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BRICS TRADE FAIR

12-14 October, 2016, Pragati Maidan, New Delhi

DAY 3



Nirmala Sitharaman
at Pragati Maidan for the
Ministerial Session of the
Business Forum **2**

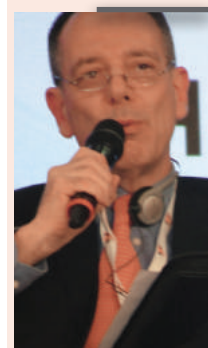


Ace Micromatic Group
offers its machine tools
and solutions offering to
China **7**

BRICS
Business Forum **1,2**
Exhibitor's Voice **3**

Delegate's Corner **4,5**
Agenda **5**
Machine Tools **6**

Company Profile **7,8**
Imprint **7**
Visitor's Voice **8**



**Every member
nation offers some
unique potential and
capabilities for BRICS
to work as a
grouping.**

Chairman, BRICS
Business Council,
Brazil Chapter,
Jose Rubens
De La Rosa



**We have
managed to get over
some of the barriers
that have
traditionally
hindered economic
ties of our countries.**

Chairman, BRICS
Business Council,
Russia Chapter,
Sergey Katyrin



**Collaboration
with BRICS members
should help India in
crucial issues like
food security and
inflation.**

Chairman,
BRICS Business
Council, India,
Onkar Kanwar




**This is the
right time for all
BRICS countries to
develop medium and
large scale
industries.**

Chairman, BRICS
Business Council,
China Chapter,
Capt Xu Lirong



Panel of representatives from all member nations at the inaugural session of the BRICS Business Forum.


**BRICS Business
Forum:
Co-operation
is the Key**

 The BRICS Business Forum - a full day conference held on October 13, 2016 witnessed participation of speakers and delegates from all BRICS countries. A snapshot of the opening session....

**Бизнес-
форум BRICS:
сотрудничество
- ключ к успеху**

 Бизнес-форум BRICS - конференция, занявшая полный рабочий день и состоявшаяся 13 октября 2016 года, стала свидетелем участия спикеров и делегатов из всех стран BRICS. Далее - краткий обзор совещаний.

**金磚國家論壇：
合作是關鍵**

 金磚國家商業論壇 - 2016年10月13日舉行的為期一天的會議，來自5個金磚國家的名演講者與商業代表共同見證了會議，以下我們節錄了一些精采片段：

More on page 2



Top dignitaries at the BRICS Business Forum receive India's Minister of State (Independent Charge) - Commerce & Industry, Nirmala Sitharaman and Commerce Secretary, Rita Teotia (IAS).

Continued from page 1

"Countries in the BRICS grouping come together with the aim to provide better lives for their respective populations," said Chairman of BRICS Business Council, Brazil Chapter, José Rubens de La Rosa in the opening session of the BRICS Business Forum.

After a welcome note by President, FICCI, Harshavardhan Neotia the inaugural session featured a panel discussion with participation from representatives of all member nations. Chairman, Indian Chapter, BRICS Business Council, Onkar Kanwar emphasized the need for collaboration between BRICS nations to help address each others' challenges, like the need for food security in India.

Chairman, Russian chapter, Sergey Katyrin reflected on Russia's huge requirement of pharmaceutical products, and India's position to help bridge that gap.

President, ASSOCHAM, Sunil Kanoria and President, Black Business Council, Dr Danisa Baloyi for South Africa reiterated the necessity to lower trade barriers between member countries.

Chairman, Chinese chapter, BRICS Business Council Capt Xu Lirong pondered the possibilities of establishing a five-country market. Vice President, CII Rakesh Bharti Mittal who was also part of the panel touched upon opportunities thrown up by the Make In India initiative, and India's strength as a potential business partner in areas like ICT and healthcare. "Under India's leadership, the BRICS Summit this year has started a new tradition with the first ever BRICS Trade Fair," remarked Katyrin, "hopefully, this will continue into coming years."

"Страны блока BRICS объединились ради обеспечения лучшей жизни для своего населения", - произнес председатель Делового Совета от Бразилии, Хосе Рубенс де ла Роса, в своей речи на открытии Бизнес-форума BRICS.

После приветственного обращения президента Федерации ТПП Индии, Харшавардхана Неотии, дебютная сессия отвела важнейшее место дискуссии с участием представителей всех национальных объединений. Председатель Делового Совета от Индии, Онкар Канвар, подчеркнул необходимость сотрудничества между странами BRICS в целях совместного решения проблем, как, например, необходимость обеспечения продовольственной безопасности в Индии.

Председатель Делового Совета от России, Сергей Катирин, отразил в своем обращении огромную потребность в фармацевтической продукции на российском рынке, а также роль Индии в решении этой трудности.

Президент ASSOCHAM, Сунил Канория, и президент Black Business Council (Юж.Африка), д-р Даниса Балойи, вновь подтвердили необходимость снижения торговых барьеров между странами-членами BRICS.

Председатель Делового Совета от Китая, капитан Сюй Ли-жун, поднял на обсуждение вопрос о возможности создания "рынка пяти стран". Вице-президент CII, Ракеш Бхарті Миттал, также выступивший с речью на совещании, затронул темы инициативы "Сделай в Индии" и потенциала Индии в качестве делового партнера в таких областях, как ИКТ и здравоохранение.

"Под руководством Индии саммит BRICS в этом году положил начало новой традиции - первой в истории блока BRICS торговой выставки", - отметил Катирин, - "мы надеемся, она получит продолжение в ближайшие годы."

金磚國家商業委員會、巴西分部主席 José Rubens de La Rosa 在首屆金磚國家商業論壇開幕式上提到：“金磚國家彼此團結在一起，目標是為其各自國家的人民提供更好的生活”。

在 FICCI 主席 Harshavardhan Neotia 致完歡迎辭之後，首屆會議便正式開始；來自所有成員國代表，參與了具有特色性的小組會議。金磚國家商業委員會、印度分會主席 Onkar Kanwar 強調金磚國家之間需要加強合作，截長補短，解決彼此不同的挑戰，比如印度對糧食安全的需求。

金磚國家商業委員會、俄羅斯分會主席，Sergey Katyrin 也強調了俄羅斯市場對醫藥產品的龐大需求，對於印度的市場，則是幫助縮小市場差距。

而 ASSOCHAM 主席 Sunil Kanoria 和非洲商業委員會主席 Danisa Baloyi 博士則重申南非的立場，也就是必須降低金磚成員國之間的貿易壁壘。

金磚國家商業委員會、中國分會的主席徐立榮提出：金磚國家應當考慮建立五國共同市場的可能。也是同一小組的成員的 CII 副主席 Rakesh Bharti Mittal，則談到了“印度製造”計劃所帶來的契機，以及印度在 ICT 和醫療保健等領域，將是一個極具規模經濟潛力的合作夥伴。

“在印度的領航規劃下，今年的金磚國家主席會議，開啟了一個嶄新的里程碑”第一屆金磚國家貿易博覽會”。俄羅斯分會主席，Sergey Katyrin 說“希望，會議的影響能持續到遙遠的未來”。

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**Magic Wand Media congratulates
team South Africa on their HISTORIC WIN
in the ODI series against Australia**

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BANKING on BRICS Synergies

Exhibitors at the BRICS Trade Fair speak about their business goals and reason for participation...



India *We look forward to forging partnership with people who are looking for technological solutions for tracking of delivery of services, and those who are interested in large scale change."*

President, Operation ASHA,
Dr Shelly Batra

Operation ASHA
Central Hall / Stall C29
Sector: Healthcare



India *To strengthen our business activities, we need to appoint distributors in Asia, Africa and South American countries. We invite potential business partners interested to work with us for a profitable business venture."*

CMD, Kent RO Systems Ltd,
Mahesh Gupta

Kent RO Systems Ltd
Central Hall / Stall C27
Sector: Water



South Africa *Following innovation-based development, countries will be able to get a complex growth of every part of production and economic system."*

CEO, Parceval Pharmaceuticals,
Ulrich Feiter

Parceval Pharmaceuticals
Hall 18 / Stall G37
Sector: Healthcare and
pharmaceuticals



South Africa *We are privileged to showcase our products in the BRICS trade Fair. Such a platform allows for multinational interactions to seek workable solutions for their respective problems, be it economic, climatic, scarcity in resources."*

Business Development, Reelin Group,
Reeshalin Naidoo

Reelin Group
Hall 18 / Stall G37
Sector: High Technology
(Including Railways)



South Africa *Our business goal shall be to appoint a strategic and exclusive partner/s in the first phase of launching our brands in India."*

International Business Executive
and Sales Director,
Shield Chemicals (Pty) Ltd,
Anton van Bergen and Charles Bruwer

Shield Chemicals (Pty) Ltd
Hall 18 / Stall G36
Sector: Automotive cleaning
products



South Africa *India is an untapped market and opportunity for Spier to find like-minded partners to assist us in securing listings, and making our wines available to the Indian market."*

Sales Manager (ASIA,
Russia and surrounds), Spier Wines,
Henriëtte Jacobs

Spier Wines
Hall 18 / Stall G37



South Africa *India being the latest growing economy in the world, it is imperative that Polyroads directs more energy, time and resources in developing business relationships here."*

CEO, Polyroads, Nick Muller

Polyroads
Hall 18 / Stall G37
Sector: Infrastructure



Brazil seeks Indian markets

Brazil *We will take 11 companies and representatives of Chambers of Commerce and industry associations to the Brazilian stand, representing sectors of food and drinks, home and construction, machinery and equipment, technology and health, IT, and fashion (leather). We intend to create new business opportunities for Brazil, either on export projects, trade partnerships, or on the attraction of investments to Brazil, with both India and other BRICS countries."*

Coordinator of Trade Promotion
of Apex-Brasil, BRAZILIAN TRADE
AND INVESTMENT PROMOTION
AGENCY, Rafael Prado

Sector: Trade Promotion

SME business avenues

For small and medium enterprises (SMEs) from Bangladesh, the Trade Fair offers a lucrative platform to network with BRICS nations and channelize investment towards the young nation.



HARNESSING Opportunities

COUNTRY: INDIA
SECTOR: AGRICULTURE & AGRO PROCESSING

“As a delegate our expectations from this show are very high. We want to sign some joint venture agreement for production in India as well as in other countries, technical knowhow, and import export of different agricultural produce.”

Chairman, Kejriwal Enterprises
NM Kejriwal

Consultant QUARRIES

COUNTRY: BANGLADESH
SECTOR: AGRICULTURAL, TOURISM, CONSULTANCY



Managing Director,
AMK Associates Limited & ATIS Limited,
Abu Mokeram Khondaker

“As my focus areas are consultancy, agro-based business and tourism, these three highly related with BRICS Trade Fair. I want to expand my business by developing ideas and networking through this event. SME Business mostly depends on global collaboration. Bangladesh is a very high potential platform for SME investment. As a consultant, my intention is to build B2B, SME network between Bangladesh to other BRICS countries.”

Credible CONNECTIONS

COUNTRY: BANGLADESH
SECTOR: INFORMATION & COMMUNICATION TECHNOLOGY



Chief Advisor,
Getco Group of Companies,
Khondoker Rashidul Huq

“There are many ways and sources to look for products and suppliers, but nothing can beat the benefits that BRICS trade fair have to offer. I can see that this fair can provide a unique venue for people with common interests to connect personally with one another. My objective would be meeting people of different industry, sourcing out new suppliers, principals, service providers, and introducing our company to other participants.”

LINKING Markets

COUNTRY: BANGLADESH
SECTOR: AGRICULTURE & AGRO PROCESSING



Senior Vice President,
The National Association of Small and Cottage
Industries of Bangladesh (NASCIB) Central
Executive Committee,
Mohammad Muzibur Rahman

“As delegate we expect the show to be full of product/information and proper market linked for future business portfolio. At present global economy no person, society or country can promote or success without market link with others and this is very real scenario for our subcontinent as well. Hence, the Brics Summit and Trade Fair is very helpful in context of the global and regional economy development.”

Global HORIZONS

COUNTRY: BANGLADESH
SECTOR: TOURISM



Chairman,
People's Group,
Khandaker Mashuazzaman

“This event will enable the participants to know each other's capacity and ability to cater the needs of the parties and all should put forward their thoughts and convictions to this gathering so that later explores further to bring the business benefit. We must all remember that a stable regional cooperation among the member countries will give a better position on the global market against high cost oriented product and as a result BRICS countries may become a global strong outsourcing region for many products for the developed countries.”

TECH, MED, FINANCE...

As a driving force behind the BRICS grouping and India's long-time international partner, Russia has always been an interesting presence at BRICS gatherings. On Day 2 of the first ever BRICS Trade Fair, Russian delegates share their expectations from the Fair and from India...



CEO, JSC "Ruselectronics"
Igor Kozlov

Electronics LUMINATE

"We are very interested in international marketing and partnership and believe that BRICS trade exhibitions contribute to creation and development of mutually beneficial cooperation. We are presenting a number of our technologies in the exhibition, with emphasis on inspection systems."

COUNTRY: RUSSIA
SECTOR: MANUFACTURING, HIGH TECHNOLOGY, ELECTRONICS

BIOMED Beckons

COUNTRY: RUSSIA
SECTOR: MEDICINE, BIOMEDICAL R&D



Chairman of BRICS-Biomed Consortium; Deputy Director for Innovations of Cardiology Research Institute, Tomsk National Research Medical Center (NRMC),
Shamil Akhmedov

"According to foresights, world market of biotechnologies will reach the level of 2 trillion dollars in 2025. The idea for creation of the BRICS-Biomed consortium has been supported by scientists from all 5 BRICS countries. Our round table and B2B meetings should encourage international cooperation in the development of new biomedical technologies, marketing of biotech products, and much more. We would like to attract the attention of private companies to the BRICS-Biomed. We can help in organizing the preclinical studies of new pharmaceuticals and new medical equipment."

FINANCIAL Synergies

"Sberbank Branch in India is a financial bridge between Russia and India. Another important area is development of FDI within the framework of Make in India program. The exhibition is a useful platform for connecting businesses, authorities and other stakeholders, gathering information regarding customers' needs, identifying current trends in emerging markets, strategic initiatives and plans for the future."

COUNTRY: RUSSIA
SECTOR: BANKING / FINANCE



Managing Director, India
Sberbank,
Aleksei Kechko

BRICS BUSINESS COUNCIL WORKING GROUPS' MEETINGS & REPORT TO BRICS BUSINESS COUNCIL

October 14, 2016, 10:30 – 21:00 hrs | Pragati Maidan, New Delhi, India

TIME	DETAILS	TIME	DETAILS
10:30 – 11:00 hrs	REGISTRATION FOR MEMBERS ONLY	15:00 – 15:25 hrs	REMARKS FROM BRICS BUSINESS COUNCIL CHAIRMEN <ul style="list-style-type: none"> • Mr. Brian Molefe, Chairman, South African BRICS Business Council • Capt. XU Lirong, Chairman, Chinese BRICS Business Council • Mr. Sergey Katyrin, Chairman, Russian BRICS Business Council • Mr. José Rubens de La Rosa, Chairman, Brazilian BRICS Business Council • Mr. Onkar Singh Kanwar, Chairman, Indian BRICS Business Council
10:30 – 11:00 hrs	BRICS BUSINESS COUNCIL WORKING GROUPS' MEETINGS Venue: Taj Palace, Sardar Patel Marg, Diplomatic Enclave, New Delhi <ul style="list-style-type: none"> • Infrastructure Working Group Meeting • Manufacturing Working Group Meeting • Financial Services Working Group Meeting • Energy and Green Economy Working Group Meeting • Skills Development Working Group Meeting • Agribusiness Working Group Meeting • Deregulation Working Group Meeting 	15:25 – 15:35 hrs	Presentation by Mr. DONG Qi, President of Beijing Normal University – representative from the BRICS University League
13:00 – 14:00 hrs	LUNCH BREAK	15:35 – 16:00	Open discussion and closing remarks by Mr. Onkar Singh Kanwar, Chairman, Indian BRICS Business Council
14:00 – 16:00 hrs	BRICS BUSINESS COUNCIL MEETING (WITH PARTICIPATION OF WORKING GROUPS)	16:00 – 16:15 hrs	Tea / Coffee Break
14:00 – 14:25 hrs	Remarks from Chairpersons <ul style="list-style-type: none"> • Mr. Onkar Singh Kanwar, Chairman, Indian BRICS Business Council • Mr. José Rubens de La Rosa, Chairman, Brazilian BRICS Business Council • Mr. Sergey Katyrin, Chairman, Russian BRICS Business Council • Capt. XU Lirong, Chairman, Chinese BRICS Business Council • Mr. Brian Molefe, Chairman, South African BRICS Business Council 	16:00 – 16:15 hrs	Special Addresses by Mr Ramesh Abhishek, Secretary, DIP, Government of India
14:25 – 15:00 hrs	Presentation of reports by Indian Chairmen of BRICS Business Council Working Groups to the Chairmen of the BRICS Business Council.	17:15 hrs	Close of the program
		17:30 – 18:00 hrs	Press interaction
		19:00 – 21:00 hrs	Cultural Programme followed by dinner Venue: Darbar Hall, The Taj Place, New Delhi

MACHINING TRADE ON GROWTH PATH

Indian machine tools industry showed improvement both in imports and exports volumes in the 2015-16 fiscal. A snapshot...

Be it metal cutting machines or metal forming machines, Indian machine tool industry has shown growth in all areas. While exports of metal forming machines lag a little behind, the numbers are still higher when compared to last year's.

Imports

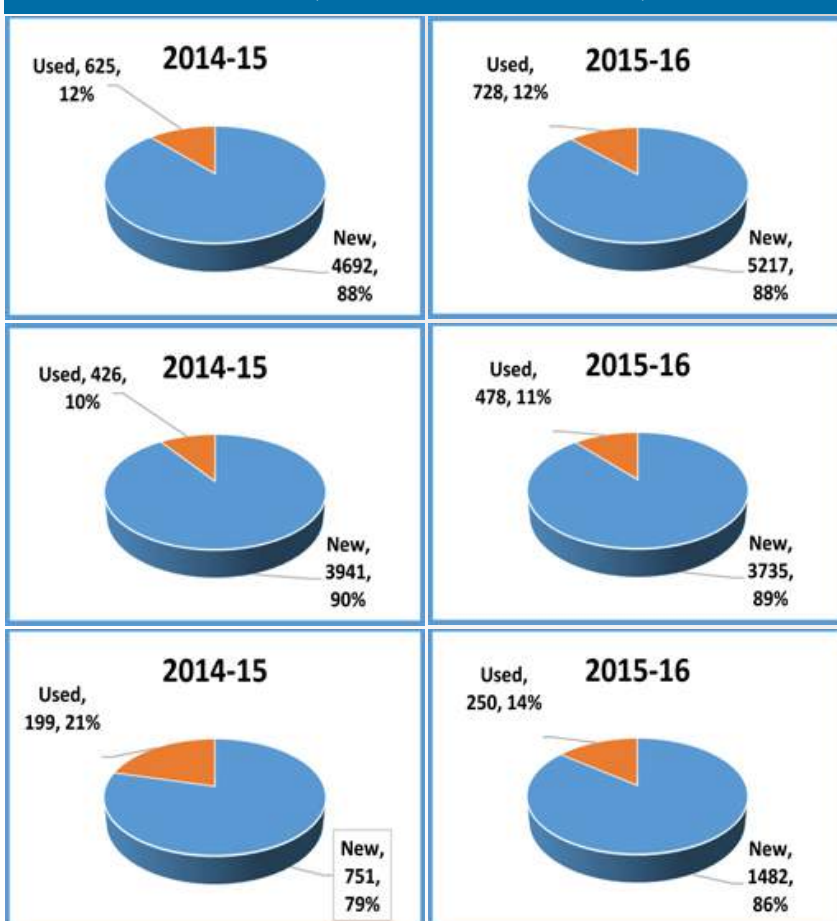
Machine tools imports to India reached INR 5,945 crore during 2015-16 compared to INR 5,318 crore during 2014-15 registering a growth of 12 percent. All types of machines CNC, non CNC, metal cutting, metal forming, used and new machines are imported to India from various countries.

Exports

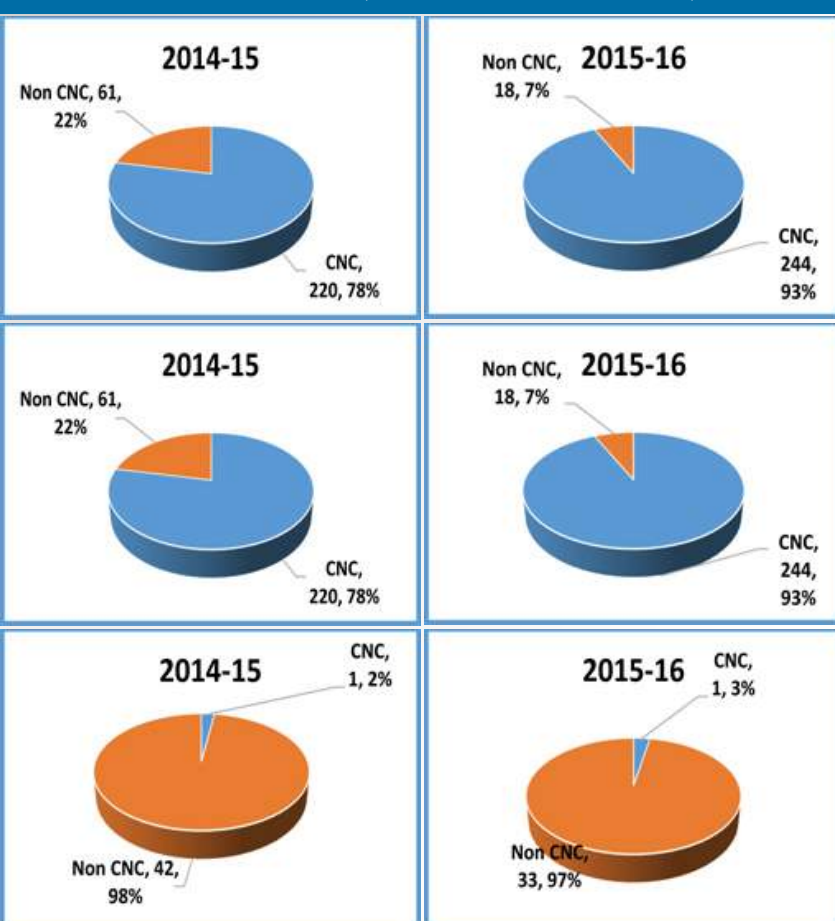
Machine tools exports from India reached INR 296 crore during 2015-16 compared to INR 281 crore during 2014-15 registering a annual growth rate of 5 percent. Machine wise export values are collected from all the members from each quarter and consolidated to annual export values for further analysis. All types of machines CNC, non CNC, metal cutting and metal forming were exported from India to various countries.

Source: Indian Machine Tool Manufacturers' Association (IMTMA)

Import of Metal Working Machines into India (Value INR crore)



Exports of Metal Working Machine tools from India (Value INR crore)





Machining for CHINA

With a customer base spread across over 60 countries, Ace Micromatic Group is now bringing its machine tools and solutions offering to China in a bid to extend the "Make in India" advantage to her northern neighbour.

India Ace Micromatic Group is India's largest machine tool conglomerate with a market presence in several countries across Asia, Australia, Middle East, North & South America and Europe. The group offers its customers a wide and comprehensive range of machines, as well as turnkey solutions, tooling up options, innovative workholding, Cp/Cpk evaluation, TPM friendly machines, productivity improvement tools for real-time machine monitoring and more.

Ace Micromatic group machines are present at more than 60 countries across the world. The group also boasts of being the only Indian machine tool manufacturer with manufacturing presence in China. Pragati Automation has set up a plant at Shanghai over a

2 acres plot to manufacture and supply Tool Disks & Tool Magazines to Chinese Markets in 2012.

Another group company, Micromatic Machine Tools Pvt Ltd has its China Office at Shanghai which caters to the turning, milling & grinding machine sales and service. The set-up has a team of about 20 experienced engineers, both Indian and Chinese, to support customers. The group also has a network of dealers to cater to the large and extensive Chinese market.

For more information on Ace Micromatic Group products and services, visit www.acemicromatic.net

工具機於中國市場

隨著客戶在60多個國家的客戶們的口耳相傳，Ace Micromatic Group現在正式的將機械與解決方案帶到中國，進一步地將“印度製造”優勢延伸到北方鄰國。

India Ace Micromatic Group目前是印度最大的工具機生產集團，在亞洲，澳大利亞，中東，北美和南美和歐洲的數10個國家內，都建立了銷售市場。該集團期為客戶能提供廣更泛而全面的工具機，以及關鍵解決方案，選配服務，客製化的工件夾具，Cp/Cpk數據評估，TPM易上手操作系統，以及使用即時監控以增進整體生產力的工具，甚至更多超出預期以外的功能。

Ace Micromatic Group的客戶目前遍布全球60多個國家。而該集團也是唯一印度工具機製造商中，在中國擁有生產基地。Pragati Automation在上海成立了一家工廠，佔地超過2英畝；

自2012年起，專門製造供應中國市場的刀具盤和刀具庫。


另一個公司集團，Micromatic Machine Tools Pvt Ltd則在中國上海設有辦事處，專門協助客戶在，調整車削，銑床和磨床等的銷售以及售後服務。上海辦事處是一個由大約20名經驗豐富的工程師所組成的團隊，包括印度工程師和中國工程師，以更加完整的支援客戶。此外該集團還有一個經銷商網絡，以滿足廣大的中國市場。

有關Ace Micromatic Group的產品和服務或是更多信息，歡迎您訪問 www.acemicromatic.net



Destination PERFECT

A snapshot of a very unique destination management company with an equally unique bouquet of services and competencies.

 Tourvest Destination Management is a global travel management company based out of South Africa, divided into three dedicated areas.

Inbound Wholesale

With a pan African footprint extending into Namibia, Botswana, Zimbabwe, Kenya, Tanzania and Uganda as well as South Africa. TDM Tourist Guiding Academy addresses the industry-related and personal development aspects of travel with particular emphasis on guiding.

Incentives, meetings & events

Offering turn-key solution covering accommodation, venue, travel, ground support, design, decor, guest speaker & entertainment management, exhibition manage-

ment, destination management, marketing&communication, and event registration system.

Sports logistics & travel

With an impressive track record operating in FIFA World Cups, Rugby World Cups, Summer & Winter Olympics, Euro Championships and UEFA Champions League finals. It manages accommodation, logistics, staffing, event and venue management, touring and consulting services. With customized services and dedicated expertise, the company is committed to creating world class travel experiences, with a distinctly African soul.

Source: Tourvest Pty Ltd
www.tourvestdm.com



Gauging the IMPACT

Visitors summarize their assessment of the first edition of BRICS Trade Fair...



This show is a good platform provided by the government of India for companies who wish to export to participating countries."

(R) Proprietor, Jindal Chemicals,
Bikram Jindal



I found the show daily informative, containing relevant information for a visitor who wants to navigate the massive exhibition."

(R) Product Specialist,
Entrada Infospace Pvt Ltd,
Jagmohan Sablok



For the first time, a show daily is carrying articles in three languages. It is a very interesting concept, especially considering the various international delegates from member nations."

Indus Translation Bureau,
Vasu Valluri



The scale of the show is certainly impressive. Indian enterprises will get an opportunity to explore untapped international markets."

Deepti Sharma
Freelance Journalist

www.magicwandmedia.in



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