

## Made in India Show Dubai

# Mega show promises to boost India-UAE trade



From right: Mr. Sanjay Verma, Consul General of India in Dubai addressing the meet. On his right are Mr. A Sathivel, President, FIEO and Mr. K Unnikrishnan, Director, FIEO.

The Ministry of Commerce and Industry, the nodal ministry of the Government of India to promote India's international trade and investment, brings the prestigious Made in India Show for the first time to Dubai, UAE. To be held from June 8-10, the trade fair represents the Indian entrepreneurs' dynamism in the global market. FIEO has been designated the lead agency for this mega event.

A curtain raiser on this big-ticket event was held on 7 April 2010 at the Regency Room, Hyatt Regency, Dubai, which was attended by FIEO President Mr Sathivel and several leading dignitaries.

The primary objective of the Made in India Shows has been to showcase India's strength in manufacturing and services, and also highlight India's attractiveness as an investment destination. The event will also proudly present India's soft power like culture,

cuisine, cinema etc.

The recent visit of UAE Vice President, Prime Minister and Ruler of Dubai, Sheikh Mohammed bin Rashid Al Maktoum, to New Delhi has given a tremendous boost to the ties between the two nations. Prime Minister Dr Manmohan Singh warmly welcomed

Sheikh Mohammed, describing the visit as a continuation of a series of meetings to deepen relations between UAE and India. During the meeting the two leaders reviewed a number of economic and political issues. The two leaders also discussed ways to enhance cooperation between the UAE and India in a number of fields, includ-



Mr. A Sathivel, President, FIEO discussing with media.



A view of the press media.

ing commerce and culture, to strengthen the bonds of friendship between their countries and people. The event will be inaugurated by Commerce and Industry Minister of India Anand Sharma.

The Made in India Show is a one of its kind event that is entirely dedicated to Indian products and services. The fair aims to serve buyers in the greater Middle East North Africa (MENA) region looking for international-quality products from India. It will provide an excellent opportunity for visitors/buyers to source thousands of innovative products and services from India.

The trade exhibition will take place on all the three days (8-10 June) where buyers from the UAE and MENA countries shall be invited to establish business tie-ups with Indian counterparts.

India's main exports to the UAE include cereals, iron and steel, electrical machinery and equipment, articles of apparel and clothing, accessories, boilers, machinery and mechanical appliance, copper and articles, plastics and articles. Our main imports from the UAE include natural or cultured pearls, precious or semiprecious stones, mineral fuels, mineral oils and products of their distillation, boats and floating structures.

Over 250 small, medium and

large Indian companies will be participating from sectors like Home Products; Gift Products; Fashion Accessories; Garments & Textiles; Food Items; Engineering Items; Hydrocarbons; Auto Parts; Information Technology etc.

Talking of the profile of visitors, it is the importers, distributors, retailers, traders, designers, volume buyers, purchasing managers, manufacturers, suppliers and other business professionals who will form the largest segment ready to take on new challenges in business.

The targeted exhibitors are Indian exporters and service providers as well as Indian companies having operations in the UAE and other GCC countries. A few of the prominent Indian companies that would be participating are:

- Wipro
- Infosys
- Tata Consultancy Services
- Raymond Limited
- Century Cottons
- Engineers India Limited
- GAIL India
- Indraprastha Gas Limited
- Tata Motors
- Igate
- BHEL
- Ashok LEYLAND
- Thermax
- Suzlon Energy
- IL&FS

### Profile of the Event

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Concurrent with this exhibition, the following events will take place:

- Business Conclave: 8th June 2010 in association with CII and IBPC Dubai
- Networking meeting: 9th June 2010 in association with the Dubai Chamber of Commerce & Industry
- Seminar on Sourcing from India: 10th June 2010
- Screening of two Indian movies on all three days
- Cultural programme & Indian cuisine: 8th June 2010

As well as the big firms, around 100 to 150 small and medium size companies will also be participating.

In a speech at the Curtain Raiser, FIEO President A. Sakthivel said the Made in India Show has been conceptualized by the Government of India to showcase the strength and excellence of India's manufacturing and services sector. "India's relations with the UAE transcend our current relationship which is a part of historical and cultural links with the Gulf region," he said. "The two countries have several complementarities. The

## INDIA'S TRADE WITH UAE

S.No		2004-05	2005-06	2006-07	2007-08	2008-09
1.	<b>EXPORT</b>	7,347.88	8,591.79	12,021.77	15,636.91	24,477.48
2.	%Growth		16.93	39.92	30.07	56.54
3.	India's Total Export	83,535.94	103,090.53		163,132.18	185,295.36
4.	%Growth		23.41	22.62	29.05	13.59
5.	%Share	8.80	8.33	9.51	9.59	13.21
6.	<b>IMPORT</b>	4,641.10	4,354.08	8,655.28	13,482.61	23,791.25
7.	%Growth	-6.18	98.79	55.77	76.46	
8.	India's Total Import	111,517.43	149,165.73		251,654.01	303,696.31
9.	%Growth		33.76	24.52	35.49	20.68
10.	%Share	4.16	2.92	4.66	5.36	7.83
11.	<b>TOTAL TRADE</b>	11,988.98	12,945.87	20,677.05	29,119.52	48,268.72
12.	%Growth		7.98	59.72	40.83	65.76
13.	India's Total Trade	195,053.37	252,256.26		414,786.19	488,991.67
14.	%Growth		29.33	23.74	32.88	17.89
15.	%Share	6.15	5.13	6.62	7.02	9.87
16.	<b>TRADE BALANCE</b>	2,706.78	4,237.71	3,366.50	2,154.30	686.23
17.	India's Trade Balance	-27,981.49	-46,075.20	-59,321.19	-88,521.83	-118,400.95

UAE's energy resources and investable funds, and India's ability to develop UAE's service sector and its knowledge-based economy, make us natural partners. Moreover, the UAE has also emerged as our largest trade partner with a trade of \$48.2 billion in 2008-09. India's exports to UAE have been increasing over the years and were \$24.47 billion in 2008-09, an increase of 56% over the previous year."

Mr Sakthivel added that there is excellent scope of further developing of economic and trade relations. Both countries have similar percep-

tions on many international issues and are putting our sincere efforts to further develop bilateral relations in all fields. Besides, the UAE, a long standing commercial and business hub of the Arabian world, has also emerged as the third major re-export centre in the world after Singapore and Hong Kong. Thus the UAE market is important for India for the opportunities it provides as a major sourcing centre for important markets such as Iran, Iraq, Africa, CIS countries etc.

The show will on one hand showcase India's unique and exquisite

handicrafts; carpets; metal ware while on the other hand, it will demonstrate India's prowess in hydrocarbon; engineering and information technology. Over 15000 buyers from the Middle East, Asia and MENA countries are expected. "I am sure that this initiative by the Government of India will kick-start a new era of trade and investment cooperation with the UAE and other Middle East countries," Mr Sakthivel said.

According to the FIEO President, the UAE fair will be followed by similar shows in other important countries. ■

### IMPORTANT MEETINGS OF PRESIDENT, FIEO

6th April, 2010	: Dr. Mr. D. Subbarao, RBI Governor
14th April, 2010	: Dr. Rahul Khullar, Commerce Secretary
14th April, 2010	: Mr. R.S. Gujral, DGFT
22nd April, 2010	: Mr. Anand Sharma, Hon'ble Minister of Commerce & Industry
22nd April, 2010	: Mr. Dayanidhi Maran, Hon'ble Minister of Textiles
22nd April, 2010	: Mr. R. Gopalan, Secretary (Financial Services & Banking), Ministry of Finance
22nd April, 2010	: Mr. R.S. Gujral, DGFT
23rd April, 2010	: Mr. Anand Sharma, Hon'ble Minister of Commerce & Industry