

Organised by



Small & Medium Business  
Development Chamber of India



India International Trade Centre  
(IITC-INDIA)

## 4th Global SMEs Summit

Theme on

"Empowering SME Sector for Better Prospects"

## 2nd Global Exporters - Importers Meet

Organised on 22<sup>nd</sup> - 23<sup>rd</sup> February, 2007, Hotel Taj President, Mumbai

## 2nd International SME Multi - Products Expo

Organised on 21<sup>st</sup> - 24<sup>th</sup> February, 2007, at Expo Centre, WTC, Mumbai

Supported by



Ministry of  
Micro, Small & Medium Enterprises  
Government of India

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Government of Maharashtra



### INAUGURATION OF THE SUMMIT

**Dr. Rajesh Jeetah** - Hon'ble Minister of Industry, SME, Commerce & Cooperatives, Government of Mauritius inaugurating the summit, **Mr. Vasantrao Davkhare** - Deputy Chairman, Maharashtra Legislative Council, **Mr. Jignesh Shah** - MD & CEO, MCX India, **Mr. Simen Munter** - Deputy CEO, HSBC India, **Dr. Partha Ghosh** - Chairman, Boston Analytics, USA, **Mr. A. Rameshkumar** - Chief General Manager, State Bank of India, and **Mr. Chandrakant Salunkhe** - President, Small & Medium Business Development Chamber of India & India International Trade Centre (IITC-INDIA)



### INAUGURATION OF EXPO

by **Dr. K. Shivaji** - Development Commissioner (Industries), Government of Maharashtra in presence of **Mr. Michael Chen** - CEO, Suzhou International Expo Centre, China, **Mr. Sharief Habib Al Awadhi** - Director General, Furairah Free Zone Authority, **Mr. Albert Tauro** - General Manager, Canara Bank & **Mr. Chandrakant Salunkhe** - President, SME Chamber of India and India International Trade Centre



### PRESENTATION OF ENTREPRENEURSHIP EXCELLENCE AWARDS 2006



**Mr. Jignesh Shah,**  
MD & CEO, MCX India



**Mr. Arvind Sonmale**  
MD & CEO Global Trade Finance Ltd.



**Mr. Sanjiv Sawant MULLOO**  
Proprietor, Quad Printers, Mauritius



**Mr. Ashok Patel, Chairman,**  
Travelpack Marketing & Leisure Services (P) Ltd.



**Mr. Viduit Shah**  
MD, Girnara Food and Beverages Pvt. Ltd.



**Mr. Ronald Valles**  
MD, Omni Trade and Transport Ltd.



**Mr. Pramod Sancheti**  
MD & CEO, Winley Polymers Pvt Ltd.



**Ms Meeta Sarkar**  
Proprietor, M/S S. S. Engineering

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## SPEECHES BY DIGNITARIES



**H. E. Dr. Rajesh Jeetah, Hon'ble Minister of Industry, Small and Medium Enterprises, Commerce and Cooperatives, Government of Mauritius** emphasized on the need to create a formidable network of SMEs worldwide which can function with zeal and vigour to complement each other. Quoting Mahatma Gandhi he reminded audience that "Strength does not come from physical power of one but emanates from being together. Such networking has resulted in SMEs constituting a large %age of business in Mauritius. Hon'ble Minister informed that Mauritius is ranked 32nd in the world among the investment friendly countries and aims to be in top 10 in near future. With streamlining of approvals, it takes just 3 days to start a new business in Mauritius. The economy is growing @ 5 to 6 %. Mauritius has 88 % Literacy and per capita GDP US \$ 4700. Mauritius plans to become a duty free island by 2009 with unified taxation laws and simplified Custom procedures.



**H. E. Mr. Vasant Rao Davkhare, Hon'ble Deputy Chairman of the Maharashtra Legislative Council** congratulated IITC-INDIA and SME Chamber of India for taking up the cause of Entrepreneurs over last few years. He emphasized that NGOs like these working for the betterment of SMEs deserve appreciation and support from all quarters including the Government. Indian SMEs play a vital role in the national economy, exports and providing employment. India's position as a regional and global economic power in the coming years depends on the progress of SMEs and their effective integration with the large Industries.



**Mr. A. Ramesh Kumar, Chief General Manager, State Bank of India** noted presence of delegates from various countries in the summit organised by IITC-INDIA and SME Chamber of India for global exchange of data and information by the SMEs. He stressed the need to adopt higher technology and pointed out to the necessity to train or retrain personnel required in different SME activities. Mr. Kumar suggested SME Chamber of India and a prime business school in the Country to come together to develop a higher education programme for benefit of SMEs.



**Mr. Partha S. Ghosh, Chairman & Chief Mentor of Boston Analytics** pointed out that worldwide, every enterprise begins in a small way, graduates from small to medium, medium to large and large to mega after tasting success. In the context of India and the world in 21st century, small enterprises growing into robust giants are very important. Like in China and Malaysia, India should also encourage women entrepreneurs by giving them opportunity for advancement and financial backing. He identified the most powerful market forces as Power of convergence, Power of nanotechnology & Power of genetic engineering on the supply side and Power of WTO, Power of consumerism and Growing insistence on Energy efficient & eco-friendly products on the demand side.



**Mr. Chandrakant Salunkhe, President, SME Chamber of India and India international Trade centre (IITC-INDIA)** highlighted the role of SMEs as the driving force of economy and instruments of industrial growth. Post Globalisation, faced with stiff competition from imported goods, SMEs can be successful only if they are competitive in terms of price and quality of goods. Therefore to educate, empower and motivate the SMEs for global competitiveness, we have organised this Conference to highlight the challenges posed by globalisation and draw up appropriate responses and strategies. He welcomed the dignitaries, participants and delegates from Mauritius, Kenya, Malaysia, Dubai, Bahrain, China and other countries to the conference.



**Mr. Simen Munter, Deputy Chief Executive Officer, HSBC Bank, India** recalled the starting of HSBC Bank by SMEs in Hong Kong and Shanghai to overcome their financing problems more than 150 years back. Mr. Munter, a Norwegian economist, elucidated the 'Innovation Norway' concept. Identifying the possibility to get innovative ideas by putting new facts together was realized and the concept consisted of connecting people with big ideas together. He observed that India is emerging as the leading Economy of the world and Indians should take their rightful place in manufacturing and other sectors. More than 40,000 Indians are working in USA, UK, Europe and Middle East to speed up this process and HSBC supports them through their 10,000 branches worldwide.



**Mr. Jignesh Shah, Founder & CEO Financial Technologies Group and MD & CEO MCX** enlightened the audience about the concept of commodity exchanges with particular reference to India and the setting up of MCX. MCX is the No. 1 Commodity Exchange in India truly reflecting SMEs and in spite of their large turnover and scale of operations, MCX and FT retain the "Soul of SMEs". Worldwide, MCX is No.1 in Silver, No.2 in Oil and No.3 in Gold trading. India has been a country of traders since time immemorial. Barely 200 years ago, India had 15 % share in global trade whereas today it is less than 1 %. He exhorted the participants to retain the 'Soul' of Small business even after the business grows large.



**Mr. K. Venkatramaiah, General Manager, CANARA Bank** pointed out that SMEs in India contribute today 30 to 40 % of our exports. The Finance Ministry has announced various packages for the benefit of SMEs to ensure 20 % growth of Credit flow, SME restructuring packages and Cluster approach. Banks are eager to select good SMEs for counselling and training and identifying Women Entrepreneurs to achieve 5 % credit flow to Women. He stated that Canara Bank has achieved 7 % against this target. Micro and Small industries also need to be backed in marketing to exploit their potential in manufacturing.

## 2nd GLOBAL EXPORTERS - IMPORTERS MEET



## Plenary Session I : SME Sector – Performance, Plans, Potential and Perspective



**Dr. K. Shivaji, Development Commissioner (Industry), Maharashtra** highlighted the contribution of the State of Maharashtra in the GDP of India.

While spelling out the incentives proposed by the Government of Maharashtra for new joint ventures, he invited the overseas delegates to set up units in Maharashtra and assured them all help on part of the Government of Maharashtra.



**Mr. Vijay Ramgoolam, Managing Director, Small Enterprises and Handicrafts Development Authority (SEHDA), Mauritius** informed that In Mauritius the Government has

removed the requirement of personal guarantee for smaller loans which are now granted to SMEs after a screening by SEHDA before financing the project. Mr. Ramgoolam also referred to Business Facilitation Act removing the requirements of clearances, permits and licences for starting a business.



**Mr. Arvind Sonmale, Managing Director & CEO, Global Trade Finance Ltd.** explained the difference between the operations of a commercial bank and that of his organisation as regards the factoring

service. This service eliminates the necessity and accompanying impediments faced by exporters while realizing payment from overseas buyers by GTFL entering into a contract with them for a premium.



**Ms. Narjis Al Moosawi, Director, Small and Craft Industry, Ministry of Industry and Commerce, Government of Bahrain** provided information about the policies and

programmes of the Government of Bahrain in supporting SMEs.

**Mr. Amol Gonde - Assistant Manager, Shamrao Vithal Coop. Bank Ltd.** spoke about the role of Cooperative Banks in support of SMEs and highlighted the schemes in operation at Shamrao Vithal Bank for this purpose.



**Mr. Subir Mehra, Head, Commercial Banking, HSBC India** apprised the audience about the specially introduced services provided by HSBC for the benefit of SME Sector. He highlighted on availability of global

network of HSBC and a fast, secure and integrated telecommunications network to cater for business banking needs 24 X 7 anywhere in the world to service the SMEs with special reference to international marketing.

**Mr. K. Venkataramaiah, General Manager, CANARA Bank** introduced Canara Bank as a century old organisation devoted to the welfare of common man. The Bank's SME Policy is to double the credit to SMEs by 2009-10. With a constant feedback on the emerging needs of SMEs, the strategies are being re-oriented to address the aspirations of SMEs in the dynamic environment. Now a Senior Executive at the Corporate Office is responsible to oversee SME business and provide policy support, devise strategies and monitor the progress.

## Plenary Session II : Global Challenges and Sustainable Development of SME Sector



**Mr. Sanjiv Sawant MULLOO, President, SME Chamber Mauritius & Director, Quad Printers, Mauritius** observed that there is no fixed solution applicable to SMEs throughout the world. Diverse

cultures have different ways of developing business and to be effective a collated approach need to be developed. Extending a hand of friendship to form "African & Pan African SME coalition", he appealed to SME Organisations, Associations, Banks, Investment authorities and SMEs to come together to draw a unified strategy for upsurge.



**Mr. Abdul Hakim Ebrahim Mohammed Al Shimmri, Head, SME Committee, Bahrain Chamber of Commerce and Industry,** stated that there are 45,000 commercial enterprises in Bahrain out of

which 96% are SMEs. In Bahrain too SMEs are facing financial difficulties and lack of resources. The Government along with Chamber of Commerce of Bahrain is helping SMEs for restructuring and providing them with feasibility study to help them get financial assistance from associations and commercial banks.



**Mr. Michael Chen, CEO, Suzhou International Expo Centre** presented the facilities available at Suzhou International Expo Centre, China. He informed that the Expo Centre with modern infrastructure

necessary for organising International Standard Trade Promotion Exhibitions and invited the participants to make use of the facilities at Suzhou. He announced that SIEC is allotting 2000 sq. mtr of exhibition space exclusively to India International Trade Centre for exhibiting products and services of India in the "India Pavilion".



**Ms. Hafsa Hashim (DATO'), CEO, Small and Medium Industries Development Corporation (SMIDEC), Malaysia** informed that SMIDEC is a Government agency for overall development of SMEs in Malaysia and to provide them capacity building programs and assistance through fiscal and non-fiscal incentives. SMEs constitute 99.2% in Malaysia and make an employment contribution of 63.10% in Manufacturing, Manufacture related services and Agro based

industry. In Malaysia banks provide finance to SMEs without collaterals. The Government is also trying to provide them credit guarantee.



**Mr. Oguzhan Dirican, Secretary General, Business Life Cooperation Association (ISHAD), Turkey** stated that ISHAD has 9000 members, mostly SMEs. There are 30,000 manufacturing enterprises in Turkey and 40% of them are based in Istanbul. Turkey - the geographical and cultural centre of Asia and Europe - has a mission to produce high quality textile, food and machinery for European and western markets at competitive prices and to

maintain sustainable competitiveness.



## Plenary Session III : Investment and Business Strategy in Global Markets



**Mr. Patrick Gallagher,**  
*Manager Marketing,  
Bahrain International  
Investment Park*

suggested that supportive government policy, good infrastructure, tax and financial incentives and global partnerships are important for developing foreign investment and global business. He felt that Bahrain has a secured and suitable environment having economic advantages. With highest literacy among the GCC countries and a workforce skilled in oil and aluminum industry, Bahrain has been awarded "A" rating by S & P.



**Ms. Sabe Tibbits,**  
*International Trade  
Advisor, UK Trade &  
Investment Ltd* stated that 80 % SMEs in Britain had to close down for want of adequate credit facilities. She observed that the first

three years are very crucial for survival of the SMEs and most of the problems faced by SMEs are monetary. SMEs lose core competence due to disproportionate time and effort on marketing and suggested that Governments and supporting Organisations should find solutions to these basic issues.



**Mr. Walid Tamim,**  
*Director, Afghanistan  
Investment Support  
Agency* informed that infrastructure like major road connections and airports, transport network is being upgraded & Industrial parks and warehouses

facilities setup in Afghanistan. The telephone network of fixed lines and mobile telephones is in place in all major cities. Agro processing, construction, energy, chemical and pharma, banking and other financial services, telecom services, real estate, tourism and Horticulture sectors offer investment opportunities.



**Ms. Caroline Onyango,**  
*Head of Local Business,  
Barclays Bank of  
Kenya Ltd.* introduced Barclays Bank as a leading bank in Africa, partnering SMEs and providing Banking services for global

networking. The Bank is participating in this summit with a group of 90 SMEs. Kenya and India have shared historic trade ties in Jewelry, textiles and ivory. Important sectors for investments are telecom and agriculture



**Mr. Sharief Habib Al Awadhi,**  
*Director General, Fujairah  
Free Zone Authority* introduced Fujairah to the participants. Fujairah offers many facilities and is pragmatic in their approach in attracting

investment from all over the world both for service industry and manufacture. Fujairah offers abundant availability of Labour and ready to use infrastructure. He mentioned that 53% of FTZ is occupied by Indians.



**Mr. V. K Venkatachalam,**  
*Secretary General,  
India International  
Trade Centre,* highlighted the opportunities available in India for SMEs from other parts of the world and efforts made by

IITC-INDIA to enable SMEs of India to utilize opportunities available elsewhere in the world for both trade and investment.

## Plenary Session IV : Global Trends, Standards, Benchmarking Practices for SME Sector



**Dr. Naresh Bedi,**  
*Managing Director,  
QS&SI, Mumbai* pointed out that while Globalisation and liberalization have resulted in opening up of world market and trade providing local and global

opportunities, small companies involved in worldwide trade, have to face the challenges of competition with imports and FDI inflow. It is clear and unavoidable that to avail opportunities and surmount challenges SMEs will have to upgrade their status and working by adopting new practices.



**Mr. William Badrock,**  
*Chief Executive,  
Halton Chamber of  
Commerce and  
Enterprise, Cheshire* focused on SME sustainability in global world. The world has become very small thanks to advanced

technology and easier transport & communication with India and China being the emerging world leaders. Vertical and horizontal trading, economic order quantity (EoQ), planned preventive maintenance and Programme evaluation and Review Techniques have become very crucial.



**Mr. Simon Royals -  
Technical Officer,  
Facilitation and  
Procedures Sub-  
Directorate, World  
Customs  
Organisation, Belgium** spoke about the World Customs Organisations mission is to ensure the

effectiveness and efficiency of Customs administrations globally. With expansion of international trade Customs modernization and harmonization have become key objectives. In the light of terrorist attacks affecting all continents the role of Customs in securing and facilitating the international supply chain has become crucial.



**Mr. Dimitris Dimitrou – President, Industrial  
Department, Athens Chamber of Commerce and  
Industry** apprised about the status of SMEs in Greece. In Greece SMEs cover the Enterprises employing 10 to 50 employees. The main commodities under the SMEs in Greece are olive oil and cotton. He referred to the historic trade relationships between India and Greece and hoped for their renewal after this conference.



**Prof. Abdolreza Mirmohseni, Deputy in  
Research & Technology, Science and  
Technology Park, East Azerbaijan** stated that in Azerbaijan, SME is defined as an enterprise with a turn over upto 40 million Euros and with assets less than 27 million Euros. There are more than 2 lakh SMEs in Azerbaijan. The SMEs are rated on parameters such as break even point, cash ratio profitability ratio, efficiency ratio etc

### For More Information Please Contact

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890 Delegates from India, Kenya, Greece, Turkey, USA, Malaysia, UAE, Bahrain, Afghanistan, South Africa, Saudi Arabia, Mauritius, China attended this Conference