



A U S T R A L I A - I N D I A F O C U S

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Visit by Confederation of Indian Industries



A high-powered, fourteen member, CEO delegation lead by Confederation of Indian Industries (CII) President, Mr Y C Deveshwar, visited Australia hoping to exploit the potential business relationship between Australia and India. It was the first visit to Australia by a President of CII. During the visit, the group of Indian business leaders meet with the Minister of Foreign Affairs, the Hon. Alexander Downer.

Mr Deveshwar addressed the Annual Conference of the Australia Industry Group (AIG) in Canberra on “Rethinking World Industry – India a Good Fit?” AIG and CII have had long standing agreement in its ongoing economic and business dialogue with Australia. Over 400 business leaders attended the conference from Australia and other parts of the world. The delegation also met with the Hon. Ian MacFarlane, Minister for Industry, Tourism and Resources; the Hon. John Brumby, Treasurer, Minister for Innovation and Minister for State and Regional Development in Victoria; and the Hon John Watkins, Deputy Premier, Minister for Transport and State Development in NSW.

The CII sees an importance for expanding existing trade and economic cooperation between the two countries in the areas of sports medicine and sports management specially now when both Australia and India are getting ready to host the Commonwealth Games in 2006 and 2010 respectively. According to Mr Deveshwar, Australia and India need to “creatively seek complementarities in areas such as ecological management – water management in particular; natural resource management; transportation and logistics; food and agri-business and energy”.



At the AIG National Forum dinner, Mr Deveshwar had the opportunity to present a cricket bat, signed by Sachin Tendulkar, to the Prime Minister of Australia, John Howard.



Mr Darren Gribble, Chair, Australia India Council and Dr Jamshed Irani, Chair, India-Australia Council

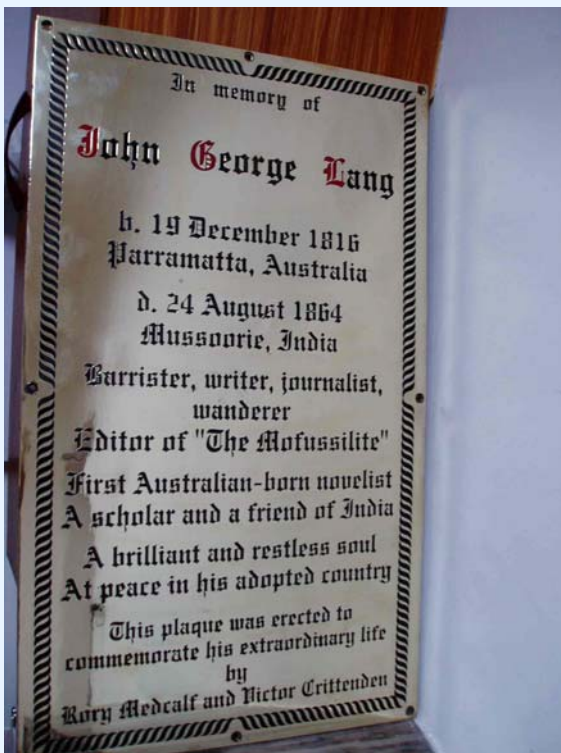
During the delegations’ visit, the Australia India Council (AIC) and its counterpart the India Australia Council, under the chairmanship of Dr Jamshed Irani, held a meeting in Sydney to discuss joint initiatives which included sport and health activities. A breakfast meeting was also hosted in Sydney by AIG, supported by the Australia India Business Council (AIBC). With the assistance of Mr Darren Gribble, Chair, AIC a Memorandum of Collaboration between CII and AIBC was signed by Mr Deveshwar and Mr Neville Roach, during a meeting between the delegation and the NSW Deputy Premier and Minister for State Development, John Watkins.

Australia's long-lost writer remembered in India

A long-neglected cultural link between Australia and India is being revived, with the unveiling of a memorial plaque to the first Australian-born novelist, John Lang, in the Indian town where he is buried. Born in Parramatta in 1816, Lang moved to India at 25, and spent most of the rest of his life there. He died in 1864 in the Himalayan hill station of Mussoorie, where a hundred years later his grave was discovered by local resident and celebrated author Ruskin Bond.

As a barrister, journalist, writer, scholar and inveterate traveller, Lang was a friend of India. He was a gifted student of Indian languages. His travel writings about India for Charles Dickens' journal *Household Words* are among the most vivid accounts of the India of his day. Lang founded a popular newspaper, *The Mofussilite*, which often took a critical line against the East India Company. He also represented some prominent Indians, including the Rani of Jhansi, in their legal fights against the British – which did not earn him friends in the establishment. He was even imprisoned after being convicted of defaming a Company officer in his newspaper.

In Australia, meanwhile, John Lang is known more for his works of fiction set in the early decades of the colony, including the novel *The Forger's Wife* and the collection of short stories *Botany Bay*.



The Lang Plaque in Mussoorie's Christ Church. The plaque was unveiled by John Fisher, First Secretary at the Australian High Commission on August 15 - fittingly, India's Independence Day - in the presence of the local chaplain, Rev Erik Templeton and Mussoorie community figures. Christ Church itself is undergoing significant refurbishment and it is fitting that Lang should be commemorated in one of the Himalaya's finest churches which features some of Northern India's most magnificent stained glass windows.

The new Lang plaque is in Mussoorie's Christ Church, the oldest church in the Himalayas. This church was where Lang's second marriage took place in 1861. Three years later, Lang's funeral rites were performed by the Christ Church Chaplain.

The plaque was commissioned by two Australian Lang scholars, Rory Medcalf – who began his study of the subject during a diplomatic posting to India – and Victor Crittenden, who has been researching Lang for many years. The Mussoorie plaque is not the only recent boost to Lang's profile. In September, Victor Crittenden's long-awaited biography of Lang, *John Lang: Australia's Larrikin Writer* was launched in Canberra by the Director-General of the Australian National Library, Jan Fullerton AO. This is the first comprehensive account of Lang's life in Australia, England and India, and reflects a wealth of in-depth literary detective work on Lang's novels and journalism.

Through his Mulini Press, Mr Crittenden has also commenced a 'John Lang Project'. This includes developing a dedicated website as well as plans to republish many of John Lang's works in the years ahead. In 2006, the Project is due to publish a collection of Lang's Indian stories edited by Mr Crittenden and Mr Medcalf. The Indian press is also beginning to take an interest in John Lang. A journalist in Dehra Dun, Raju Gusain, is helping to generate publicity about the subject, while another, Jai Prakash Uttarakhandi, has even named his weekly English/Hindi newspaper the *Mafasilite* in honour of Lang's journal. Rick Hosking of the Department of English at Flinders' University, who has a long-standing interest in Lang's and other English-language literature of India, has welcomed the revival of interest in Lang, and the momentum that this reflected for 'generating cultural connections between Australia and India'.

Australia India Business Council Celebrates the Anniversary of India's Independence

News South Wales On Monday 15 August, the 58th anniversary of India's Independence, the Australia India Business Council celebrated with a dinner for members and guests at the ballroom of the Sofitel Wentworth in Sydney. Given the exponential growth of interest in India around the world - including Australia - the Council this year invited the Hon Alexander Downer, Australian Minister for Foreign Affairs to deliver the Indian Independence Address. Minister Downer's acceptance offered members a unique opportunity to hear the Australian Government's views on India's strategic position in our region and its aspirations and plans for the Australia-India relationship.

Chairman of AIBC Neville Roach thanked AIBC's traditional supporters and sponsors of this year's dinner including naming rights sponsor QANTAS (which announced the introduction of the sky-bed service to its Mumbai route), gold sponsor Accor Hotels Asia Pacific, platinum sponsors HCL Technologies and Macquarie Bank, and silver sponsor Commonwealth Bank of Australia. Over 300 participants were treated to a dinner served with Indian Grover wines (courtesy of AIBC member Zeeman Wines). Mohan Monteiro, President of AIBC NSW Chapter gave a short background to India's Independence and introduced cultural performances arranged by the Indian Institute of Art and Culture - Bharatiya Vidya Bhavan.

Speaking on behalf of the Foreign Minister, Mr Bruce Billson MP, Parliamentary Secretary for Foreign Affairs and Immigration, delivered the keynote address – *Australia and India: Capitalising on True Potential*. Mr Billson began by expressing on behalf of all Australians sorrow at the tragic loss of life and injury caused by the recent floods in Mumbai. The Parliamentary Secretary stated that Australia has long supported expanding the permanent membership of the Security Council and that “this should encompass India as well as Japan, Brazil and appropriate African representation.”

The Parliamentary Secretary stated his firm belief that the Australia-India relationship can now move further ahead and capitalise on its true potential.

He noted the Prime Minister's visit to India, in July 2000, had “marked the beginning of an important new intensification of the political relationship.” Over the past five years since then, high-level visits on both sides have delivered the most intensive ministerial engagement with India in the history of the relationship.” Attention was drawn to the healthy commercial relationship Australia shares with India – in 2004 India overtook the United Kingdom to become Australia's sixth-largest merchandise export market. Over the past five years India has served as Australia's fastest growing merchandise export market with trend growth in exports exceeding 26 per cent. The address concluded as follows –

‘It was on the first anniversary of India's independence that Prime Minister Nehru said to the Indian people: “All of us talk of India and all of us demand many things from India. What do we give her in return?” To which he answered: “India will ultimately give us what we give her of love and service and productive and creative work. India will be what we are: our thoughts and actions will shape her.”

Today, I say to you that the same very much applies to developing the Australia-India relationship. We need to be productive and creative in finding new ways of taking our relationship with India forward. For it is through the thoughts and actions of people with an abiding interest in India, such as those here today, that we will shape the relationship and truly capitalise on the potential that for too long lay dormant.’



Parliamentary Secretary Mr Bruce Billson MP delivers the 2005 Qantas Indian Independence Address.

Australia India Business Council Celebrates the Anniversary of India's Independence ... con't

Victoria The inaugural Indian Independence Day address in Victoria was delivered by the Hon. Steve Bracks, Premier of Victoria. The luncheon began with a traditional Indian dance recital followed by a case study presentation by Greg Fordham, Director of Airbiz. Airbiz recently won rights to provide technical advice for the redevelopment of Mumbai and Delhi airports.

President of the AIBC in Victoria, Harish Rao, welcomed all the guests and outlined the significant achievements of the AIBC in Victoria. The welcome was followed by a short address by Ben Foskett, CEO of Invest Victoria who sponsored the Independence Day address and who also introduced the Premier. Premier Bracks delivered the inaugural Independence Day address highlighting the history and significance of India's independence that led to the creation of the world's largest democracy. He then highlighted the significant strides that Victoria had made during this term of office and the opportunities for mutual co-operation with India. Premier Bracks' recent visit to India was the first by a Victorian Premier, and re-affirmed Victoria's commitment with the soon to be opened trade office in Bangalore.



AIBC Victoria Management Committee members with Premier Hon Steve Bracks MP

Following the Premier's address, Consul General for India Mr. Madhusudan Ganapathi addressed the gathering, highlighting the progress that India had made since its Independence. AIBC Victoria Management Committee member Leanne Keifer thanked Gold Partners of the AIBC in Victoria, National Australia Bank and Middletons Lawyers. She also urged members and guests to attend the annual Dinner Dance function to be held on 8th October 2005 at the Langham Hotel, Southbank. This event will have a Diwali theme and proceeds will support Tsunami Relief efforts.

South Australia The Australia India Business Council, SA chapter hosted a highly successful luncheon on Friday, 19 August. Deputy Premier Kevin Foley represented Premier Mike Rann and reiterated South Australian Government's commitment to enhancing trade and economic relationships with India. Mr. Foley also said that India today presents excellent opportunities for us to strengthen ties between our two complementary markets. We have much in common: membership of the Commonwealth, layers of tradition through a common legal system, language and, of course, a love of cricket.

Mr. Ganapathi, Consul-General of India said that India and South Australia are building a special relationship. Businesses are inspired by the many opportunities that present themselves for business, industry and government in both our markets. Ayub .K. Tareen, the SA Trade Investment Director based in Chennai, said that although doing business with India would not always be smooth, the possibilities and benefits from strong trade links with India cannot be undermined, and urged South Australian businesses to leverage his presence in India as their representative.



L to R: Mr Justin Jarvis, SA Trade Minister Mr Paul Holloway MP, and Mr Francis Wong

Mr. Brian Hayes, chairman, Australia India Business Council, SA Chapter thanked all the sponsors for the event – TAFE SA, Legal & Justice Project Alliance, Beach Petroleum and Radisson Playford Hotel. AIBC SA division will run its next lunch event in October to complement Vinod Advani's presence in Adelaide during Tasting Australia.

Australia India Business Council Celebrates the Anniversary of India's Independence ... con't

Australian Capital Territory To Mark the 58th Anniversary of India's Independence the Australia South Asia Research Centre (ANU) and the ACT Chapter of Australia India Business Council presented the Indian Economy and Business Update.

Held on Thursday, 18 August the India Update featured Mr Jon Stanhope, Chief Minister of ACT.

The program also included launch of the book *Economic Growth, Economic Performance and Welfare in South Asia* Raghendra Jha (ed.) by Professor Ian Chubb, Vice Chancellor, Australian National University.

Queensland The Queensland chapter of the Australia India Business Council, in conjunction with the Queensland Government, hosted the third Queensland-India Business Briefing for 2005 in celebration of Indian Independence Day. Guests enjoyed a sumptuous buffet lunch at the Sitar Restaurant and had an excellent opportunity to network with other businesses that had an interest in India.

The Honourable Mike Ahern, Queensland Special Commissioner for Africa, Middle East & India was the Master of Ceremonies and Gayle O'Brien, National AIBC Vice Chairman, provided an update on AIBC activities in Queensland and the Queensland Government's initiatives to increase trade between Queensland and India.

Ananda Rao, Director and General Manager, Sales & Marketing, Infosys Australia, provided a highly informative and entertaining overview on ICT in Australia and India – comparisons and compatibilities. Gold Coast-based Burchill Partners described the role that Burchill is playing in planning and engineering the Amby Valley Sahara Lake City development for Sahara India, which is located in the hills near Mumbai.

InTelligent India 2005

In order to highlight the huge opportunity that burgeoning Indian economy and its domestic ICT market presents for the Australian ICT industry, Austrade and the Department of Communications IT and the Arts, the Department of Immigration, Multicultural and Indigenous Affairs in association with the Australia India Business Council, Australia India Information Industries Business Network and the peak Indian and Australian ICT associations NASSCOM and AIIA, presented a roadshow under the banner InTelligent India 2005.

The Roadshow was supported by the Governments of New South Wales, Victoria, Queensland and the Australian Capital Territory and events were held in Sydney, Canberra, Melbourne, Adelaide and Brisbane between 8-14 September 2005.

Tony Burchill, Trade Commissioner, New Delhi, was the keynote speaker at the events and highlighted the growing size and reputation of the sector. India has emerged as a global player in Information Technology, with software exports of USD \$12 billion in 2003-04. Revenue from exports of IT is expected to reach USD\$57 billion by 2008.

Case studies of companies that have succeeded in the Indian market were presented. ICT applications for mining, ground transport, aviation, rail, seaports and film were among the opportunities discussed during the roadshow. Presenters used Australian case studies to clearly demonstrate the success many companies have already found in South Asia.

Participants were also encouraged to consider traveling to India in October to support a business mission led by Senator Helen Coonan, Australian Minister for Communications, Information and the Arts between 21-28 October 2005. The visit will include Delhi, Mumbai and Bangalore, including the BangaloreIT.com trade event on 26-28 October.

Energy Cooperation

There has been strong progress in the bilateral energy relationship following the Australia-India Joint Working Group (JWG) on Energy and Minerals held in New Delhi on 8-9 June 2005. Further discussions on a number of key initiatives agreed at the JWG, including a joint LNG trade study and a possible Australia-India Coal and Mining Forum, took place during the visit to India on 23-25 August by John Hartwell and Tania Constable from the Resources Division, Department of Industry, Tourism and Resources (DITR).

An Australian oil and gas exploration roadshow, coordinated by DITR, Geoscience Australia and the Australian High Commission in New Delhi, will visit India on 19-20 September 2005 to promote acreage release and exploration opportunities. This event is being prepared in cooperation with the Indian Ministry of Petroleum and Natural Gas. Indian officials are planning a roadshow in Australia in November 2005 to promote opportunities associated with the forthcoming release of coalbed methane blocks. The Australian High Commission is working with the Indian Directorate General of Hydrocarbons, Australian companies and state government representatives to ensure Australian business can gain the most benefit from this visit.

Australia India Resource Investment Conference

The Australian Journal of Mining presented the first Australia India Resources Conference in Australia at the Stamford Plaza Double Bay, on 19-20 September.

The conference was organized in conjunction with Metaljunction (an initiative of TATA Steel and SAIL) and supported by the Australia India Business Council, Samsara Group and Calibre Projects.

The conference included presentations by HE Mr PP Shukla, High Commissioner of India; Mr Don Carroll, President BHP Billiton India; Mr Arun Jagatramka Chairman Gujarat NRE Coke; Mr AD Baijal VP Raw Materials and Iron Making Tata Steel; Mr CP Jain, Chairman and Managing Director National Thermal Power Company; Mr N Prasad, Chief General Manager Coal Videsh; Mr Khanna, Technical Director Steel Authority of India; Mr Clyde Hendersen, Director Energy Economics; Mr Mike Courtinall, President Asian Building and Manufacturing Markets Bluescope Steel, Mr Sanjay Loyalka, Birla Mineral Resources and Mr Vikas Rambal, Burrup Fertilisers.

Speaking at the conference Mr Neville Roach, Board Member of OneSteel and Chairman of the Australia India Business Council, launched the AIBC Resources and Infrastructure Chapter announcing Mr. Arun Jagatramka, Vice Chairman and Managing Director of Gujarat NRE Coke Ltd and Chairman of Gujarat NRE Coke Australia as Co-Convenor of the Chapter.

"The challenge for both our countries is to maximise the mutual benefit that can be derived from a genuine partnership. This will only happen if business leaders decide to make the extra effort it needs to make it happen. Governments can provide encouragement and high level support and establish a benign bilateral policy environment that removes impediments and facilitates bilateral trade and investment. But in the end it is up to business to do business" said Neville Roach.

"The AIBC sees its role as one of promoting special attention to the Australia-India business relationship by working with and through, government departments like the Australian Department of Industry Tourism and Resources and the Indian Ministry of Mines, the economic and industry development departments of the States and Territories and the diplomatic corps in both countries, agencies such as Austrade, Invest Australia and EFIC and their Indian counterparts, industry associations such as the Minerals Council of Australia, Austmine and AIG and MESCA in Australia and the Confederation of Indian Industry and its Mining & Construction Equipment Division (MCED) in India."

ABARE Seminar

With support from the Australia-India Council, ABARE organised, in early August, a three day seminar series focusing on Indian agriculture and agricultural policies. The seminar attracted participants from Australian industry groups, federal government agencies, academic institutions and state government officials.

Participants in the seminar received useful and up to date information about the current situation of Indian agriculture and India's key domestic and trade policies that affect the sector. The meetings and sideline discussions enabled participants to interact, exchange views and investigate the possibility of undertaking collaborative work on Indian economy and in particular its agricultural sector.

Five leading experts on Indian agriculture, among them Professor Ramesh Chand, Acting Director of India's National Centre for Agricultural Economics and Policy Research in New Delhi, presented papers in the seminar.

The other speakers were from diverse institutions such as the Australian National University, Monash University and the University of Wollongong. During his visit, Professor Chand met with the Secretary of the Department of Agriculture, Fisheries and Forestry (DAFF) and the Office of Trade Negotiations, Department of Foreign Affairs and Trade.

These discussions concentrated on current reforms to Indian agriculture and the prospects of achieving meaningful agricultural trade reform in the current Doha round of WTO trade negotiations.

All the papers and presentations delivered in the seminar are on ABARE web site at

<http://www.abareconomics.com/research/india/india.htm>

Launch of the AIBC Tourism and Hospitality Chapter

On 8 September the Australia India Business Council launched a Tourism and Hospitality Chapter with the support of Tourism NSW, India Tourism and the Department of State and Regional Development.

Speakers at the launch included Hon Henry TSANG MLC OAM, Chairman of NSW Asia Business Advisory Council, Mr John O'Neill, Executive Director and General Manager, Tourism New South Wales and Mr Shanker Dhar, Regional Director Australasia, India Tourism.

The chapter will work closely with the India Tourism Industry Forum, an initiative announced on the same day. "The key learning from the Forum for NSW industry is the need to understand the Indian culture and way of life, in order to establish effective business partnerships," he said. Neville Roach AO, Chairman of the Australia-India Business Council (AIBC) said, "Tourism is a massive bilateral opportunity for NSW and India, and today's successful launches have demonstrated how we can all work together for mutual benefit."

Australia and India: Convergences and Divergences

The third biannual international conference of the India Association for the study of Australia (IASA) Hosted by University of Pune, Pune, Maharashtra: 9 - 11 January 2006

Conference themes:

Society
Foreign Policy / National Security
Literature and the Arts

Economy
Science and Technology
Politics

For details, contact: IASA President, Professor S K Sareen: sareen@vsnl.com; www.iasa-india.org

India Welcomes the Queen's Baton Relay

Justin Madden, Victorian Minister for Sport and Recreation and the Minister for Commonwealth Games '06, launched the Baton relay in New Delhi on 14 September 2005.

The relay was flagged off after a cultural event at the Red Fort when Mr Suresh Kalmadi, Chairman of the Commonwealth Games Organising Committee and President of the Indian Olympic Association, handed over the torch to Delhi Chief Minister Ms Sheila Dikshit.

The design and technological features of the Melbourne 2006 Queen's Baton reflect the relay's efforts to showcase the diversity of the Commonwealth and unite its communities in the celebrations of the forthcoming Games.

As 51st stopover of the torch, India is hosting the Commonwealth Relay for the first time. The baton contains Queen Elizabeth's message to athletes enclosed in an elegant memory chip. It began its journey at Buckingham Palace in London.

As part of the programme, Justin Madden also opened the school-to-school cultural exchange initiative.

The Queen's Baton has been a tradition of the Commonwealth Games since 1958. It is the world's longest, most inclusive relay across 71 nations of the Commonwealth.

The Commonwealth Games Torch had an additional importance for Delhi as the Capital will host the next Games in 2010.



Justin Madden - Minister for Sport and Recreation and the Minister for Commonwealth Games '06, launching the Queen's Baton Relay in the Capital for the Commonwealth Games. Mr Arvinder Singh Lovely - Minister for Sports and Education; Ms Jessica Grant - Co-ordinator for Queens Baton Relay; and Mr Suresh Kalmadi - Chairman of the Commonwealth Games Organising Committee and President of the Indian Olympic Association

Salaam Namaste

Salaam Namaste, an Indian romantic comedy starring Preity Zinta, Saif Ali Khan and Australian actress Tania Zaetta made its world premiere on 9 September.

In addition to India, the movie also premiered in Australia, United Kingdom, USA and United Arab Emirates. Shot entirely in Melbourne with 450 Australians, Salaam Namaste has proven to be the most popular 'Bollywood' film to be shown in Australia, based on box office takings for the first 2 weeks. With total overseas takings of over US\$3 million within the first 2 weeks of screening, the film is also set to become India's no 1 film for the overseas market in 2005.

Forty five crew members from Australian company BlackCat Productions, joined 50 others from India's Yash Raj Films to film Salaam Namaste over 75 days, throughout Victoria.

Salaam Namaste is currently showing at selected Hoyts cinemas in Sydney, Melbourne, Brisbane, Perth and Canberra and at the Wallis Academy in Adelaide.

Tramjatra explores Melbourne and Kolkata Tramway Communities

Since 1996, a uniquely inter-cultural arts project has brought together artists and the tramway communities of Melbourne (Australia) and Kolkata (or Calcutta, India) on an exploration journey through the medium of tramways. While the operation of Melbourne's tramways are now privatised and automated, Kolkata's struggling tramways have faced persistent threat of closure.

Recently, Yoda Press, with support from the Australian Government's Australia-India Council, launched the book *Tramjatra: Imagining Melbourne and Kolkata by tramways*. Edited by Mick Douglas, Royal Melbourne Institute of Technology, and founder of the *Tramtactic* art action network, *Tramjatra* was launched on 8 September 2005 at the Crystal Room, Calcutta Club, Kolkata by Dr Nabneeta Dev Sen and Mr Buddhadeb Guha. *Tramjatra* explores the relationship between the movement afforded by tramways as a mode of transport, and the contemporary social, political, economic and creative forces of movement that are manifested in the relation between these two contemporary cultures of tramways. The book demonstrates how new linkages made through a public arts practice of inter-cultural collaboration can enliven approaches to identifying and building upon attributes of value in a city.

Tramjatra is written in English, with a small proportion in Bengali, explores the historical links between Melbourne and Kolkata through essays by emerging as well as internationally renowned writers and scholars. "Kolkata's trams are one of the city's most enduring legacies, as a government anxious to scrap them has come to discover. Melbourne, another city that cherishes its trams, has lent its support to Kolkata's campaign for some years. This book is the outcome of that sustained joint effort. It presents the trams of both cities, but most importantly, it affirms their place in defining each city's identity", says Professor Sukanta Chaudhuri.

Supplemented with stunning visuals, this unique volume published simultaneously in India and Australia offers a journey through two cities and a contemporary relation between them via the medium of tramways. For more information, visit Yoda Press: <http://www.yodapress.com/Forthcoming.html>

Visit by Director of the Indian Institute of Management, Bangalore to the University of Melbourne

The Faculty of Economics and Commerce at the University of Melbourne hosted a week long visit by Professor Prakash Apte, from the Indian Institute of Management Bangalore (IIMB), from 6-10 June 2005. The IIMB is recognised as one of India's best Business Schools and is a premier centre for management and research studies, and the Faculty was delighted to welcome Professor Apte, who has been Director of the IIMB since 1977.

The Faculty of Economics and Commerce was established in 1924 and since that date has been a pioneer in business education in Australia. The Faculty has developed a high national and international reputation in both its teaching and its research and currently has one of the most active Ph.D. programs in Australia. It has been ranked in the top one per cent of institutions researching in the field of Economics and Business by the ISI's Essential Science Indicators world listing.

Professor Apte's visit formed part of the Faculty's International Visitor Scheme and the invitation was extended by Associate Dean (International), Professor Bill Harley, during his visit to India as part of a high-level University delegation, led by the Deputy Vice-Chancellor (Research) in November 2004. During his visit, Professor Apte and Faculty staff explored opportunities for developing programs for academic cooperation and exchange, and strengthening the ties between the University and IIMB. Prof Apte's program included meetings with Professor Margaret Abernethy, Dean of the Faculty; Professor Frank Larkins and his staff at the International Relations Office; Professor Barbara Evans, Dean, School of Graduate Studies; and Department Heads and students at the Faculty.

Following the visit, the IIMB and the Faculty of Economics and Commerce plan to develop collaborative research and exchange programs, and the two institutions hope to sign a formal agreement to cement their ongoing relationship and joint activities.

Macquarie Bank announces plans to enter Indian market

In July Macquarie Bank announced plans to enter the Indian market. Subject to full regulatory approval, the bank will establish a securities brokerage business in Mumbai. Macquarie said its Asian Corporate Finance group intends to establish a significant presence in India with a focus on equity capital markets (ECM), convertible notes, M&A advisory and other advisory and specialist funds management businesses. Other groups, including the Financial Services Group and Banking and Property Group, have been exploring opportunities in the Indian market.

Tata Steel announces stake in Carborough Downs Coal Project

In July, Tata Steel announced agreements to buy a 5% interest in the Carborough Downs Coal Project located in Queensland. Majority owned and operated by a subsidiary of AMCI Holdings Australia, the Carborough Downs coal project is estimated to have a life of 14 years and approximately 58 million tonnes of raw coal is expected to be mined during this period. The clean coal envisaged to be produced will be low-ash coking coal and PCI coal, highly suitable for steel making. Tata Steel also signed an offtake agreement for a proportion of the production over life of the project.

AIBC Business events

As part of Small Business Month September, the NSW Department of State and Regional Development ran a cross culture training lunch: **Doing Business in India - A Guide for SMEs** at Shennai Indian Restaurant on Wednesday 7 September 2005.

Twenty six business executives from a broad range of experienced and novice exporters to India with products ranging from IT to sauces to electronics were delighted to participate in this unusual training experience delivered by Neville Roach, Chairman, Australia India Business Council. Participants experienced a traditional Indian business lunch, and were provided an explanation of the etiquette of such events combined with formal presentations on successful strategies for managing cross cultural issues in the context of negotiating, marketing and selling in India. The event helped participants put religion and caste systems in perspective and manage gift giving and receiving with Indian business counterparts. Organiser Amit Misra of the Department of State and Regional Development noted some participants had little idea that a range of firms were already involved with India. "The interest is substantial, and NSW companies are eager to partner with appropriate Indian companies to enter the market" he said. "However, it is a steep learning curve for most and there is scope for organisations such as AIBC to offer information and knowledge through networking and business matching events."

An event looking at **Opportunities in the India Retail Sector** was held in Sydney on 27 July and run jointly by Austrade and the Australia India Business Council, with the support of Ernst & Young. Speakers included Cheryl Scott from Austrade, Kerry Ryan from Deacons and Mohan Monteiro of Ernst and Young. The focus of the seminar was on investment opportunities in the Indian Retail Sector, growth drivers for the sector and what this means for Australian companies; government regulations and structuring options; and legal issues involved in franchising.

On 4 August the Australia India Business Council, Australia India Information Industries Business Network and The Indus Entrepreneurs offered members a special opportunity to meet representatives of a Confederation of India Industries (CII) delegation from Indian State of Tamil Nadu, lead by Mr D.Jayakumar, Honourable Minister for Law & IT, Government of Tamil Nadu. The mission promoted **IT Opportunities in Tamil Nadu**. Hon. Jayakumar, Tamil Nadu Minister for Law and IT, shared with participants the policy initiatives of the Tamil Nadu Government and its commitment to promote the ICT sector including trade prospects.

The Indus Entrepreneurs (TiE) with the support of Australia India Business Council ran **Inside the Mind of a Leader with Narayan Murthy, Chairman and Chief Mentor of Infosys**. The event provided members the opportunity to hear from one of India's great visionaries, who along with six other software professionals, founded Infosys with a seed capital of \$250 in 1981, and built it into the biggest IT empire in India.

The Australia India Business Council, with the support of Ernst & Young, held a seminar in Brisbane on 2 August on **Doing Business in India**. The seminar provided an up-to-date insight on practical issues involved in Doing Business in India including the Indian economy, Foreign Investment Guidelines and Policy Framework, Structuring a presence, Taxes and exchange control regulations and Protecting Intellectual Property.

Speakers included Kerry Ryan, a Partner in Deacons' Corporate and Commercial Division and Mohan Monteiro, Senior Manager with Ernst & Young's Corporate and International Group. "India is poised to enter the next stage of its economic development lifecycle and there are multiple opportunities for Australia to participate in this growth" said Mohan Monteiro. "However, India remains a highly regulated market and careful planning is required on entry strategy including profit repatriation strategy and exit mechanisms."

AIBC, Queensland Chapter

The AIBC is seeking expressions of interest from Queensland members who are interested in being nominated for election as the head of the Queensland chapter. This position has become vacant due to Gayle O'Brien's election as National Vice Chairman. For more information, please contact Gayle O'Brien, National Vice Chairman, at gayle.obrien@premiers.qld.gov.au

South Australia appoints Director – Trade and Investment for India

The appointment of Mr AK Tareen as *Director – Trade and Investment* in India to represent South Australia has boosted the potential to growth the trade relationship between the two regions.

Announcing the appointment, the Minister for Industry and Trade, Mr Paul Holloway, said Mr Tareen would initially be responsible for driving South Australia's export initiatives across the southern Indian market. "He is a seasoned operator who knows the Indian market extremely well and understands the requirements that foreign businesses need to address to successfully establish there". Mr. Holloway said. Tareen has previously managed the South Indian operations of the Australian Trade Commission (Austrade), which included three fast-growing business hubs – Chennai, Bangalore and Hyderabad. He will be located in the Austrade office in Chennai, Tamil Nadu.

The appointment is the latest in a number of significant South Australian business initiatives towards India, including the establishment of the South Australian Chapter of the Australia India Business Council headed by Mr Brian Hayes QC, appointment of Mr Darren Lehman as Special Envoy to India, and two separate Ministerial visits to India last year by South Australia's Minister for Employment and Further Education and Premier.

The government of South Australia will run a Market Awareness Mission to India between 26-30 September.

Australian Institute of Company Directors – Offer to AIBC Members

With the support of the AIBC, the Australian Institute of Company Directors will publish a special booklet featuring India which will go out with its Director Magazine in October. AICD has offered all AIBC members a 20% discount on advertising in the India feature.

"The membership of AICD and therefore the distribution of its Director magazine and India booklet covers a high percentage of company directors in Australia from the big end of town through to the SME sector" said Neville Roach, Chairman of AIBC. "I am delighted that AIBC has been able to organise this special offer for our members, another example of the effort we're making to add value to your membership". Please view/download the indiarate card brochure via this link to the AICD website. <http://www.companydirectors.com.au/download/indiaratecard.pdf>.

Australia – a global hub for Analytics Offshoring and Knowledge-entrepreneurship

On 7 July the Australia-India Business Council and the IIT Association of Australia, with the support of Invest Australia, ran a breakfast seminar that presented the case for making Australia a global hub for financial services analytics off-shoring.

Early deregulation of the Australian financial services sector, the availability of a pool of financial professionals and multilingual capabilities are key factors giving the country an edge over competing offshore centres in securing financial services analytics projects from large European and North American financial institutions. "In Australia there are 2000 fully qualified actuaries," said Mr Sriraman Annaswamy, founder of Swamy and Associates. "This compares with around 200 fully qualified actuaries in India." In addition to opportunities in actuarial, insurance and funds management analytics, Mr Annaswamy's research has identified additional financial services analytics opportunities in retail banking, corporate credit and investment banking, strategic financial management and strategic business intelligence and research.

The Australia India Business Council chairman, Mr Neville Roach, commented that Australia today had a "real window of opportunity" to attract financial service analytics projects from Europe and North American financial institutions.

Executive Director of NSW Dept of State and Regional Development, Warwick Glenn, spoke of the attractiveness of NSW as an investment destination while Stephen Scott of Axiss Australia highlighted the advantages for financial institutions in investing in Australia. Large financial institutions and knowledge process outsourcing providers have cited difficulties in finding a large pool of qualified financial professionals in the same location as other attractive factors such as cost competitiveness, domain expertise, reliable infrastructure and multilingual capabilities. Financial sector liberalisation has given Australia the domain maturity and expertise to provide full analytics support. It is also reaping the benefits of liberalisation of labour (immigration) policies over recent decades. Sydney and Melbourne are among few cities in the world where all the key Asian languages are spoken. In addition, the continent is also home to a range of continental European language-skills. Other presenters at the breakfast seminar included Devender Jain, President of the IIT Alumni Association of Australia who introduced the IIT tradition of entrepreneurship, and Arjun Malhotra, IIT graduate and CEO Headstrong, who shared with participants his own experience of knowledge entrepreneurship – as a co-founder of the large Indian IT company, HCL Technologies.



L: IIT Alumni Association of Australia and R: Mr Arjun Malhotra, Co-Founder HCL Technologies addresses participants at the joint AIBC IITAA breakfast on Financial Analytics Offshoring. The seminar was supported by Axiss Australia and the NSW Department of State and Regional Development.

Recent visitors

The steady flow of visitors between India and Australia has continued, with two government delegations visiting Australia from India in September 2005. Mr KT Chacko, the Director General of Foreign Trade of India, led a delegation of officials which visited Sydney and Canberra from 5-7 September. The aim of the visit was to gather information on Australia's export certification and import requirements as well as Australia's import risk analysis process. Other members of the delegation were: Mr P K Mohanty, Joint Secretary (Drawback), Department of Revenue, Ministry of Finance; Mr Anil Aggarwal, Joint Director General of Foreign Trade; and Mr Ajay Sahai, Acting Director General, Federation of Indian Export Organisations. The delegation toured the Sydney Airport operations of AQIS and had meetings in Canberra with officials from the Department of Agriculture, Fisheries and Forestry and Customs.

A second delegation, led by the Deputy Chief Minister of Punjab, Mrs Rajinder Kaur Bhattal, visited Australia from 6-13 September 2005. The delegation's program included Sydney, Melbourne and Brisbane. Other members of the delegation were: Mr Rakesh Pandey, Minister for Science and Technology, Government of Punjab; Mr Narinderjit Singh, Director Technical Education and Industrial Training, Government of Punjab; and Dr R.S. Khandpur, Board of Governors, Punjab Technical University.

UPCOMING EVENTS OF INTEREST—AUSTRALIA

- Early Indian Ocean trade created the first global economy, only to be usurped by the voracious European trade empires of recent centuries. Yet today the Chinese and Indian economies are accelerating and Australia cannot avoid the resulting effects. What will the consequences be for the economics, politics and environments of our region? This free public lecture will offer suggestions on where our future cultural and economic opportunities could lie, if we turned our gaze to the west. Tuesday 13 September 2005, UTS Broadway, 6pm drinks for 6.30pm start RSVP by email robert.button@uts.edu.au
- The final Queensland-India Business Briefing for 2005 will be held in Brisbane on Thursday 3 November 2005. For more information, please contact Gayle O'Brien, National Vice Chairman, gayle.obrien@premiers.qld.gov.au The AIBC Queensland chapter is planning to celebrate Christmas with a networking cocktail event on Monday 28 November 2005. Invitations will be distributed to AIBC Queensland members closer to the event.
- World Culture Concert and Arts Festival, 2 October, 4-8 pm. Bharatiya Vidya Bhavan Australia has a long standing commitment to multiculturalism and bonding of global cultures in the pursuit of its motto "The World is one family". The concept of World Culture Concert and Arts Festival is to showcase diversity within Australia and promote harmony among its many groups. Supported by AIBC. AIBC members receive 15% discount. Email info@bhavanaaustralia.org
- Annual AIBC Victoria Dinner Dance function. Diwali celebration, 8th October 2005, Langham Hotel, Southbank. info@aicc.com.au
- Mergers and Acquisitions 2005 supported by the AIBC, International Banks and Securities Assoc. of Australia, Commercial Law Assoc. of Australia. 18-20 October, Melbourne. For further details email: registration@halledit.com.au

UPCOMING EVENTS OF INTEREST—INDIA

- The India Trade Promotion Organisation (ITPO) will be presenting its annual mega event the India International Trade Fair (IITF) at Pragati Maidan, New Delhi from 14 to 27 November 2005. The 25th IITF will showcase the achievements of India covering all segments of Industry infrastructure and service sectors. IITF 2004 attracted participation of 7000 exhibitors from India and abroad. More than 3 million general visitors, 2,40,000 business visitors including 86 trade delegations with 667 delegates from 48 countries witnessed the event. Further information may be obtained from the website www.iitfonweb.com. The website also includes online registration forms for participation in the event. For further events in India, please refer to the website of the High Commission of India (Canberra) www.highcommissionofindiaaustralia.org/Impevents_pg.htm and the Indian Consulate General (Sydney) www.indianconsulatesydney.org/Programme_of_Events_India.pdf

Australia-India Focus

The Australia-India Focus newsletter is produced bi-monthly by the Australia-India Council and the Australia India Business Council.

Australia-India Focus aims to inform our readers on the range of cultural and business activities occurring between Australia and India.

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Australia-India Focus is also available from the Australia India Business Council's website at www.aibc.org.au/newsletter/htm and the Australia-India Council's website at www.dfat.gov.au/aic



The Australia-India Council (AIC) was established in 1992 in response to a recommendation by the Senate Standing Committee on Foreign Affairs, Defence and Trade, following an inquiry into Australia's relations with India.

The Council initiates or supports a range of activities designed to promote a greater awareness of Australia in India and a greater awareness of India in Australia, including visits and exchanges between the two countries, development of institutional links, and support of studies in each country of the other.

The Council offers support, in the form of funding, for projects likely to contribute to the development of the relationship, within the context of AIC objectives and guidelines.

For more information, visit www.dfat.gov.au/aic

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The AIBC is a national NGO and is recognised by the Australian government as the peak body for promoting business links between Australia and India.

The AIBC is the first point of contact by government and business representatives from both countries seeking access to industry, business and government leaders of both countries.

The AIBC maintains close relationships with strategic government agencies, the diplomatic corps and industry bodies, and also has an affiliated counterpart in India, the India Australia Joint Business Council.

The AIBC has representatives and members across all states and territories in Australia, and has three different membership categories available.

For more information, visit www.aibc.org.au

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