in the economy. The State is planning 3 subsidiary corridors: Mumbai via Aurangabad to Nagpur; Mumbai-Konkan Corridor to attract investment in Tourism Sector; Pune-Satara-Kolhapur-Bangalore. These corridors will improve the transportation facilities in the respective regions.

Commenting on the Power infrastructure, he said that initiatives are being taken to ensure uniform distribution of power across the State. To support the growth of agriculture in the State, the Government has subsidised or cross subsidised the power tariff and hence the tariff to industry is high. It is done mainly to ensure food security in the State. Water shortage has been a major threat for the coal based power plants and hence initiatives are being taken to make adequate power available to the industry at the right price. He further added that the last industrial policy there was not much focus on the SMEs, but the new industrial policy focuses more on growth and development of SMEs. For SMEs setting up units in backward regions, many incentives are offered like power concessions, interest subsidy, VAT refund etc. The new Industrial policy is fine-tuned to meet the requirements of the industry. Maharashtra has the largest number of SEZs. The State Government has reserved 60% of the lands for processing units and 40% for non-processing activities like social and commercial infrastructure.

MIDC Act of 1960 has led to significant industrial development in the State. The Government is developing policies to develop townships outside the MIDCs for the benefit of the employees working in it. Government is focusing on right price electricity, water, recycling of water resources, pollution control measures, speed of doing business and speedy decision-making. With the new e-governance initiative, one can track the application for land until setting up units, fix appointments and even interact with officials on video conferences. In place of Octroi, Local Body Tax (LBT) is being levied and the Octroi will be abolished soon. The Government will work and collaborate with the Industries Associations and Chambers of Commerce to understand the problems of industries and will remove the irritants, commented Shri Hon'ble Chief Minister.

He concluded by vowing to make the industries in Maharashtra competitive in Indian and as well as world markets and the Government will do all that is required to make the state to retain the No.1 position. Government welcomes all the potential investors.

RELEASE OF ACTIVITY REPORT OF MAHARASHTRA INDUSTRIAL AND ECONOMIC DEVELOPMENT ASSOCIATION (MIEDA)



Shri Prithviraj Chavan – Hon'ble Chief Minister, releasing the Activity Report – 2012 of MIEDA. Dignitaries (L to R) **Dr. J. N. Misra** – CGM (Maharashtra & Goa Circle) State Bank of India, **Shri A. Rameshkumar** – MD and CEO, Asia Pragati Capfin Pvt.Ltd., **Ms. Sulajja Firodia Motwani** – Vice Chairperson, Kinetic Engineering Ltd., **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri Venkat Chary**, **Shri Radhakrishna Vikhe Patil** – Hon'ble Minister for Agriculture and Marketing, **Shri Sanjay Nirupam** – Member of Parliament and **Shri Vineet Mittal** – Co- Founder and MD, Welspun Energy Ltd.

LAUNCHING OF



Shri Prithviraj Chavan – Hon'ble Chief Minister launching the Portal www.doingbusinessinmaharashtra.org



Shri Prithviraj Chavan – Hon'ble Chief Minister launching the NRI BUSINESS SUPPORT CENTRE

ADDRESS BY DIGNITARIES

Shri Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India addressing the delegates at the Summit



Mr. Chandrakant Salunkhe, observed that Maharashtra is the forerunner in industrial development, employment generation, investment, infrastructure and education. Commenting that Maharashtra is slightly lagging behind some other states, the new Industrial Policy is very pragmatic step to make the State retain its no : 1 position. Mumbai has emerged as a strong “**Service Hub**” as well as the “**Financial Hub**” of India. The State SMEs are facing tremendous problems in getting adequate, affordable and timely funds, while withstanding the competition from domestic as well as the international players. Bankers in search for good customers find it difficult to finance the SMEs where the risk quotient is high. It is necessary to fill this financing gap in order to make SMEs more competitive.

Talking about the activities of the Chamber, he said that the Chamber has been organising and will continue to organise various conferences aiming at bringing together the Banks, FIs and the SMEs. He emphasized on the need for the Government to make faster decisions in order to improve the economic growth of the State. This has been one of the key reason why big industries are moving away from Maharashtra to its neighboring states for investments. Emphasis should also be given towards the overall development of rural areas in order to achieve inclusive growth of Maharashtra, observed Shri Salunkhe.

Commenting on the role of State Government, he said that Government should market Maharashtra in a systematic

and professional way in India and across the world to attract huge investments. Government should meet various Chambers of Commerce and Industry Associations on a regular basis to understand the problems of the Industry, especially SMEs and take quick remedial action. The State Government should effectively interact with ministries of MSME, Commerce, Agriculture and Food Processing to see that all hurdles in the State are removed.

He concluded by emphasizing the need to take concrete steps to make Mumbai an International Finance centre. He also urged the need for availing opportunity to industry leaders to meet the Chief Minister once a month for interaction.

Shri Sanjay Nirupam – Member of Parliament addressing the delegates at the Summit



Maharashtra is a strongest brand in India and hence it is easy to market anywhere in the world. The 12th plan is clearly focused on infrastructure development and industrial growth with an outlay of Rs. 50 lakh crores. Government will address concern of all the industries to make Maharashtra the most industrially developed state. There is a perception that doing business in Maharashtra is difficult. We have to reduce the bureaucratic hurdles.

Political climate affects the industrial development and progress. Politicians should not interfere in the policies pertaining to developing industry. Mumbai

– Pune – Nashik corridor has got tremendous potential for investment and industrial growth. Current account deficit, budgetary deficit, and rupee devaluation are the major challenges we face today on our growth path and we have to get out quickly. Global recession stage II has started and we should get rid of permit and licence raj at all levels.

We should also address environmental conservation concerns. Maharashtra is a progressive State and can attract huge investments. Let us have a larger vision to become a global citizen and a strong global player.

Shri Venkat Chary addressing the delegates at the Summit

“World markets, whether securities, commodities, currency or money markets, are today in a state of flux. The Europe economic crisis have made it necessary for Governments, both Central and State, and regulators everywhere to sit up and take serious notice”, observed Shri Venkat Chary

Commenting on the impact of European crisis over Indian economy he observed that India has witnessed the slowdown in the rate of economic and industrial growth, from well over 9 % before 2008 to as low as 4.9 or 5 % this financial year. The Index of Industrial Production is down. The high current account deficit in India in the tune of 5.4 % has been a major concern.

He added that strategies for sustainable economic and industrial growth in our country must necessarily be anchored on the bedrock of financial inclusion, which should extend to include economic and social inclusion. Nor can these strategies afford to ignore the SME sector. We have seen this in the context of the capital market. The capital market today caters largely to the large-scale industries while, the medium, small and micro industries are left to fend for

themselves. The small entrepreneur has to rely on his own savings and that of his relatives and close friends for his need for capital or has to resort to borrowings from moneylenders often paying high rates of interest.

Talking about new stock exchange, MCX-SX, he mentioned that the Stock Exchange will have a perceptible beneficial impact on lakhs of SMEs which include jewellers, cable manufacturers, battery manufacturers, utensils manufacturers, electro-plating businesses, small cotton textile units, solvent extractors, rolling mills, motor re-winding units, to name just a few. It is necessary to take capital markets to common investors and connecting them with new-age entrepreneurs who need capital irrespective of their scales. The well-developed social, physical and industrial infrastructure in Maharashtra, along with installed power capacity, large base of wireless subscribers and broadband subscribers, is a prime attraction for businesses from around the world to promote sustainable economic and industrial growth, commented Shri Venkat Chary.

He concluded by saying that to make Mumbai



as the international financial centre it has to build upon the advantages it already has; western-type legal system which would best help meet the needs of domestic and foreign investors and also that of Indian entrepreneurs; attraction for high volumes of FDI and high employment opportunities.

He concluded by saying that increasing deregulation of more markets and technology-enabled solutions will lead to higher volume of global financial business. The sooner we liberalize the entry of FIIs, the quicker will India benefit from the inflow of capital.

Shri Nitin Shah – Chairman & Managing Director, Allied Digital Services Ltd. addressing the delegates

Shri Nitin Shah commented that Information Technology has become the one of major service sector contributing a significantly towards the GDP of India. Worldwide the demand of IT solutions is on rise and India’s competitiveness in IT sector has been significant. He added that Maharashtra has the potential to become the leading IT Services Hub of India, which would contribute significantly towards overall GDP of India.

Taking on enabling Maharashtra regain its number one position he said that there is an Urgent need to act upon Uninterrupted 24/7 power availability, High Speed Mass Transport, abundant supply of utilities like water, oil and gas, health care measures with advanced medical facility, emergency disaster management systems, and clean

environment. There is no dearth of young and talented people with tremendous potential and entrepreneurial spirits who can act as best drivers to run their Business. All these factors have to be considered in order to make Maharashtra truly progressive, commented Shri Nitin Shah.

Adding on the importance of SME Sector he mentioned that there is a huge potential for SMEs to grow and there are lots of opportunities in Indian as well as international markets. However for these enterprises to grow it is important that Government should design various business friendly policies in order to provide the boost to these sector. Providing attractive incentives to those who provide the direct employment can lead to creation of huge employments.



He concluded by saying that SMEs should concentrate on decision making to be more on merits and competence rather than contacts and connections. They should give equal weightage to technical and commercial aspects to select the right vendors.

Ms. Sulajja Firodia Motwani – Vice Chairperson, Kinetic Engineering Ltd. addressing the delegates



“For Maharashtra to regain its no.1 position lots need to be done right from resolving the issues facing the State industry. When the State has to progress there are going to be problems at various junctures. However it is necessary to address them in order to progress. Government and industry should jointly tackle problems and work together to elevate Maharashtra to no.1 position”, commented Ms. Sulajja Firodia Motwani.

Commenting on the New Industrial Policy, she said that it is important to leverage the

New Industrial Policy of the State to achieve the economic growth of the State. Currently while 40% area in the SEZ is earmarked for residential and commercial activities, the same can be extended to the existing industrial areas across the State. This would enable the State to create more clusters across the State.

She also highlighted on the power issues of State, stating that cost of power in the State is highest, almost double than some other states. The State has to look for alternative avenues like solar energy and other non-conventional sources of energy in order to meet shortage of power as well as to reduce the power tariffs and meet the global benchmarks. This would prove to be the plus points to attract investments in the State. She also observed that Octroi has been a major problem and has been instrumental for driving the investors away from the State. Manufacturing Industry works on thin margins and 3 to 5 % Octroi is prohibitive

and untenable. She stressed that the State Government should take measures to do away with Octroi in order to make the business climate in the State more investors friendly.

Also along with DMIC, Ranjangaon region is being developed as an industrial pocket with good roads, water, etc. Many big companies are setting up shops here. The State should take initiatives to extend this model in other areas of the State in order to ensure the all-round development of the State.

She concluded saying that Industry does not expect subsidy or grant from the government but only good infrastructure as infrastructure plays important role towards the development of industries without which the enterprises would fail to succeed. It is only then industry can contribute more for the economic development of Maharashtra.

Shri Vineet Mittal – Co - Founder and Managing Director, Welspun Energy Ltd. addressing the delegates



“Maharashtra is a magical State and it has transformed the lives of many aspirants. Youth from other States dream to make a career in Mumbai, their dreamland of opportunities”, observed Shri Vineet Mittal, Comparing Mumbai with New York and London, he commented that it’s a city that has maximum opportunities in the country and is the financial capital of the country mainly because of the amount of revenue it generates. Maharashtra has brightest talents and we should become a benchmark state. Industry should reach out to Government officials and interact frequently to explain

the problems and see to it that necessary policy decisions are taken, observed Shri Mittal. He concluded saying that the need of the hour is to have time bound approval of projects in place right from application to setting up industry, land acquisition, construction etc. In M.P the company is setting up a big solar project where the decisions are quickly taken at the lower levels and the approvals are made available in a very short time. He insisted Maharashtra to focus its attention on the issue of giving faster approval to attract more investments in the State.

DIGNITARIES DURING INAUGURAL SESSION





PLENARY SESSION - I

Strategies for Sustainable Economic & Industrial Growth of Maharashtra



Panelists (L to R) **Shri A. Rameshkumar** – MD & CEO, Asia Pragati Capfin Pvt. Ltd., **Shri Vibhav Kant Upadhyay** – Founder & Chairman, India Center Foundation, **Shri Chandrakant Salunkhe** – Founder & President, SME Chamber of India, **Shri Sharad Kumar Saraf** – MD, Technocraft Industries (I) Ltd and **Shri Satish Wagh** – Chairman, Chemexcil & MD, Supriya Lifescience Limited

ADDRESS BY PANELISTS



Shri Vibhav Kant Upadhyay – Founder and Chairman, India Center Foundation addressing the delegates



Shri Satish Wagh – Chairman, Chemexcil and Managing Director, Supriya Lifescience Limited addressing the delegates



Shri A. Rameshkumar – MD and CEO, Asia Pragati Capfin Pvt. Ltd. addressing the delegates



Delegates at the Summit

PLENARY SESSION - II
Empowering SMEs to Achieve the Target Growth



Panelists (L to R) **Shri Dipra Mukhopadhyay** – Analyst, National Skill Development Corporation, **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri Abraham Chacko** – ED, Federal Bank Ltd., **Shri Rakesh Upadhyay** – Partner, ASA & Associates, **Dr. Kavita Gupta** – Addl. Director General of Foreign Trade, **Shri Kewal Handa** – Promoter Director, Salus Lifecare Pvt Ltd. and **Shri Ajaya Tripathi** – DGM (SME), State Bank of India

ADDRESS BY PANELISTS



Dr. Kavita Gupta – Additional Director General of Foreign Trade, Government of India addressing the delegates



Shri Kewal Handa – Promoter Director, Salus Lifecare Pvt Ltd. and Former MD, Pfizer India Ltd. addressing the delegates



Shri S.K.V. Srinivasan – Executive Director, IDBI Bank Ltd. addressing the delegates



Shri Abraham Chacko – Executive Director, Federal Bank Ltd. addressing the delegates



ADDRESS BY PANELISTS



Shri Girish Bhagat – Director, IndiaNivesh Ltd. addressing the delegates



Shri Rakesh Upadhyay – Partner, ASA & Associates addressing the delegates



Shri Ajaya Tripathi – Deputy General Manager (SME), State Bank of India addressing the delegates



Shri Dipra Mukhopadhyay – Analyst, Programme Development, National Skill Development Corporation addressing the delegates

PRESS MEET



Shri Prithviraj Chavan – Hon'ble Chief Minister addressing the Press

FELICITATION



Shri Radhakrishna Vikhe Patil – Hon'ble Minister for Agriculture and Marketing is felicitated by **Shri Chandrakant Salunkhe**



Delegates at the Summit



FELICITATION



Dr. J. N. Misra – CGM (Maharashtra & Goa Circle), State Bank of India for supporting Industry and SMEs in Maharashtra



H.E. Mr. Liu Youfa – Consul General, Consulate General of The People's Republic of China in Mumbai

Q & A SESSION



Delegates interaction during Q & A Session



Shri Kewal Handa – Promoter Director, Salus Lifecare Pvt Ltd. addressing the delegates during Q & A Session



Shri A. Ramesh Kumar – MD and CEO, Asia Pragati Capfin Pvt. Ltd. addressing the delegates during Q & A Session

DELEGATES AT THE SUMMIT





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**MAHARASHTRA INDUSTRIAL AND
ECONOMIC DEVELOPMENT ASSOCIATION**

INAUGURATION OF THE SUMMIT



Mr. Narayan Rane – Hon'ble Minister for Industries, Maharashtra inaugurating the summit by lighting the lamp (Other Dignitaries L to R) **Mr. Frank Scarpitti** – Hon'ble Mayor, City of Markham (Canada), **Ms. Purnima Voria** – Founder & CEO, National US India Chamber of Commerce, USA, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Mr. Mahadev Naik** – Hon'ble Minister for Industries, Goa and **Mr. Naval Bajaj** – President, Indo-Canada Chamber of Commerce (Canada)

DIGNITARIES AT THE INAUGURAL ADDRESS





Mr. Narayan Rane – Hon'ble Minister for Industries, Maharashtra delivering the inaugural address



Mr. Narayan Rane, commented that Maharashtra with its rich tradition of hospitality and development is the 2nd largest State in India contributing 14.93% to National GDP. The State has achieved 9% yearly growth for last 3 years and projected to achieve 11.3%. It is interesting to note that Maharashtra is a leading industrial State of India contributing 16.8% of the total industrial output of India. Its contribution towards National export is 21% duly aided

by two largest ports – JNPT and MPT. Talking on the New Industrial Policy of the State, he said that the policy focuses largely on the growth and development of SMEs and attract investment into the State. The policy also envisages 30% growth in the manufacturing sector during the next 5 years.

He further observed that the Government has also reviewed its IT and Agro Processing policy. He also commented on the State

online single window clearance for approval systems for rationalization and simplification of business procedures mainly to fast track business approvals.

He concluded saying that the Government will act on all the suggestions and it will take all necessary steps to attract the overseas investors and assured all necessary helps from the Government side.

Mr. Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India (SME Chamber of India) addressing the delegates



In his welcome address, Mr. Chandrakant Salunkhe, highlighted the importance of the Summit to the delegates by mentioning that they not only get a chance to listen to the individuals but also to the representatives of various organisations around the world. The objective of the Summit is to promote investment into India as well as investment in other countries. Participants also get to understand the various opportunities for trade and investment and what are the support services provided by the Government agencies & other organisations. Talking about the new industrial policy of Maharashtra, he said that the policy envisages Rs.5 lakh cores investments and setting up of ultra mega projects. With this policy, Maharashtra Government intends to

roll out red carpet to investors and act as a role model to other States and intends to create 20 lakh new employment. He further observed that this employment can be created only by SMEs with the ample support of the Government. Apart from the incentives, discounts and facilities, the Government should support the SMEs in all possible manners such as infrastructure and friendly policies.

While Maharashtra Industrial and Economic Development Association (MIEDA) is concentrating on the development of Maharashtra, SME Chamber of India concentrates on the SMEs all over India. There are very good opportunities to invest in Maharashtra by the Indian and overseas entrepreneurs and the two organisations will render all assistance.

He recommended the Government to review the earlier industrial policies and put more emphasis on skill development and Market Development Assistance (MDA). While the other States have done very well on MDA,

Maharashtra is still lacking. Lot of Central Government Funds are available which are under utilised in the State. The Chamber will take up with the Development Commissioner (Industries) and the MSFC for supporting the entrepreneurs.

He concluded by highlighting the importance of marketing Maharashtra at international level. For the last 10 years, there have not been any significant campaigns to this effect. The Chamber has decided to organise Udyog Divas – Global Investors Meet for which 500 top SMEs from various countries will be invited. The Chamber is planning to organise NRI Conferences in UK, Canada, USA and Gulf countries. He also spoke on the need for setting up the technology parks. MIDC can take a lead to encourage the new entrepreneurs with innovative ideas to start business. Big Corporate should fund this initiative as CSR. If we do not empower the SMEs we cannot make India a progressive country.

**RELEASE OF
SME CONNECT - Magazine**



Mr. Narayan Rane – Hon’ble Minister for Industries, Maharashtra releasing the **SME CONNECT - Magazine December 2012 Issue**. (Dignitaries L to R during release) **Mr. Piyush Goyal** – Member of Parliament (Rajya Sabha), **Mr. Mahadev Naik** – Hon’ble Minister for Industries, Goa, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India (SME Chamber of India), **Mr. Narayan Rane** - Hon’ble Minister for Industries, Maharashtra, **Ms. Purnima Voría** – Founder & CEO, National US India Chamber of Commerce, USA, **Mr. Sam Zakhem** – Former U.S. Ambassador to Bahrain, **Mr. Naval Bajaj** – President, Indo-Canada Chamber of Commerce (Canada), **Ms. Susan Fennell** – Hon’ble Mayor, City of Brampton (Canada) and **Mr. Frank Scarpitti** – Hon’ble Mayor, City of Markham (Canada)

**LAUNCHING OF
INDIA - CANADA SME COUNCIL**



Mr. Narayan Rane – Hon’ble Minister for Industries, Maharashtra Launching **INDIA-CANADA SME COUNCIL**. (Dignitaries L to R during Launch) **Mr. Sam Zakhem** – Former U.S. Ambassador to Bahrain, **Ms. Purnima Voría** – Founder & CEO, National US India Chamber of Commerce, USA, **Mr. Piyush Goyal** – MP (Rajya Sabha), **Mr. Mahadev Naik** – Hon’ble Minister for Industries, Goa, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Mr. Narayan Rane** – Hon’ble Minister for Industries, Maharashtra, **Mr. Naval Bajaj** – President, Indo-Canada Chamber of Commerce, **Ms. Susan Fennell** – Hon’ble Mayor, City of Brampton (Canada) and **Mr. Frank Scarpitti** – Hon’ble Mayor, City of Markham (Canada)



SIGNING & EXCHANGING OF MoU

between

SME Chamber of India & Corporation of The City of Brampton (CANADA)



Mr. Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India (SME Chamber of India) and **Ms. Susan Fennell** – Hon'ble Mayor, City of Brampton (Canada) Signing and exchanging MoU in the presence of **Mr. Narayan Rane** – Hon'ble Minister for Industries, Maharashtra and **Mr. Mahadev Naik** – Hon'ble Minister for Industries, Goa

SIGNING & EXCHANGING OF MoU

between

SME Chamber of India & Indo-Canada Chamber of Commerce (CANADA)



Mr. Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India (SME Chamber of India) and **Mr. Naval Bajaj** – President, Indo-Canada Chamber of Commerce Signing and exchanging MoU in the presence of **Mr. Narayan Rane** – Hon'ble Minister for Industries, Maharashtra and **Mr. Mahadev Naik** – Hon'ble Minister for Industries, Goa

SIGNING & EXCHANGING OF MoU

between

SME Chamber of India & National US India Chamber of Commerce (USA)



Mr. Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India (SME Chamber of India) and **Ms. Purnima Vorria** – Founder & CEO, National US India Chamber of Commerce Signing and exchanging MoU in the presence of **Mr. Narayan Rane** – Hon'ble Minister for Industries, Maharashtra and **Mr. Mahadev Naik** – Hon'ble Minister for Industries, Goa

ADDRESS BY DIGNITARIES



Mr. Mahadev Naik – Hon’ble Minister for Industries, Goa addressing the delegates at the summit



Mr. Frank Scarpitti – Hon’ble Mayor, City of Markham (Canada) addressing the delegates at the Summit



Ms. Susan Fennell – Hon’ble Mayor, City of Brampton (Canada) addressing the delegates at the Summit



Mr. Piyush Goyal – Member of Parliament (Rajya Sabha) addressing the delegates at the summit



Mr. Naval Bajaj – President, Indo-Canada Chamber of Commerce addressing the delegates on **“Enhancing Entrepreneurial Network between India and Canada”**



Delegates at the Summit



Plenary Session - I
“Emerging Opportunities in Challenging Economic Arena”



Dignitaries (L to R) **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India (SME Chamber of India), **Mr. K. V. Srinivasan** – CEO, Reliance Commercial Finance Ltd. **Mr. Karamjit Singh** – GM, Financial Institution Group, International Business Group, State Bank of India, **Mr. Prashant Nagre** – Chief Executive Officer, Fermenta Biotech Limited, **Mr. Hassan Chougule** – President, Indian Overseas Congress, Doha, Qatar, **Mr. Robin Banerjee** – Group CFO and Deputy MD, Bilcare Ltd and **Mr. Sharief Habib Al Awadhi** – Director General, Fujairah Free Zone, UAE during the Plenary Session



Ms. Purnima Voria – Founder & CEO, National US India Chamber of Commerce addressing the delegates



Mr. Karamjit Singh – GM, Financial Institution Group, International Business Group, State Bank of India addressing the delegates



Mr. Sharief Habib Al Awadhi – Director General, Fujairah Free Zone, UAE addressing the delegates



Mr. Robin Banerjee – Group CFO and Deputy MD, Bilcare Ltd. addressing the delegates



Mr. Hassan Chougule – President, Indian Overseas Congress, Qatar addressing



Mr. K. V. Srinivasan – CEO, Reliance Commercial Finance addressing delegates



Mr. Prashant Nagre – CEO, Fermenta Biotech Ltd. addressing the delegates

Plenary Session - II
“Enhancing Partnership for better business growth”



Dignitaries (L to R) **Mr. Abdul Malik Abdullah** – Chairman, Malaysian Franchise Association, **Mr. Sailesh Nathan** – CMD, BDB Group, Dubai, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Mr. Frank Scarpitti** – Hon’ble Mayor, City of Markham (Canada), **Mr. Ananta Sarma** – CEO, SIDBI Venture Capital Ltd., **H.E. Mr. Gaston Stronck** – Ambassador of Luxembourg to India and **Mr. Stephen Chait** – Director, Economic Development, Markham, Canada



H. E. Mr. Gaston Stronck – Ambassador of Luxembourg to India addressing the delegates



Mr. Abdul Malik Abdullah – Chairman, Malaysian Franchise Association addressing the delegates



Mr. Stephen Chait – Director, Economic Development, Markham, Canada addressing the delegates



Mr. Sohail Saeed – Director, Economic Development Department, Brampton, Canada addressing the delegates



Mr. Sailesh Nathan – Chairman & MD, BDB Group, Dubai addressing the delegates



Mr. Ananta Sarma – Chief Executive Officer, SIDBI Venture Capital Ltd. addressing the delegates



INTERACTION BETWEEN DIGNITARIES



DELEGATES INTERACTION WITH SPEAKERS



PROMOTION OF THE SPONSORS



DELEGATES AT THE SUMMIT



INNOVATION IN TECHNOLOGY

Gujarat SME Excellence Awards



Diamond &
Jewellery



Bio-Medical



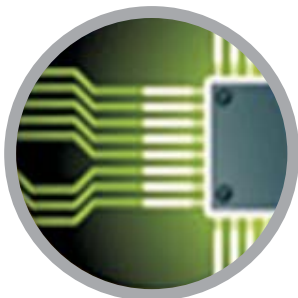
Manufacturing



Sahajanand Laser Technology Ltd. received best Gujarat SME Excellence Awards on 13-04-2013.



Non-Conventional
Energy Sources



Electronics &
Communication



Hi-tech Software
Development



Space & Defense



An ISO 9001: 2008
certified company

Sahajanand Laser Technology Ltd.

E-30, G.I.D.C., Electronic Estate, Sector - 26,
Gandhinagar - 382 028, Gujarat, India.
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Cell: +91 99 2503 6495
Email: mkt@SLTL.com



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Conference on

STREAMLINING EXPORT & TRADE FINANCE FOR SMEs

organised on Wednesday, 12th December 2012 | Hotel Sofitel, BKC, Mumbai

Jointly Organised by



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA



MAHARASHTRA INDUSTRIAL AND
ECONOMIC DEVELOPMENT ASSOCIATION

INAUGURATION OF THE CONFERENCE



Shri T. C. A. Ranganathan – Chairman & Managing Director, Export-Import Bank of India inaugurating the conference by lighting the lamp. Other dignitaries from (L to R) **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri Malay Mukherjee** – Executive Director, Central Bank of India, **Shri P. Udayakumar** – Director (Planning and Marketing), NSIC Ltd., **Shri Arun Tiwari** – Executive Director, Allahabad Bank, **Shri P. H. Ravi Kumar** – MD & CEO, Invent Assets Securitisation & Reconstruction Pvt. Ltd., **Shri D. R. Dogra** – MD & CEO, CARE Ratings and **Shri Prabhakar Dalal** – Executive Director, Export-Import Bank of India

CHIEF GUEST ADDRESS



Shri T.C.A. Ranganathan – Chairman & Managing Director, Export-Import Bank of India delivering the Chief Guest Address

KEYNOTE SPEECH

“EXPORT PROMOTION STRATEGIES - A NEW AGENDA FOR SMEs”



Shri D. R. Dogra – Managing Director & CEO, CARE Ratings delivering the Keynote Speech

RELEASE OF INFORMATION BOOKLET

ASSISTANCE TO MICRO, SMALL AND MEDIUM ENTERPRISES



Shri T.C.A. Ranganathan – Chairman & Managing Director, Export-Import Bank of India releasing the **Information Booklet - ASSISTANCE TO MICRO, SMALL AND MEDIUM ENTERPRISES** at the conference. Others (L to R) **Shri P. Udayakumar** – Director, NSIC Ltd., **Shri Arun Tiwari** – Executive Director, Allahabad Bank, **Shri D.R. Dogra** –MD & CEO, CARE Ratings, **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri Malay Mukherjee** –Executive Director, Central Bank of India and **Shri P. H. Ravikumar**, MD & CEO, Invent Assets Securitisation & Reconstruction Pvt. Ltd.

ADDRESS BY DIGNITARIES



Shri Malay Mukherjee – Executive Director, Central Bank of India addressing the delegates



Shri Arun Tiwari – Executive Director, Allahabad Bank addressing the delegates



Shri P. H. Ravi Kumar – MD & CEO, Invent Assets Securitisation & Reconstruction Pvt. Ltd. addressing the delegates on "Rejuvenating SMEs in Financial Difficulties"



Shri P. Udayakumar – Director (Planning and Marketing), NSIC Ltd. addressing the delegates on "Strategies and Initiatives of NSIC for export promotion of SME Sector"

Plenary Session - I
EXPORT PROMOTION : STRATEGIES AND INITIATIVES



Panelists (L to R) **Shri Sudeb Sarbadhikary** – CEO, India Factoring and Finance Solutions Pvt. Ltd., **Shri Kirtikar Ojha** – COO, Sify Technologies Ltd., **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri Girish Bhagat** – Board Member, The EuroIndia Centre and Benedetti & Co, Italy., **Shri Prabhakar Dalal** – ED, Exim Bank and **Shri Prakash NS** – National Head - Product Development & Training, Bharti AXA General Insurance Co. Ltd.



Shri Prabhakar Dalal – Executive Director, Export-Import Bank of India delivering the Keynote address on **"Export promotion - New Policies and Schemes for SMEs"**



Shri Girish Bhagat – Board Member, The EuroIndia Centre and Benedetti & Co, Italy, addressing the delegates



Shri Kirtikar Ojha – Chief Operating Officer, Sify Technologies Ltd. addressing the delegates on **"Enterprise Grade IT Services for SME Business - Sify-Leaders in Converged ICT Services"**.



Shri Sudeb Sarbadhikary – CEO, India Factoring and Finance Solutions Pvt. Ltd. addressing the delegates on **"Factoring & Forfaiting: Alternative source of finance for Exporters"**



Shri Prakash NS – National Head - Product Development & Training, Bharti AXA General Insurance Company Ltd. addressing the delegates on **"Advantages and Benefits of Marine Insurance"**



Delegates at the Conference



Plenary Session - II

SME GROWTH : TACKLING ROADBLOCKS TOWARDS GROWTH



Shri N. Seshadri – Executive Director, Bank of India delivering Keynote Address on **"International Banking Linkage: Advantages for SMEs"**



Shri Samuel Joseph – CGM, Export-Import Bank of India addressing the delegates on **"Accessing Trade Finance – Pre and Post shipment finance"**.



Shri K. K. Soni – General Manager Mumbai Region, Indian Overseas Bank addressing the delegates



Shri Ramesh Dharmaji – Country Manager, Loan Facilitation & Syndication, SIDBI addressing the delegates on **"SME Growth: Tackling Roadblocks towards growth"**



Shri Ramesh Singh – DGM – International Division, Central Bank of India addressing the delegates on **"Foreign Currency Loans: Managing Exchange Risk of Export Contract"**



Shri Shailendra Jindal – CEO, Continental Capital Advisors addressing the delegates on **"International Trade Finance for SMEs"**



Delegates at the Conference

Plenary Session - III
INTERNATIONAL TRADE : OPPORTUNITIES, RISKS AND STRATEGIES



Shri B. M. Athalye – DGM, Trade Finance Dept., IDBI Bank addressing the delegates on **"Interest Rate Subvention Schemes: Benefits for exporters"**



Ms. Mitali Bandekar – Director, Business Development, Invest Quebec, Consulate General of Canada addressing the delegates on **"IQ- Funding growth and innovation in Quebec"**



Shri Stanley Santmayer – Regional Manager (WR), EDC (Canada's Export Credit Agency) addressing the delegates on **"EDC – Supporting Indo-Canadian Trade & Investment"**



Shri Ajit Shah – Director, Universal Connections addressing the delegates on **"Letter of Credit – Improving Cash flow while minimizing Risks"**

INTERACTION BETWEEN DIGNITARIES



Delegates at the Conference

GLIMPSES OF PLENARY SESSIONS



Dignitaries from (L to R) during the Inaugural Session **Shri P. Udayakumar** – Director, NSIC Ltd., **Shri Arun Tiwari** – Executive Director, Allahabad Bank, **Shri D.R. Dogra** – MD & CEO, CARE Ratings, **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri T.C.A. Ranganathan** – CMD, Export-Import Bank of India, **Shri Malay Mukherjee** – Executive Director, Central Bank of India and **Shri P. H. Ravikumar**, MD & CEO, Invent Assets Securitisation & Reconstruction Pvt. Ltd.



Panelists (L to R) **Shri Sudeb Sarbadhikary** – CEO, India Factoring and Finance Solutions Pvt. Ltd., **Shri Kirtikar Ojha** – COO, Sify Technologies Ltd., **Shri Girish Bhagat** – Board Member, The EuroIndia Centre and Benedetti & Co, Italy., **Shri Prabhakar Dalal** – Executive Director, Export-Import Bank of India and **Shri Prakash NS** – National Head - Product Development & Training, Bharti AXA General Insurance Co. Ltd.



Panelists (L to R) **Shri Ajit Shah** – Director, Universal Connections, **Shri Shailendra Jindal** – CEO, Continental Capital Advisors, **Shri K. K. Soni** – General Manager Mumbai Region, Indian Overseas Bank, **Shri Chandrakant Salunkhe** – Founder & President, SME Chamber of India, **Shri R. N. Pradeep** – Chairman, Credit Rating & Risk Advisory Services Pvt. Ltd, **Shri B. M. Athalye** – DGM, Trade Finance Dept, IDBI Bank Ltd., **Shri Samuel Joseph** – CGM, EXIM Bank of India and **Shri Ramesh Singh** – DGM – International Division, Central Bank of India

PARTICIPATION OF THE CHAMBER



24th - 25th November 2012 | Marriott Hotel, Pune



(Left Picture) Shri Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India addressing the delegates during the plenary session on **Granularity of growth**. **(Right Picture)** Panleitits (L to R) Shri Rajeev Jain – CEO, Bajaj Finance, Shri K.V.S. Manian – Group Head, Consumer Banking, Kotak Mahindra Bank, Shri M. Narendra, CMD, Indian Overseas Bank, Ms. Anu Madgavkar – Senior Fellow, McKinsey & Company, Shri R. K. Dubey – Executive Director, Central Bank of India and Shri Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India during plenary session



Shri. P. Chidambaram, Hon'ble Finance Minister, Government of India inaugurating the the **Banccon 2012**. Other Dignitaries (L to R) Shri Narendra Singh, Chairman & Managing Director, Bank of Maharashtra, Shri K. R. Kamath, Chairman, IBA and Chairman and Managing Director, Punjab National Bank and Shri C. VR. Rajendran, Executive Director, Bank of Maharashtra





SOUTH KOREA VISIT

of

MR. CHANDRAKANT SALUNKHE

Founder & President, SME Chamber of India and MIEDA & Founder, India – Korea SME Council

16th -19th October 2012 | Seoul, South Korea

INAUGURATION OF G - FAIR 2012



From (L to R) **Mr. Ki-Hwa Hong** – President & CEO, Gyeonggi Small & Medium Business Center, **Mr. Raymond G. Chammas** – Chairman & CEO, The Lebanese – Korea Friendship Association, **Mr. Kim Hwang-sik** – Hon'ble Prime Minister of South Korea, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India and **H. E. Mr. Moonsoo Kim** – Hon'ble Governor of Gyeonggi Province during the inauguration ceremony of the G-FAIR 2012 on 17th October 2012 at Seoul, South Korea



From (L to R) **H. E. Mr. Moonsoo Kim** – Hon'ble Governor of Gyeonggi Province, **Mr. Kim Hwang-sik** – Hon'ble Prime Minister of South Korea and **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India



From (L to R) **Mr. Ki-Hwa Hong** – President & CEO, Gyeonggi Small & Medium Business Center, **Mr. Raymond G. Chammas** – Chairman & CEO, The Lebanese - Korea Friendship Association, **H. E. Mr. Moonsoo Kim** – Hon'ble Governor of Gyeonggi Province and **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India

INTERACTION MEETINGS DURING VISIT OF SOUTH KOREA



Mr. Chandrakant Salunkhe – Founder & President, SME Chamber of India and **Mr. Jae-Hee Song** - Executive Vice Chairman, Korea Federation of Small & Medium Business (Kbiz) during the interaction meeting



Mr. Jacob Lee – President, Korea Packaging Machinery Association (KPMA) & LEEPACK Co. Ltd. and **Mr. Chandrakant Salunkhe** – Founder & President, SME Chamber of India during the interaction meeting



Interaction Meeting With Executives of Korea Federation of Small and Medium Business (Kbiz) – From (L to R) **Mr. Chandrakant Salunkhe** – Founder & President, SME Chamber of India, **Mr. Jae-Hee Song** – Executive Vice Chairman, **Mr. Cap Soo Yang** – International Trade Team, Chief of Team, **Mr. Kyoung-Hoon Park** – International Trade Team, Staff



Interaction Meeting With Executives of LEEPACK, Korea – From (L to R) **Mr. Mark S. Kim** – Manager, Technical Sales, **Mr. Sungsoo Kim** – Manager, **Mr. Sang-Kun Lee** – Manager, S&P, **Mr. Jacob Lee** – President, Korea Packaging Machinery Association (KPMA) & LEEPACK and **Mr. Chandrakant Salunkhe** – Founder & President, SME Chamber of India



Interaction Meeting With Executives of KOAS CO. LTD. - From (L to R) **Ms. Jennifer Yoon** –Manager, Overseas Sales Team, **Mr. Richard Oh** – Managing Director, **Mr. Jae Gyun Roh** – Chairman & CEO, KOAS CO. LTD and **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India (SME Chamber of India)



Interaction Meeting With Executives of Hwasung Lighting Co. Ltd. From (L to R) **Mr. Kyung Chang Lee** – Vice President, Hwasung Lighting Co. Ltd., **Mr. Ji Hoon Park** – President, Hwasung Lighting Co. Ltd., **Mr. Chandrakant Salunkhe** – Founder & President, SME Chamber of India, **Mr. Steve Kim** - General Manager and **Ms. Junghee Jung** – Director, Integra Corp

Annual Flagship Activity

II Edition

INDIA SME LEADERSHIP SUMMIT

Transforming SMEs into Emerging Corporate

organised on Friday, 05th October 2012 | Hotel Sofitel, BKC, Mumbai

Jointly Organised by



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA



MAHARASHTRA INDUSTRIAL AND
ECONOMIC DEVELOPMENT ASSOCIATION

INAUGURATION OF THE SUMMIT



Mr. Jignesh Shah – Chairman & Group CEO, Financial Technologies (India) Ltd. (in centre). Other dignitaries from (L to R) **Mr. Rameshkumar** – MD & CEO, Asia Pragati Capfin Pvt. Ltd., **Dr. J.N. Misra** – CGM (Maharashtra & Goa Circle), State Bank of India, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Mr. Ajai Kumar** – CMD, Corporation Bank, **H. E. Mr. Peter Haas** – Consul General, Consulate General of The United States of America, Mumbai, **Dr. H. P. Kumar** – CMD, NSIC and **Mr. Ramnath Pradeep** – Former CMD, Corporation Bank

CHIEF GUEST ADDRESS



Mr. Jignesh Shah – Chairman & Group CEO, Financial Technologies (India) Ltd. addressing the delegates

ADDRESS BY DIGNITARIES



Dr. H. P. Kumar – Chairman & MD, National Small Industries Corporation Limited addressing the delegates



Mr. Ajai Kumar – Chairman & MD, Corporation Bank addressing the delegates



H. E. Mr. Peter Haas – Consul General, Consulate General of The United States of America, Mumbai addressing the delegates



Dr. J.N. Misra – CGM (Maharashtra & Goa Circle), State Bank of India addressing the delegates



APPRECIATION AWARD



Mr. Jignesh Shah – Chairman & Group CEO, Financial Technologies (India) Ltd is presenting appreciation award to **Mr. M. K. Nag** – Former CGM, State Bank of India for **Supporting SMEs for Better Growth**. Others (L to R) **Mr. A. Rameshkumar** – MD & CEO, Asia Pragati Capfin Pvt. Ltd. **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India and **Mr. Ajai Kumar** – Chairman & MD, Corporation Bank

INTERACTION BETWEEN DIGNITARIES



Delegates at the Summit

Plenary Session - I
REDEFINING ECONOMIC GROWTH OF SMEs THROUGH TECHNOLOGY



Panelists (L to R) **H.E. Dr. Samuel K Mbambo** – High Commissioner of Republic of Namibia to India, **Mr. Adil Doctor** – Director, SME Business (APAC), Avaya India Pvt. Ltd., **Mr. A. Rameshkumar** – MD & CEO, Asia Pragati Capfin Pvt. Ltd., **Mr. Rohan Tejura** - MD & CTO, Rosoft Limited, **Mr. Malay Shah** – AVP – India, Infosys

Plenary Session - II
IMPROVING COMPETITIVENESS IN SMEs



Panelists (L to R) **Mr. P. Rudran** – MD & CEO, ARCIL, **Mr. Sanjeev Goel** – MD, Intec Capital Ltd., **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Mr. Prashant Nagre** – CEO, Fermenta Biotech Ltd., **Mr. V. T. Bharadwaj** – MD, Sequoia Capital India and **Mr. K. G. Alai** – Country Manager, Equity & Risk Capital Vertical, SIDBI

Plenary Session - III
BUILDING CAPACITIES OF SMEs FOR BETTER GROWTH



Panelists (L to R) **Mr. H.P. Shah** – CEO, Value Plus - The Family Office, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Mr. Ramnath Pradeep** – Former CMD, Corporation Bank, **Mr. P. H. Ravikumar** – Managing Director & CEO, Invent Assets Securitisation & Reconstruction Pvt. Ltd, **Mr. Ananta P. Sarma** – CEO, SIDBI Venture Capital Ltd, **Mr. Ajay Ramasubramaniam** – Trade Advisor-Ontario, Consulate General of Canada

Annual Awards

INDIA SME EXCELLENCE AWARDS

Friday, 05th October 2012 | Hotel Sofitel, BKC, Mumbai

During the Summit INDIA SME EXCELLENCE AWARDS function was organised to bring to the lime light a few successful SMEs for their achievements and excellence.

11 successful entrepreneurs from SME Sector were bestowed with “India SME Excellence Awards” as a tribute to their exemplary achievements and leadership qualities under various categories - Manufacturing, Service, IT, R & D and Exports, Woman Entrepreneur, successfully managed family business and organisations supporting SMEs.



Group Photo of Awardess

LIST OF INDIA SME EXCELLENCE AWARDEES

Awards were presented by **Mr. Jignesh Shah** – Chairman & Group CEO, Financial Technologies (India) Ltd. Other dignitaries were present **Mr. A. Rameshkumar** – MD & CEO, Asia Pragati Capfin Pvt. Ltd., **Dr. J.N. Misra** – CGM (Maharashtra & Goa Circle), SBI, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Mr. Ajai Kumar** – CMD, Corporation Bank, **H. E. Mr. Peter Haas** – Consul General, Consulate General of The United States of America, Mumbai, **Dr. H. P. Kumar** – CMD, NSIC and **Mr. Ramnath Pradeep** – Former CMD, Corporation Bank

JABS INTERNATIONAL PRIVATE LIMITED Navi Mumbai, Maharashtra Awarded For “EXPORT SECTOR”

- ❖ **Business Activity:** Food Processing and Exports
- ❖ **Turnover:** Rs 615 Crore
- ❖ **Special Achievements:** Processing of various spices, oil seeds and excellence in the same. It exports to more than 40 countries
- ❖ **Future Plans:** The Company plans to expand its exports to more countries

Mr. Shailesh Shah receiving Award on behalf of Mr. Bhaskar Shah – Managing Director, Jabs International Pvt. Ltd.



Mr. Sanjeev Goel – Managing Director, Intec Capital Limited. receiving the Award



INTEC CAPITAL LIMITED
New Delhi
Awarded for
“SME FINANCE (NBFC)”

- ❖ **Business Activity:** Financial Services for Manufacturing, Trading and Services Industry along with SMEs
- ❖ **Turnover:** Rs 78.3 Crore
- ❖ **Special Achievements:** In order to facilitate higher sales and maximize profits, the company reduced its turnaround time for loan processing, and also reduced the cost of funds by using short-term instruments

Ms. Priyanka Gupta – Executive Director, MPIL Steel Structures Ltd. receiving the Award



MPIL STEEL STRUCTURES LIMITED
Mumbai, Maharashtra
Awarded for
“SUCCESSFULLY MANAGED FAMILY BUSINESS”

- ❖ **Business Activity:** Infrastructure and Renewable Energy
- ❖ **Turnover:** Rs 150 Crore
- ❖ **Special Achievements:** Installed the solar-roof top on the Factory -1st time in India
- ❖ **Future Plans:** The company plans to expand its reach on pre-engineered building, renewable energy across India

Mr. Ravindra Patel – Chairman, Ravi Energie Private Limited. receiving the Award



RAVI ENERGIE PRIVATE LIMITED
Vadodara, Gujarat
Awarded for
“SERVICE SECTOR”

- ❖ **Business Activity:** Multi-Inspection agency for exports, energy audit and Consultancy
- ❖ **Turnover:** Rs100 Crore
- ❖ **Special Achievements:** High security hologram, stickers for certificates to avoid manipulations, prevention of exports of explosive, consultant for the very 1st wind-mill project in India at Lamba
- ❖ **Future Plans:** Company plans to foray in to other territories across India & other countries



KAMATHS OURTIMES ICE CREAM PVT. LTD.
Mumbai, Maharashtra
Awarded for
“MANUFACTURING SECTOR”

- ❖ **Business Activity:** Manufacturing of Ice Creams
- ❖ **Turnover:** Rs 52.7 Crore
- ❖ **Special Achievements:** In-house Development of De-seeding machine for Sitaphal and extracting ‘Malai from Tender Coconut; Use of PHE, Introduction of process of Exchange, Change in heating process, enabling them to save 15% savings
- ❖ **Future Plans:** Increase the number of outlets by 250 in the next 5 years; and expand in the overseas market in the next 2 years, to introduce new flavours and a range of low-calorie Kulfi, milkshakes and ice cream

Mr. Shrinivas Kamath – Director, Kamaths Ourtimes Ice Cream Pvt. Ltd. receiving the Award



SUPRAVENI CHEMICALS PRIVATE LIMITED
Bangalore, Karnataka
Awarded for “WOMEN ENTREPRENEUR”
in “MANUFACTURING SECTOR”

- ❖ **Business Activity:** Manufacturers of specialty chemicals used in battery industries, electronic and aerospace, industries
- ❖ **Turnover:** Rs. 16.54 Crore
- ❖ **Special Achievements:** The most prestigious space project by Vikram Sarabhai Space centre uses their specialty Chemicals; Developed 100% indigenous eco-friendly degreasing solvent; retained all customers
- ❖ **Future Plans:** The Company plans to foray in to new Eco-friendly product

Ms. Sugadha Somasundaram – Managing Director, Supraveni Chemicals Pvt. Ltd. receiving the Award



CRYSTAL SOLUTIONS PRIVATE LIMITED
Mumbai, Maharashtra
Awarded for
“INFORMATION TECHNOLOGY SECTOR”

- ❖ **Business Activity:** Providing Software and Security solutions of various IT Companies, BFSI, Manufacturing, Pharma and Media and Entertainment Companies
- ❖ **Turnover:** Rs 12 Crore
- ❖ **Special Achievements:** The company is one of the major provider of IT Services to overseas companies, as a result major earner of foreign exchange; provider of equal employment opportunity for women employees
- ❖ **Future Plans:** The Company plans to increase its turnover to 45 Crore by 2015 and also make IT Infrastructure services more cost effective.

Mr. Vasant Bhanushali – Director, Crystal Solutions Pvt. Ltd. receiving the Award



Mr. Balkrishna Shimpukade – Managing Director, Shimpukade Engineering Pvt. Ltd. receiving the Award



SHIMPUKADE ENGINEERING PVT. LTD.

Kolhapur, Maharashtra

Awarded for

“MANUFACTURING SECTOR”

- ❖ **Business Activity:** Manufacturing of Automobile Components, IC Engines and other Engineering Components
- ❖ **Turnover:** Rs. 16.65 Crore
- ❖ **Special Achievements:** Successful launching of Bauer Gear Motor - Germany
- ❖ **Future Plans:** Expand overseas in Power Transmission Sector and increase the exports to more than 60% of the business.

Mr. G. V. Subrahmaniam – MD, Panacea Medical Technologies Pvt. Ltd. receiving the Award



PANACEA MEDICAL TECHNOLOGIES PVT. LTD

Bangalore, Karnataka

Awarded for

“MANUFACTURING SECTOR”

- ❖ **Business Activity:** Manufacture of Cancer Therapy Machines
- ❖ **Turnover:** Rs 15.25 Crore
- ❖ **Special Achievements:** Quality cancer therapy product at affordable cost ; Technology developed with BARC; Developed 1st indigenous 6 Mv LINAC; His Machines are available at 50% of the imported costs, Only SME in the world in the radiotherapy

Mr. Paresh Mehta – President & Chief Executive Officer, Jasma Engineering receiving the Award



JASMA ENGINEERING

Mumbai, Maharashtra

Awarded for "EXPORT SECTOR"

- ❖ **Business Activity:** Manufacturing and 100% Export of specialized engineering products
- ❖ **Turnover:** Rs 10 Crore
- ❖ **Special Achievements:** 22 Awards and recognition in various nationals and international levels, The company is managed and operated by just 6 people, the company has high engineering manufacturing capability to produce capability
- ❖ **Future Plans:** Expanding the markets further in Middle East and other European countries

Dr. Sashinath Jha – Chief Executive Officer, Nutan Ayurvedic Pvt. Ltd. receiving the Award



NUTAN AYURVEDIC PVT. LTD.

Nadiad, Gujarat

Awarded for

“RESEARCH & DEVELOPMENT”

- ❖ **Business Activity:** Manufacturing of Ayurvedic Products
- ❖ **Turnover:** Rs. 5.01 Crore
- ❖ **Special Achievements:** Manufactures 104 varieties of Ayurvedic Products, Trade mark Aloe vera Herbal Concept
- ❖ **Future Plans:** Expanding the Research and Development

UNITED KINGDOM VISIT

of

MR. CHANDRAKANT SALUNKHE

Founder & President, SME Chamber of India & MIEDA and India – UK SME Business Council

26th -28th September 2012 | United Kingdom

GLIMPSES OF UK - INDIA SME SUMMIT



Mr. Chandrakant Salunkhe – President, SME Chamber of India addressing the delegates at **UK - India SME Summit** at Wales



Mr. A. Rameshkumar – Chairman - Northern Region (New Delhi), SME Chamber of India **UK - India SME Summit** at Wales



Mr. Graham Morgan – Director, South Wales Chamber of Commerce addressing the delegates at the Summit



Mr. H. P. Kumar – Chairman & Managing Director, National Small Industries Corporation Ltd. addressing the delegates at the Summit



(L to R) **Mr. Graham Morgan** – Director, South Wales Chamber of Commerce, **Mr. Chandrakant Salunkhe** – President, SME Chamber of India and **Ms. Natalie Taylor** – Business Development Officer - International Trade, South Wales Chamber of Commerce



Delegates at the Summit

GLIMPSES OF INTERACTION MEETING AT WALES, UK



(L to R) **Mr. Robert G Davies** – Regional Director, SME Chamber of India, Wales Region, United Kingdom, **Dr. Akshay Pheer**, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **H. E. Rt. Hon Carwyn Jones** – First Minister of Wales, United Kingdom, **H.E. Dr. J. Bhagwati** – Indian High Commissioner to the United Kingdom, **Mr. A. Rameshkumar** –MD & CEO, Asia Pragati Capfin Pvt. Ltd., **Mr. Ajay Agrawal**, **Mr. Vipul Patel**, **Mr. Shashi Dash** – Regional Director(Northern Region), SME Chamber of India and **Dr. Upinder Dhar** – Vice-Chancellor, JK Lakshmipati University, Jaipur during the interaction meeting



(L to R) **Dr. Akshay Pheer**, **Mr. Ananta Sarma** – CEO, SIDBI Venture Capital Ltd. **Mr. Graham Morgan** – Director, South Wales Chamber of Commerce, **Mr. A. Rameshkumar** –MD & CEO, Asia Pragati Capfin Pvt. Ltd., **Professor Medwin Hughes** - Vice-Chancellor – University of Wales, United Kingdom, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Dr. Upinder Dhar** – Vice-Chancellor, JK Lakshmipati University, Jaipur and **Mr. Shashi Dash** – Regional Director(Northern Region), Small & Medium Business Development Chamber of India



(L to R) **Dr. Akshay Pheer**, **Mr. Graham Morgan** – Director, South Wales Chamber of Commerce, **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Mr. A. Rameshkumar** –MD & CEO, Asia Pragati Capfin Pvt. Ltd., **Mr. Vipul Patel** and **Mr. Shashi Dash** – Regional Director(Northern Region), Small & Medium Business Development Chamber of India during the Interaction Meeting

State Level Flagship Activity

GUJARAT SME BANKING SUMMIT

Tuesday, 28th August 2012 | Hotel Courtyard by Marriott, Ahmedabad

INAUGURATION



Shri Sushil Muhnot - CMD, Small Industries Development Bank of India (SIDBI) inaugurating the **Gujarat SME Banking Summit**. In picture from (L to R) **Shri Chandrakant Salunkhe** - Founder & President, SME Chamber of India, **Shri Ajoy Jha** - CGM, IDBI Bank, Ahmedabad, **Shri Sudarshan Sen** - Regional Director, Reserve Bank of India, Gujarat Region, **Shri M. K. Nag** - CGM (SME Business Unit), State Bank of India and **Shri Prabhakar Dalal** - Executive Director, EXIM Bank of India

LAUNCHING OF SME BUSINESS CLUB FOR GUJARAT STATE



Shri Sushil Muhnot - Chairman & Managing Director, SIDBI launching the **SME BUSINESS CLUB - A platform for networking and enhancing business partnership amongst SMEs** - initiated by Small & Medium Business Development Chamber of India, during Summit. In picture from (L to R) **Shri Prabhakar Dalal** - Executive Director, EXIM Bank of India, **Shri M. K. Nag** - CGM (SME Business Unit) State Bank of India, **Shri Chandrakant Salunkhe** - Founder & President, SME Chamber of India, **Shri Sudarshan Sen** - Regional Director, Reserve Bank of India, Gujarat Region and **Shri Ajoy Jha** - CGM, IDBI Bank, Ahmedabad.

KEYNOTE ADDRESS



Shri Kamal Kumar Dayani – Commissioner, Industries Department, Government of Gujarat delivering the keynote address during the Plenary Session 2 of **Gujarat SME Banking Summit**. Other dignitaries on the dias from (L to R) **Shri Chandrakant Salunkhe** - President, SME Chamber of India, **Shri Rakesh Singh** – Chief Executive Officer, Aditya Birla Finance Ltd., **Shri D.K. Goswami** – Director, Choice International Limited, **Shri Arvind Patwari** – Director, MSME Development Institute, Gujarat, **Shri K. Subrahmanyam** – General Manager (SME), Indian Overseas Bank, **Shri Umakant Bijapur** – General Manager, Bank of Baroda, Ahmedabad, **Shri P.K. Jha** – Zonal General Manager, NSIC, Ahmedabad and **Shri Ramesh Rangan** – Chief General Manager, State Bank of India, Gujarat State.



Shri Sushil Muhnot - CMD, Small Industries Development Bank of India (SIDBI) delivering the keynote address during the inaugural session of **Gujarat SME Banking Summit**. Other dignitaries on the dias from (L to R) **Shri Prabhakar Dalal** - Executive Director, EXIM Bank of India, **Shri M. K. Nag** - CGM (SME Business Unit, State Bank of India, **Shri Chandrakant Salunkhe** - President, SME Chamber of India, **Shri Sudarshan Sen** - Regional Director, Reserve Bank of India, Gujarat Region and **Shri Ajoy Jha** - CGM, IDBI Bank, Ahmedabad

WELCOME ADDRESS



Shri Chandrakant Salunkhe - President, Small & Medium Business Development Chamber of India delivering the Welcome address



ADDRESS BY DIGNITARIES



Shri Sudarshan Sen – Regional Director, Reserve Bank of India, Ahmedabad addressing the delegates



Shri M. K. Nag – Chief General Manager (SME Business Unit), State Bank of India addressing the delegates



Shri Ajoy Jha – Chief General Manager, IDBI Bank, West II addressing the delegates



Shri Prabhakar Dalal – Executive Director, EXIM Bank of India addressing the delegates

PLENARY SESSION - I
Improving Capabilities of SMEs for Better Growth



Dignitaries (L to R) **Shri Rakesh Singh** – Chief Executive Officer, Aditya Birla Finance Ltd., **Shri D.K. Goswami** – Director, Choice International Limited, **Shri Arvind Patwari** – Director, MSME Development Institute, Gujarat, **Shri K. Subrahmanyam** – General Manager (SME), Indian Overseas Bank, **Shri Umakant Bijapur** – General Manager, Bank of Baroda, Ahmedabad, **Shri P. K. Jha** – Zonal General Manager, NSIC, Ahmedabad and **Shri Ramesh Rangan** – CGM, State Bank of India, Gujarat State during Plenary Session.

ADDRESS BY PANELISTS



Shri Ramesh Rangan – Chief General Manager, State Bank of India, Gujarat State addressing the delegates on **"Role of Banks for the Growth of SMEs"**



Shri K. Subrahmanyam – General Manager (SME), Indian Overseas Bank addressing the delegates on **"Role of IOB for the growth of SME Sector"**



Shri Arvind Patwari – Director, MSME Development Institute, Gujarat addressing the delegates on **"Role of Ministry of MSME for the Growth of SMEs"**



Shri Umakant Bijapur – General Manager, Bank of Baroda, Ahmedabad addressing the delegates on **"SME Loan Factory – Successful Model to cater the Financial Needs of SMEs"**



Shri P.K. Jha – Zonal General Manager, NSIC, Ahmedabad addressing the delegates on "Role of NSIC for the growth of SMEs"



Shri D.K. Goswami – Director, Choice International Limited addressing the delegates on "Financial Management Strategy for better growth of SMEs"



Shri Rakesh Singh – Chief Executive Officer, Aditya Birla Finance Ltd. addressing the delegates on "Financial Enablers of SME Growth"



Shri P. M. Solanki – Assistant Director, MSME Development Institute, Ahmedabad, Gujarat addressing the delegates on "Role of Ministry of MSME for the Growth of SMEs"

Q & A SESSION



Delegates interacting with Dignitaries



Shri K. Subrahmanyam – General Manager (SME), Indian Overseas Bank addressing the questions of the delegates



Shri Umakant Bijapur – General Manager, Bank of Baroda, Ahmedabad addressing the questions of the delegates

PLENARY SESSION - II Initiatives for Development of SMEs



Dignitaries (L to R) **Shri V. K. Venkatachalam** – Secretary General, SME Chamber of India, **Shri Mehul Pandya** – Sr. Vice President & Head–SME, CARE Ratings, Ahmedabad, **Shri D. G. Rajpal** – Deputy General Manager, Central Bank of India, Ahmedabad, **Shri Shailendra Jindal** – Chief Executive Officer, Continental Capital Advisors, **Shri Mihir Joshi** – Managing Director, Gujarat Venture Finance Limited, **Ms. Meenal Sinha** – Associate Vice President–India, Imperial Serviced Offices Pvt. Ltd., **Shri Nirdosh Chopra** – Deputy General Manager & Regional Manager, ECGC and **Shri H. P. Shah** – Chief Executive Officer, Value Plus – The Family Office, Vadodara during Plenary Session

ADDRESS BY PANELISTS



Shri Shailendra Jindal – Chief Executive Officer, Continental Capital Advisors addressing the delegates on **"International Trade Finance for SMEs"**



Shri D.G. Rajpal – Deputy General Manager, Central Bank of India, Ahmedabad addressing the delegates on **"Initiatives & Strategies of Central Bank of India for the business growth of SMEs"**



Shri Nirdosh Chopra – Deputy General Manager & Regional Manager, ECGC addressing the delegates



Shri Mihir Joshi – Managing Director, Gujarat Venture Finance Ltd. addressing the delegates on **"Role of GVFL for SME growth"**



Shri Mehul Pandya – Sr. Vice President & Head-SME, CARE Ratings, Ahmedabad addressing the delegates on **"Advantage of Credit Rating for SMEs"**



Shri H.P. Shah – Chief Executive Officer, Value Plus – The Family Office, Vadodara addressing the delegates on **"Strategies for next generation"**



Ms. Meenal Sinha – Associate Vice President-India, Imperial Serviced Offices Pvt. Ltd. addressing the delegates on **"Let Servcorp Take Your Business To New Heights"**



Delegates interacting with Dignitaries

DELEGATES AT THE SUMMIT



Signing Ceremony of Memorandum of Understanding Between



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA

&



17th July 2012 | Hotel Hyatt Regency, Mumbai



Mr. Kim, Ho Kyoung – Project Group Head, Director General, Incheon Technopark, South Korea and **Mr. Chandrakant Sakunkhe** – Founder & President, Small & Medium Business Development Chamber of India signing the Memorandum of Understanding on 17th July 2012 at Mumbai



Mr. Kim, Ho Kyoung – Project Group Head, Director General, Incheon Technopark, South Korea and **Mr. Chandrakant Sakunkhe** – Founder & President, MIEDA & SME Chamber of India exchanging the Memorandum of Understanding

KOREA BUSINESS DELEGATION IN INDIA

17th - 22nd July 2012 | Hotel Hyatt Regency, Mumbai

ADDRESS BY DIGNITARIES



Mr. Kim, Ho Kyoung – Project Group Head, Director General, Incheon Technopark, South Korea addressing the delegates



Mr. Chandrakant Sakunkhe – Founder & President, SME Chamber of India addressing the delegates



Mr. Chandrakant Sakunkhe – Founder & President, SME Chamber of India with Korea Business Delegation in India

ONE - TO - ONE BUSINESS MEETING BETWEEN KOREAN & INDIAN DELEGATES



FRANCHISE INTERNATIONAL MALAYSIA 2012

19th International Franchise Conference

Saturday, 7th July 2012 | Putra World Trade Centre, Kuala Lumpur, Malaysia



YABhg. Tun Dr. Mahathir bin Mohamad - Former Prime Minister of Malaysia (1981-2003) felicitating **Mr. Chandrakant Salunkhe** by presenting the token of Appreciation

Mr. Chandrakant Salunkhe - President, Small & Medium Business Development Chamber of India (SME Chamber of India) addressing the delegates

EXCHANGE OF MoU Between



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA

&



MALAYSIAN
FRANCHISE ASSOCIATION

Friday, 6th July 2012 | Putra World Trade Centre, Kuala Lumpur, Malaysia



Mr. Chandrakant Salunkhe - President, Small & Medium Business Development Chamber of India and **Mr. Malik Abdullah** - Chairman, Malaysian Franchise Association (MFA) exchanging the MoU in the presence of **YB Dato' Sri Ismail Sabri Bin Yaakko** - Hon'ble Minister of Domestic Trade, Co-operatives & Consumerism, Malaysia, **YB Dato' Tan Lian Hoe** and **YB Datuk Rohani Binti Abdul Karim** - Hon'ble Deputy Ministers of Domestic Trade, Co-operatives & Consumerism, Malaysia on 6th July 2012 at Kuala Lumpur, Malaysia

GLIMPSES OF FRANCHISE INTERNATIONAL MALAYSIA 2012

19th International Franchise Conference

6th - 8th July 2012 | Putra World Trade Centre, Kuala Lumpur, Malaysia



Mr. Chandrakant Salunkhe - Founder & President, SME Chamber of India with **YB Dato' Sri Ismail Sabri Bin Yaakko** - Hon'ble Minister of Domestic Trade, Co-operatives & Consumerism, Malaysia



Mr. Chandrakant Salunkhe – Founder & President, Maharashtra Industrial and Economic Development Association & SME Chamber of India, is being felicitated by the Malaysian Franchise Association



YABhg. Tun Dr. Mahathir bin Mohamad - Former Prime Minister of Malaysia (1981-2003) and **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, with organising Committee of Franchise International Malaysia 2012



Mr. Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India with delegation of 2012 Taiwan Franchise and China Store Trade Mission to Malaysia

EXCHANGE OF MoU Between



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA



& YOUNG ENTREPRENEUR ORGANIZATION
MALAYSIA

Thursday, 21st June 2012 | Kuala Lumpur Convention Centre, Malaysia



Mr. Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India and **Mr. Agil Faisal Ahmad Fadzi** - President, Young Entrepreneur Organization (GMB Malaysia) exchanging the MoU in the presence of **YAB Dato' Sri Haji Mohd Najib bin Tun Haji Abdul Razak** - Hon'ble Prime Minister of Malaysia, **Dato Sri Mustapa bin Mohamed** - Hon'ble Minister of International Trade & Industry, Malaysia and **Datuk Ir. Mohamed Al Amin Hj Abdul Majid** - Chairman, SME Corp Malaysia.

ASEAN - INDIA SME CONFERENCE

21st - 22nd June 2012 | Kuala Lumpur, Malaysia



(Left) **Mr. Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India addressing the delegates. (Right) Panelists from (L to R) **Mr. Chandrakant Salunkhe** – Founder & President, MIEDA & SME Chamber of India, **Tan Sri Dato' Ajit Singh** - Advisor to Malaysian Indian Business Council (MIBC), **Dato' Pradip Kukreja** - Malaysia Representative to the ASEAN India Business Council, **Dato' Hafsa Hashim** - Chief Executive Officer, SME Corporation Malaysia and **Datuk Suppermaniam a/l Manickam** - Adjunct Professor at the Department of Economics, Kulliyah of Economics and Management Sciences, International Islamic University Malaysia during the plenary session 2 : **ASEAN in India : Blood, Sweat and Glory**



Annual Flagship Activity

MAHARASHTRA SME SUMMIT

Redefining the Growth of SMEs

organised on Friday, 15th June 2012 | Hotel Sofitel, Bandra - Kurla Complex, Mumbai

Jointly Organised by



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA



MAHARASHTRA INDUSTRIAL AND
ECONOMIC DEVELOPMENT ASSOCIATION

INAUGURATION



Shri Sachin Ahir – Hon'ble Minister of State for Industry inaugurating the Summit



(From L to R) **Shri Sanjay Sethi** – Development Commissioner (Industries) & Secretary, MSME, Govt. of Maharashtra, **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri Sachin Ahir** – Hon'ble Minister of State for Industry, **Shri J. K. Dadoo** – Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India, **Dr. J. N. Misra** – Chief General Manager, State Bank of India, Maharashtra, **Dr. Rashid Al Leem** – Director General, Sharjah Sea Ports, Customs & Sharjah Free Zones Authority and **Shri Vijay Mansukhani** – Managing Director, ONIDA

CHIEF GUEST ADDRESS



Shri Sachin Ahir – Hon'ble Minister of State for Industry addressing the delegates.

ADDRESS BY DIGNITARIES



Shri J. K. Dadoo – Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India



Shri Sanjay Sethi – Development Commissioner (Industries) & Secretary, MSME, Govt. of Maharashtra



Shri Sanjay Bhatia – Commissioner of Sales Tax, Government of Maharashtra



Dr. J. N. Misra – Chief General Manager, State Bank of India, Maharashtra





Dr. Rashid Al Leem – Director General, Sharjah Sea Ports, Customs & Sharjah Free Zones Authority



Shri Vijay Mansukhani – Managing Director, ONIDA



Smt. Meeta Rajivlochan – Managing Director, The Maharashtra Agro Industries Development Corporation Ltd (MAIDC),



Shri Chandrakant Salunkhe – Founder & President, Small & Medium Business Development Chamber of India



(From L to R) **Shri Vijay Mansukhani** – Managing Director, ONIDA, **Dr. J. N. Misra** – Chief General Manager, State Bank of India, Maharashtra, **Shri J. K. Dadoo** – Joint Secretary, Department of Commerce, Ministry of Commerce and Industry, Government of India, **Shri Sachin Ahir** – Hon'ble Minister of State for Industry, **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri Sanjay Sethi** – Development Commissioner (Industries) & Secretary, MSME, Government of Maharashtra and **Dr. Rashid Al Leem** – Director General, Sharjah Sea Ports, Customs & Sharjah Free Zones Authority

PLENARY SESSION - I DRIVING GROWTH OF SMEs



Panelists from (L to R) **Shri Shailendra Jindal** – CEO, Continental Capital Advisors, **Shri P. H. Ravikumar** – Managing Director & CEO, Invent Assets Securitisation & Reconstruction Pvt. Ltd., **Shri Sanjay Mukhopadhyay** – Sales Head, ClApp, Trimax IT Infrastructure & Services Ltd., **Shri Ravindra Kumar** – Senior Regional Advisor, South Asia, Standard Bank LLC and Member, Advisory Board, SME Chamber of India, **Shri Divya Sethi** – Head Product Sales – Data Services, Bharti Airtel Ltd., **Shri Biswas Nair** – MD, Proquest Solutions and **Shri Rakesh Singh** – CEO, Aditya Birla Finance Ltd.

PLENARY SESSION - II ENHANCING THE CAPABILITIES OF SMEs



Panelists from (L to R) **Shri Shailendra Jindal** – CEO, Continental Capital Advisors, **Shri R. B. Gupta** – GM, (Priority Sector), Central Bank of India **Smt. Meeta Rajivlochan** – MD, The Maharashtra Agro Industries Development Corporation Ltd (MAIDC), **Shri Sanjay Bhatia** – Commissioner of Sales Tax, Government of Maharashtra, **Shri Chandrakant Salunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **Shri Sanjiv Nanda** – Partner, Smart Head Strategy Solutions Pvt Ltd. and **Shri Rohit Kumar Sinha** – Manager(SME), Mahindra & Mahindra Financial Services Ltd.

PLENARY SESSION - III EMPOWERING SMEs FOR BETTER GROWTH



Panelists from (L to R) **Shri Kunal Dhoke** – Credit Manager, SME Division, Corporation Bank, **Smt. Manisha Gupta** – Avighnaa Advisory Services, **Shri Jitendra Singh Rajput** – Coordinator, Design Clinic Scheme, National Institute of Design, **Shri V. K. Venkatachalam** – Secretary General, SME Chamber of India, **Shri S. Vijay Kumar** – Director, SME Testing Centre (WR), Ministry of MSME, Govt. of India and **Shri Uday M. Gaitonde** – Executive Director, National Centre for Quality Management

Seminar on DOING BUSINESS IN SOUTH AFRICA

Wednesday, 23rd May 2012 | SME Chamber of India Conference Hall, Andheri (E), Mumbai



From (L to R) **Ms. Sushama Kanetkar** - SRK and Associates, Bangalore, **Ms. Seema Sardha** - Consul (Economic), Consulate of South Africa in Mumbai, **Mr. Richard Zurba** - Director, Zurcom International (Pty) Ltd., South Africa and **Mr. Chandrakant Salunkhe** - Founder & President, Small & Medium Business Development Chamber of India during the Seminar

Visit of Estonia Delegation

Wednesday, 7th March 2012 | SME Chamber of India Conference Hall, Andheri (E), Mumbai



(From Left to Right) **Mr. Nadim Taoubi** - Investment Project Manager, Estonian Investment Agency, Enterprise Estonia, **Mr. Siim Sikkut** - Economy Expert, Arengufond Estonian Development Fund, **Mr. Margus Sarglepp** - Charge d Affairs, Embassy of the Republic of Estonia, **Mr. Raul Allikivi** - Head, Economic Policy Division, Economic Development Department, Ministry of Economic Affairs and Communications, Estonia, **Mr. Chandrakant Salunkhe** - Founder & President, Small & Medium Business Development Chamber of India & Europe - India SME Business Council, **Mr. Sameer Joshi** - Director & CEO, Gyansam Consultancy Private Limited, and **Mr. V. K. Venkatachalam** - Secretary General, SME Chamber of India

Signing of Memorandum of Understanding Between



15th May 2012 | Hotel InterContinental The Lalit, Mumbai

SIGNING CEREMONY OF MEMORANDUM OF UNDERSTANDING



Mr. Ki-Hwa Hong – President & CEO, Gyeonggi Small & Medium Business Center and **Mr. Chandrakant Sakunkhe** – Founder & President, Small & Medium Business Development Chamber of India signing and exchanging the MoU



H. E. Mr. Kim Young-geol – Deputy Consul General, Consulate General of the Republic of Korea in Mumbai, **Mr. Ki-Hwa Hong** – President & CEO, Gyeonggi Small & Medium Business Center, **H. E. Mr. Kim Sung-Lyul** – Vice Governor, Gyeonggi Province, Republic of Korea, **Mr. Chandrakant Sakunkhe** – Founder & President, Small & Medium Business Development Chamber of India and **Mr. Kyung-Sun Min** – Executive Director, Trade Support Division, Gyeonggi Small & Medium Business Center during the MoU signing Ceremony between Small & Medium Business Development Chamber of India and Gyeonggi Small & Medium Business Center

G-FAIR - KOREA SOURCING FAIR

15th - 17th May 2012 | Hotel InterContinental The Lalit, Mumbai

OPENING CEREMONY OF THE FAIR



H. E. Mr. Kim Sung-Lyul – Vice Governor, Gyeonggi Province, Republic of Korea and **Dr. K. Shivaji (IAS)** – CEO, Maharashtra Industrial Development Corporation (MIDC) inaugurating the G-Fair, **Mr. Chandrakant Sakunkhe** – Founder & President, Small & Medium Business Development Chamber of India, **H. E. Mr. Kim Young-geol** – Deputy Consul General, Consulate General of the Republic of Korea in Mumbai, **Mr. Ki-Hwa Hong** – President & CEO, Gyeonggi Small & Medium Business Center, and **Mr. Kyung-Sun Min** – Executive Director, Trade Support Division, Gyeonggi Small & Medium Business Center were present

ADDRESS BY DIGNITARIES



H. E. Mr. Kim Sung-Lyul – Vice Governor, Gyeonggi Province, Republic of Korea



Dr. K. Shivaji (IAS) – CEO, Maharashtra Industrial Development Corporation



Mr. Chandrakant Sakunkhe – Founder & President, SME Chamber of India



Mr. Ki-Hwa Hong – President & CEO, Gyeonggi Small & Medium Business Center



H. E. Mr. Kim Young-geol – Dy. Consul General, Consulate General of Korea, Mumbai



Mr. Chandrakant Sakunkhe & H. E. Mr. Kim Sung-Lyul – Vice Governor, Gyeonggi Province

State Level Flagship Activity

VADODARA SME AND ENTREPRENEURSHIP MEET

Theme: STRATEGIES AND INITIATIVES FOR BETTER GROWTH

Organised on Friday, 4th May 2012 | Hotel Surya Palace, Vadodara

**PANEL DISCUSSION ON
MANUFACTURING & SERVICE SECTOR | GOVERNMENT POLICIES | TECHNOLOGY
INTERNATIONAL MARKET & COMPETITION | NURTURING FAMILY AND BUSINESS**



Shri Tribhuvanprasad Kabra – Managing Director, Ram Ratna Group of Companies, Vadodara, addressing the delegates during the meet. Other Dignitaries on the dais (L to R) **Shri Chandrakant Salunkhe** – President, SME Chamber of India, **Shri Janak Sheth** – Managing Director, Century Pharmaceuticals Ltd, **Shri Arvind Patwari** – Director, MSME Development Institute, Ahmedabad, **Shri B. K. Singhal**– Zonal General Manager – Gujarat Region, Central Bank of India, **Shri R. N. Raval** – Deputy Commissioner of Industries, Gujarat and **Shri H.P. Shah** – CEO, Value Plus - The Family Office, Vadodara



Shri Chandrakant Salunkhe – President, SME Chamber of India addressing the delegates during the meet



Shri R. N. Raval – Deputy Commissioner of Industries, Gujarat



Shri Arvind Patwari – Director, MSME Development Institute, Ahmedabad addressing the delegates



Shri Janak Sheth – Managing Director, Century Pharmaceuticals Ltd. addressing the delegates



Shri H.P. Shah – CEO, Value Plus - The Family Office, Vadodara addressing the delegates



Shri B. K. Singhal– Zonal General Manager – Gujarat Region, Central Bank of India addressing the delegates

**PANEL DISCUSSION ON
ROLE OF BANKERS | FINANCE | INVESTMENT | INCENTIVES
FACTORING | PROMOTION MARKETING & BRANDING**



Shri Manojkumar Singh – Senior Manager, NSIC, Ahmedabad, **Shri Rakesh Jain** – CEO, RGB Education, Vadodara, **Smt Sangeeta Modi** – Access Asset Managers (PE Fund), Mumbai, **Shri Ajay Shad** – Chief Mentor, Value Education, Ahmedabad, **Shri Ashwin J. Mehta** – DGM – Vadodara Region, State Bank of India, **Shri Dhanesh Chander** – Chief Regional Manager, Indian Overseas Bank, Gujarat and **Shri Soumendra Ghosh** – Chief Strategy & Marketing Head, IFCI Factors Ltd.



Shri Dhanesh Chander – Chief Regional Manager, Indian Overseas Bank, Gujarat



Shri Soumendra Ghosh – Chief Strategy & Marketing Head, IFCI Factors Ltd.



Shri Rakesh Jain – CEO, RGB Education, Vadodara



Shri Ashwin J. Mehta – DGM – Vadodara Region, State Bank of India



Smt Sangeeta Modi – Partner, Access Asset Managers (PE Fund), Mumbai



Shri Ajay Shad – Chief Mentor, Value Education, Ahmedabad



Shri Manoj Kumar Singh – Senior Manager, NSIC, Ahmedabad



Delegates at the Meet

State Level Flagship Activity

GUJARAT SME MANUFACTURING SUMMIT

Organised on Tuesday, 17th April 2012 | Hotel Courtyard by Marriott, Ahmedabad

INAUGURATION



Mr. Saurabhbhai Patel – Hon'ble Minister of State for Industries, Civil Aviation (Independent Charge), Mines, Minerals, Finance, Energy & Petrochemicals, Gujarat and **Mr. Ishwarsinh Patel** – Hon'ble Minister of State for Cooperation, Sports, Youth Services & Cultural Affairs, Gujarat inaugurating the Summit. Others from (L to R) **H. E. Shaikh Humaid Al-Maani** – Ambassador of Oman to India, **Mr. A. Rameshkumar** – MD & CEO, Asia Pragati Capfin Pvt. Ltd., **Mr. R. K. Dubey** – Executive Director, Central Bank of India, **Mr. Chandrakant Salunkhe** – President, SME Chamber of India and **Mr. D. R. Dogra** – MD & CEO, CARE Ratings

ADDRESS BY CHIEF GUEST



Mr. Saurabhbhai Patel – Hon'ble Minister of State for Industries, Civil Aviation (Independent Charge), Mines, Minerals, Finance, Energy & Petrochemicals, Gujarat delivering the inaugural address Others (L to R) on the dais **Mr. A. Rameshkumar** – MD & CEO, Asia Pragati Capfin Pvt. Ltd., New Delhi, **Mr. R. K. Dubey** – Executive Director, Central Bank of India, **Mr. Chandrakant Salunkhe** – President, SME Chamber of India, **Mr. Ishwarsinh Patel** – Hon'ble Minister of State for Cooperation, Sports, Youth Services & Cultural Affairs, **H.E. Shaikh Humaid Al-Maani** – Ambassador of Oman to India and **Mr. D. R. Dogra** – MD & CEO, CARE Ratings

SPECIAL ADDRESS



Mr. Ishwarsinh Patel – Hon'ble Minister of State for Cooperation, Sports, Youth Services and Cultural Affairs, Gujarat addressing the delegates during the Summit.

KEYNOTE ADDRESS



Mr. R. K. Dubey – Executive Director, Central Bank of India delivering the Keynote address

DIGNITARIES AT THE SUMMIT



H. E. Shaikh Humaid Al-Maani – Ambassador of Oman to India addressing the delegates



DIGNITARIES AT THE SUMMIT



Mr. D. R. Dogra – MD & CEO, CARE Ratings addressing the delegates



Mr. A. Rameshkumar – MD & CEO, Asia Pragati Capfin Pvt. Ltd. addressing the delegates



Mr. Venkat Ramineni – Executive Director, VisaPro Immigration Services LLC, USA addressing the delegates



Dignitaries (L to R) on the dais **Mr. A. Rameshkumar** – MD & CEO, Asia Pragati Capfin Pvt. Ltd., New Delhi, **Mr. R. K. Dubey** – Executive Director, Central Bank of India, **Mr. Chandrakant Salunkhe** – Founder & President, SME Chamber of India, **Mr. Saurabhbhai Patel** – Hon'ble Minister of State for Industries, Civil Aviation (Independent Charge), Mines, Minerals, Finance, Energy & Petrochemicals, Gujarat, **Mr. Ishwarsinh Patel** – Hon'ble Minister of State for Cooperation, Sports, Youth Services & Cultural Affairs, **H.E. Shaikh Humaid Al-Maani** – Ambassador of Oman to India and **Mr. D. R. Dogra** – MD & CEO, CARE Ratings during the inaugural session

PLENARY SESSION - I **TRANSFORMING SMEs TO CREATE SUSTAINABLE VALUE**



Panelist (L to R) **Dr. Harish Patnaik** – Executive Director, Gujarat Venture Finance Limited, **Mr. D. C. Anjaria** – Director, Indian Institute of Financial Services Pvt. Ltd., **Mr. Souvik Sengupta** – Business Head, SME Loans, Reliance Commercial Finance, **Mr. A. Rameshkumar** – MD & CEO, Asia Pragati Capfin Pvt. Ltd., **Mr. Lakshman Gugulothu** – IPS-CEO, BSE SME Exchange, Mumbai, **Mr. H. P. Shah** – CEO, Value Plus Investment Advisors Pvt. Ltd. and **Mr. Pramod Bapna** – MD, Smart Head Strategy Solutions Pvt. Ltd.

PLENARY SESSION - II **SUPPORT SERVICES FOR BETTER GROWTH OF SMEs**



Panelist (L to R) **Mr. Imran Jafar** – Partner, Gaja Capital, Mumbai, **Mr. Ajay Nayak** – Director, CBS Pacific Limited, Hong Kong, **Mr. Ramnath Pradeep** – Former CMD, Corporation Bank, **Mr. Haresh Hinduja** – Sr. Vice President, Link Intime India Pvt. Ltd., Mumbai, **Mr. Mehul Pandya** – General Manager and Regional Head, CARE Ratings, Ahmedabad and **Ms. Aslesha Gowarikar** – Partner, Desai & Diwanji

PLENARY SESSION - III **TECHNOLOGY AND INNOVATION FOR SUSTAINABLE GROWTH & INTERNATIONAL TRADE AND INVESTMENT OPPORTUNITIES**



Panelist (L to R) **Mr. Ajay Shad** – Chief Mentor, Value Education, Ahmedabad, **Mr. Ashish Hingorani** – Solution Architect – Key Accounts, CSMB, Dell India, **Dr. Mukesh Dalal** – Professional Director, Steelfur Systems Pvt. Ltd., **Mr. Matej Merljak** – Chairman, Europe - India SME Business Council (EISBC), Slovenia, **Mr. V. K. Venkatachalam** – Secretary General, SME Chamber of India, Mumbai, **Mr. Muthafa Yusof** – Minister Counselor (Economic Affairs), High Commission of Malaysia, **Mr. Alfred NDABARASA** – First Counselor, High Commission of Rwanda in India, **Mr. Nitin Bhandari** – AVP – NPD & Partnership – Corporate Enterprise Business, Vodafone India and **Mr. Rishi Bansal** – Vice President – Global Business, Merino Services Limited

State Level Awards

GUJARAT ENTREPRENEURSHIP & SME EXCELLENCE AWARDS

Organised on Tuesday, 17th April 2012 | Hotel Courtyard by Marriott, Ahmedabad



Mr. H. P. Shah - CEO, Value Plus Investment Advisors Pvt. Ltd. Gujarat Entrepreneurship Excellence Award For Service Sector



Mr. Maulik V. Dave - CMD, Harikrushna Machinetech Pvt. Ltd. Gujarat SME Excellence Award for Manufacturing Sector



Mr. Sharad Jobanputra - CMD, Sequel Logistics Pvt. Ltd. Gujarat SME Excellence Award for Service Sector



Mr. D. K. Parikh - Chairman & Group Founder, Techflow Enterprises Pvt. Ltd. Gujarat SME Excellence Award for Manufacturing Sector



Mr. Dinesh Khanpara - Partner, Khedut Agro Engineering Ltd. Gujarat SME Excellence Award for Manufacturing Sector



Mr. Kishor Shah - MD, Gurudev Dyestuff India Pvt. Ltd. Gujarat SME Excellence Award for Manufacturing Sector



Mr. Chaitya Dhanvi Shah - MD, Marvel Art Gallery Pvt. Ltd. Gujarat SME Excellence Award - Emerging Entrepreneur for Service Sector



Ms. Shilpa Choksi - Proprietor & Designer, Marigold Watches. Gujarat SME Excellence Award - Emerging Woman Entrepreneur for Manufacturing Sector



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OBJECTIVES

- ⇒ Integration of SMEs
- ⇒ Capacity Building
- ⇒ Networking and Connectivity
- ⇒ Strategic Partnership
- ⇒ International Alliances
- ⇒ Training and Education
- ⇒ Entrepreneurship Development
- ⇒ Empowerment of Youth
- ⇒ Awards and Recognition

ACTIVITIES

- ⇒ Trade Promotion Events
- ⇒ Finance and Investment
- ⇒ Business Collaborations
- ⇒ Technology Upgradation
- ⇒ Marketing and Promotion
- ⇒ Knowledge Transmission
- ⇒ Interaction with Governments
- ⇒ Delegations and Study Tours
- ⇒ Research and Survey
- ⇒ Exhibition Services
- ⇒ Restructuring of businesses
- ⇒ Redressal of issues & problems

OUR INITIATIVES

- ⇒ SME Export Promotion Council
- ⇒ SME Business Management Institute
- ⇒ SME Finance and Investment Promotion Council
- ⇒ SME Technology Development Council
- ⇒ SME Connect - Magazine
- ⇒ SME Business Club
- ⇒ Indian SME Knowledge Forum
- ⇒ Industrial and SME Research Centre of India (ISRCI)
- ⇒ NRI Business Support Centre (NSBC)

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- ⇒ India – UK SME Business Council
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