



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

MAY - JULY 2004 - ISSUE 30



## A Wealth of Opportunities from Increased Australia-India Investment Links

Senior Indian businessmen had the chance to air their views on Australia as an investment destination when Mr Garry Draffin, CEO of Invest Australia visited India in July. Mr Draffin, who travelled with the Chairman of the Australia-India Business Council, Mr Neville Roach (AO), met with executives from a wide range of Indian companies in New Delhi, Mumbai, Bangalore and Chennai.

The visit was part of Invest Australia's ongoing campaign to proactively target investment into Australia from around the world, Mr Draffin said. "There are already a number of major Indian ICT and resource companies active in Australia, but the level of investment is modest compared to other key markets," he said. "We would like to see more Indian businesses investing in Australia, and in order to assist them in doing so, we need to ascertain what they think about Australia.

"As a result of the trip we are now able to establish what resources we need to have in place to further facilitate opportunities for more Indian companies to invest in Australia," Mr Draffin said.

Chairman of the Australia India Business Council, Mr Neville Roach, said in recent years Indian companies have confidently invested overseas at a rate that was unimaginable just 5 years ago.

"The visit highlighted the growing strength of the Indian economy and the emergence of a large number of Indian companies with the capacity to make large investments abroad and the management skill to implement very large projects successfully."

The key Indian investments in Australia include The Oswal Group and Aditya Birla Group in the resources sector and Tata Consultancy Services, Birlasoft Australia, Infosys Technologies and Mahindra-British Telecom in the ICT sector.

The New Delhi-based Oswal Group, one of India's largest companies, is building the world's biggest ammonia plant on the Burrup Peninsula in northern Western Australia. The A\$630 million plant is expected to be completed in 2005 and when operational, will produce up to 2200 tonnes of liquid ammonia from natural gas each day over a minimum 25 year period.

In January 2003, Birla Copper, a unit of the Aditya Birla Group, purchased the Nifty Copper Mine in Western Australia for A\$158.8 million - the second largest foreign acquisition by an Indian company. The mine is the third-largest copper resource in Australia and one of the world's top 25 copper deposits.

In September 2003, the Aditya Birla Group acquired a second copper mine in Australia - the Mount Gordon Copper Mine in north-west Queensland. These two mines together will cater for more than one third of Birla's copper concentrate requirement for its Dahej smelter in India.



Mr Gary Draffin (CEO Invest Australia), Mr Mike Moignard (Senior Trade Commissioner New Delhi), Mr Don Cairns (Consul General and Trade Commissioner Mumbai) and Mr Neville Roach (Chairman of the Australia India Business Council) meet with Indian business leaders in Mumbai.

### **A Wealth of Opportunities (con't)**

In the ICT sector, Tata Consultancy Services - India's largest software and services company – has developed a new Global Development Centre in Melbourne. The centre currently employs 180 people developing software solutions for some of Australia and New Zealand's largest companies, including NAB, Westpac, ANZ, Fonterra NZ, Hutchison Telecommunications and IBM Australia.

Birlasoft Australia set up its Australian operations in 2002 and services some of Australia's largest companies such as Coles Myer. It currently employs 190 people in its Melbourne Development Centre, which is more than 12 percent of its global workforce.

Infosys Technologies also has a global development centre in Melbourne which employs 550 people. It was one of the first such centres in the region and is integrated with other Infosys Development Centres located in the US, Europe and India. Australian clients include Suncorp Metway, Vodafone and Telstra.

Mahindra-British Telecom, an Indian-based telecommunications software and solutions provider, began operations in Australia last year. With 4000 staff, annual global sales of over A\$170 million, and customers including AT&T, British Telecom and Ericsson, MBT is one of the worlds largest providers of technology expertise to the telecommunications industry. MBT's long term strategy is to expand further in Australia as well as the Asia-Pacific region.

Mr Draffin said it was positive for Australia that major Indian software companies were already well established and expanding their operations here. Australia's competitive advantages that appealed to these companies included our large, high quality ICT skills base and the concentration of research and development hub activity. Also, Australia's position as the most multilingual workforce in the Asia-Pacific region acts as a lure for international companies.

"Our two countries share strengths in many fields of research associated with ICT and biotechnology, so it is natural we work together to achieve greater outcomes in these areas," he said.

"It's this sort of investment that will improve Australia's position as a regional base for Asia-Pacific, and increase Australia's knowledge base. We see it as positive."

"In recent years we have seen India really begin to engage in the Asia Pacific – a fast developing region in which Australia has a cultural and geographical affinity. And, with India, Australians share a common language as well as Commonwealth bonds." Mr Draffin said.

### **NSW Premier Hon Bob Carr to Deliver 2004 Indian Independence Day Address**

The inaugural Indian Independence Day Address will be delivered by the Hon Bob Carr MP, Premier of New South Wales on Wednesday August 11 during a luncheon to be held at the All Seasons Premier Menzies Hotel, Sydney from 12.00 pm to 2.00 pm.

The spectacular growth of the Indian economy in recent years has created an unprecedented opportunity for Australian business to export goods and services to India and to attract Indian direct investment into Australia. Recognising the growing importance of India, the NSW Government has embarked on a proactive programme of engagement under the auspices of the NSW-Asia Business Advisory Council (ABAC) in partnership with the Australia India Business Council (AIBC). This has included annual trade missions to India, numerous seminars in the Sydney CBD, Parramatta and regional towns.

The Indian Independence Day Address, which will be held annually on a date close to August 15 (India's Independence Day), is intended to highlight the opportunities India presents Australia in the wider geo-political, social and economic context of the Asian region.

Hon Bob Carr MP is leader of Australia's largest State and a keen student of history and contemporary social, political and economic developments, his insight into what is going to be one of the most significant strategic relationships for NSW and Australia is sure to be most stimulating and valuable.

For further details, please email Divya Raghavan at the AIBC: [divya.raghavan@aseanfocus.com](mailto:divya.raghavan@aseanfocus.com)

## Indian Elections ~ New Government

Over April and May 2004, India undertook national general elections that resulted in a change of government. Although both pre-election polling and exit polling indicated that the ruling National Democratic Alliance (NDA) coalition would retain power with a reduced majority, the NDA suffered a defeat. Campaigning by the largest party within the NDA, the Bharatiya Janata Party (BJP) initially focussed on the slogan 'India Shining'. This emphasis on the economic gains made under BJP governance alienated many of the rural voters, who have not yet been touched by India's increasing wealth.

The main opposition group in the Parliament, the Indian National Congress (INC), instead targeted its campaign at this large, disaffected group. The INC's leader, Sonia Gandhi, was attacked during the campaign by the BJP for her Italian origins, although this criticism appears not to have resonated through the electorate. The campaign was based around the personal appeal of the BJP and INC leaders.

While the INC and its allies polled well (they won 220 seats to the NDA's 185), they did not garner enough seats to hold a majority in the Parliament (which totals 545 seats in the Lok Sabha). As a result, the INC-led coalition (the United Progressive Alliance) - was expanded through negotiations, and a number of parties indicated they would provide 'outside' support for the INC (that is, they will remain outside the formal governing coalition). Those offering outside support included four left wing parties (the Communist Party of India (10 Seats); the Communist Party of India (Marxist) (43 Seats); the Revolutionary Socialist Party (3 Seats), and the All India Forward Bloc, with 3 seats).

In the face of ongoing BJP criticism of her foreign birth, and reports of her children's concerns for her safety, Sonia Gandhi announced her decision to refuse the position of Prime Minister. In her place, Dr Manmohan Singh was sworn in as Prime Minister on 23 June. Dr Singh, as a Sikh, is the first non-Hindu Prime Minister of India since independence. Mrs Gandhi will retain the Presidency of the INC. No Deputy Prime Minister has been appointed, and the portfolio of Disinvestment (privatisation) has also been dismantled (the Disinvestment Department has been relocated to the Finance Ministry). Dr Singh is a widely accepted choice and, as Finance Minister in the Narashima Rao government in 1991, is regarded as the architect of India's economic reform programme. This programme is considered by many to be responsible for creating the environment for the rapid economic growth that India is now experiencing.

The UPA released a Common Minimum Programme, which indicates its objectives during its term. Of interest to Australia include an undertaking to approach the sell-off of state assets on a case-by-case basis, after obtaining the workers' consent. However, profit-making state run companies will not be sold. These include the 'nine jewels', which are in the core sectors of oil, power and heavy engineering. Managerial autonomy will also be given to state-run banks, and foreign investment in the hydrocarbon sector will be encouraged.

**External Affairs Minister – Natwar Singh** External Affairs Minister K Natwar Singh is a former career diplomat who served as High Commissioner to Pakistan. He was also Minister of State for External Affairs (Parliamentary Secretary) in Rajiv Gandhi's cabinet of 1986-1989.

**Finance Minister - P. Chidambaram** The new Finance Minister, P. Chidambaram, and Prime Minister Singh worked together during the latter's term as Finance Minister, with P. Chidambaram holding the post of Commerce Minister. He was also Finance Minister during two minority governments (1996-1998). P. Chidambaram was voted Asia's Best Finance Minister in 1997 and the Indian Stock Market has responded well to his appointment.

**Commerce Minister – Kamal Nath** The new Minister for Commerce and Industry, Kamal Nath, has previously served as Minister of State for Environment and Forests from 1991-95 and Minister of State for Textiles from 1995-96, in the Narashima Rao government.

**Food and Agricultural Minister - Sharad Pawar** Sharad Pawar is a powerful regional politician from Maharashtra state. He broke away from the INC to form his own party in 1999, but agreed to an alliance in the recent elections. A former Minister of Defence, he has a reputation for being an efficient administrator.

**Defence Minister – Pranab Mukherjee** Pranab Mukherjee has been associated with the INC for more than 30 years. P. Mukherjee has held a number of ministerial positions in previous INC governments, including the portfolios of External Affairs (1995 – 96), Commerce (1993 – 95), Finance (1982 – 84), and Commerce, Steel and Mines (1980 – 82).

**Minister for Law and Justice - Hans Raj Bhardwaj** A senior Congress leader and experienced lawyer, Mr Bhardwaj has practiced in the Supreme Court. He has served in Congress Governments previously as Minister of State (Law and Justice) (1984 – 89), Minister of State (Planning and Program Implementation) (1991 – 92), and as again as Minister of State for Law and Justice in the Rao Government (1992 – 96).

**Attorney General – Milon Banerjee** Mr Banerjee started his practice as a lawyer in Kolkata in 1955 and was designated as a Senior Advocate in 1972. He served as Solicitor-General of the country from 1986 to 1989 during the Rajiv Gandhi administration and as Attorney General from 1992 to 1996 in the Rao government.

## India ~ Budget Highlights

The Congress-led United Progressive Alliance (UPA) delivered the first budget of its administration on 8 July 2004. The budget was generally well-received by the mainstream Indian media, which commented that it sent out positive signals on India's (and the UPA's) continued commitment to economic reform. The 2004 - 05 budget aimed at striking a balance between pro-investor economic reforms, and programs in the social sector aimed at improving the lives of India's millions of poor - a key pledge made by the UPA during the election campaign.

Finance Minister Chidambaram emphasised that the government's social priorities would not come at the expense of fiscal discipline. He noted that the government would "follow a five-year road map of bringing about rapid growth with stability and equity" (GDP growth was forecast at 7.6 per cent for the 2004-05 financial year); the government was "committed to striking a balance between the three mutually reinforcing objectives of growth, stability and equity".

The budget incorporates new tax measures that will increase government revenue by \$600.5 million. The new tax measures include a 2 per cent education levy to be imposed on both direct and indirect taxes. Taxes raised by this levy have been earmarked for spending on primary education and lunches for children in government schools. In addition, a VAT will be introduced by the government in April 2005. Other budgetary measures include a commitment to raising FDI limits in three key sectors: telecommunications, insurance and civil aviation. However, India's communist parties (whose support the UPA administration needs to govern) have raised concerns over any attempts to raise the FDI threshold; this may put some pressure on the government to reassess the policy. The budget also provides a boost to the agricultural sector by doubling existing levels of agricultural credit within three years. Funding for the health sector has also increased, with AUD 78.4 million targeted at HIV/AIDS prevention and control.

Analysts and industry groups have broadly welcomed the budget. Suman Bery, head of the National Council for Applied Economic Research (NCAER) said, "The focus was on achieving fiscal discipline over five years to generate more resources for desirable things like health and education". Amit Mitra, head of the Federation of Indian Chambers of Commerce and Industry (FICCI), said the budget laid to rest "the idea that India's economic reforms will be derailed under the new government". Tarun Das, Chief Mentor of the Confederation of Indian Industries (CII), believed the budget had "few negatives", and was, "all in all, a fine budget, done in four weeks and extremely comprehensive in its coverage and quality".

### Australia India Business Council—Post Budget Events

The Australia India Business Council and Australia India Chamber of Commerce held a joint event in Melbourne to discuss the Indian economy, corporate governance and views of the 2004 Budget.

Mr Barry Coulthurst, Senior Economist with ANZ Banking Group, presented on the Indian economy post-budget. He noted that, "India's growing importance in an integrating global economy is unlikely to be derailed". He said the new Congress party-led government had set ambitious goals and is aiming for real GDP growth of 7-8% per annum over the medium term. "It recognises that this will require further economic liberalisation, but only slow progress is likely over the next couple of years due to political constraints."

Dr N Balasubramanian from the Indian Institute of Management ("IIM") in Bangalore presented on corporate governance.

The Australia India Business Council also held a seminar on the Indian Budget in Sydney to analyse the Indian Budget, the impact of recent changes in India's political leadership and what this will mean for international investors. "The increase in the foreign equity participation cap in the insurance sector to 49% from 26% was an unexpected surprise." said Mr. Mohan Monteiro, Senior Manager Ernst & Young. "Equally welcome surprises were increases in the foreign equity participation caps in the Telecom and Aviation sectors, to 74% and 49% respectively."

The seminar also discussed positive initiatives that have been taken on rationalising the indirect tax system and providing tax incentives to key sectors.

Ms Kerry Ryan, Partner at Deacons also presented at the seminar discussing how to successfully manage legal issues when doing business in India. Ms Ryan covered a number of key legal issues including intellectual property protection, structures and strategies in developing local partner relationships and dealing with the Indian bureaucracy. The function was supported by Ernst & Young.

## 21st Asialink Lecture—Mr Narayana Murthy

Mr Narayana Murthy, Chairman of the Board and Chief Mentor, Infosys Technologies Limited presented the 21<sup>st</sup> Asialink Lecture in Melbourne.

One of India's most successful multinationals, Infosys develops software applications in the sectors financial, retail, telecommunications and hi-tech manufacturing. Last year the company's revenue was US\$1.06 billion. Infosys has a market capitalisation of around US\$12 billion on NASDAQ.

Mr Murthy presented lessons for business leaders, in a speech entitled "Running the Infosys Marathon".

Chairman of the AIBC Neville Roach said the growing stature of India on the world business stage was evident from the large number of business and government leaders who attended the lunch. "Mr. Murthy is one of the great leaders of the new India and the sellout blue-chip audience highlighted the growing stature of Indian business"

### Narayana Murthy on Value Systems:

- It separates the men from the boys.
- It provides us energy and enthusiasm in moments of our tribulation.
- Our value system can be summed up as "the softest pillow is a clear conscience."

### On Progress:

- Progress comes from positive change.
- People have to see benefit for themselves in every change.

### On Leadership:

- It is the task of the leaders to sell every change.
- Every situation is what you make it to be. Confidence is half the battle. Leadership is making the impossible look possible. Leadership is about raising aspirations, about making people dream big and achieving them. I believe that our aspirations are our possibilities.
- Leaders encourage an environment of openness, meritocracy, debate and disagreement so that they can get the best advice from the best people. Such an organisation will not go through any crisis.
- At Infosys, we believe in the adage: "You can disagree with me as long as you are not disagreeable."

### On Customers

- Growth comes from repeat business; repeat business comes from relationships and relationships from trust – trust that emanates from a belief that you will not short change the customer under any circumstances.

### On Employees:

- The market capitalisation of Infosys is US\$12 billion at 9am when our employees are working and is zilch when they leave for home at 5pm.



Mr Narayana Murthy, Chairman of the Board and Chief Mentor, Infosys Technologies Limited.

## **18<sup>th</sup> IDP AUSTRALIAN INTERNATIONAL EDUCATION CONFERENCE, Sydney 5-8 October 2004**

IDP Education Australia hosts the largest international education conference in the Southern Hemisphere. From 5<sup>th</sup> – 8<sup>th</sup> October, more than 1300 delegates will gather in Sydney to discuss international education and development issues.

The conference provides world class content and special interest forums featuring 200 expert speakers and excellent networking opportunities with more than 1,300 delegates from countries including Australia, USA, UK, Canada, China, Asia, Middle East and Gulf States.

The theme of the conference is *Cultural Understanding and Development through International Education*. Amongst the many participants at the event will be delegates from the Middle East and Gulf States and a focus of the conference will be on the ways in which individuals and the organisations to which they belong can broaden their understanding of Islamic culture and beliefs.

There are many global issues which have an impact on international education and development. The Conference will look at important topics including the Australia/US Free Trade Agreement, Government Immigration Policies and the WTO General Agreement on Trade in Services. Delegates can also catch up with the latest research on areas such as the increasing value of the Australian Dollar on the demand for International Education in Australia, UK's Vision 2020 – forecasting international student mobility and whether employers consider overseas study an asset.

*IDP Education Australia is pleased to offer AIBC members a 15% discount on the standard registration rate. To register, please complete the registration form online ([www.idp.com/conference](http://www.idp.com/conference)), mark "AIBC member 15% off full conference registration" at the top of the completed form and fax to IDP Conference team (02) 8251 2780. For more information on the Conference and pre-conference workshops addressing topical and current international education issues visit: <http://www.idp.com/conference>*

### **India Economic Survey (2003-04)**

The Indian Finance Ministry released its annual Economic Survey (2003-04) on 7 July.

Fiscal Deficit: The fiscal deficit for the Federal Government was 4.6% in 2003-04, lower than the forecast of 5.6% in the interim budget (brought down in February 2004).

Trade: The level of foreign exchange reserves (USD119.3 billion) provides the government with the opportunity to deepen trade reforms and affect other administrative measures. Reserves grew by USD36.9 billion in 2003-04.

Foreign Direct Investment: FDI is up for the 2003-04 financial year, however it is still down from 2001-02 levels (FDI was at USD3.6 billion in 2002-03, and at USD4.7 billion in 2001-02). The Reserve Bank of India estimates FDI at USD4.5 billion for 2003-04.

Portfolio Investment: Net inflow in stock market investment was USD7.6 billion in the first three quarters of 2003-04. This was a sharp increase from net inflows of USD 0.9 billion in the previous year. The positive trend is attributed to India being considered more attractive than other emerging markets.

Infrastructure: Investment in infrastructure as a percentage of GDP fell to 3.7% in 2002-03 from 5.4% in 1993-94. Given the enormous resources required for infrastructure development, the government wants increased private sector involvement in this area.

Industrial Growth: Industry grew at 6.9% in 2003-04, up from 5.7% in the previous year. The principal growth areas were manufacturing, mining and electricity.

Agriculture: Food grain production in 2003-04 reached 210 million tonnes, up 21% from the previous year. The Survey considered the outlook for agriculture (which contributes 22% to GDP) to be bright, taking into account the forecast of normal mid-year rains.

## An Indian Summer?

*Tim Harcourt, Chief Economist, Australian Trade Commission*

We've heard it time and time again that India is the 'next best thing' for Australian exporters but some claim that not much has happened. But is today's India different? How are Australian exporters faring in the new India?

According to Mike Moignard, Australia's Senior Trade Commissioner in New Delhi, Australian business is awakening quickly to the opportunities to be seized in the Indian sub-continent. "Economic growth in India is averaging between 4 and 7 per cent over the past five years and with a population of over 1 billion people (which will eventually outstrip China) and with a middle class of 285 million the opportunities are boundless" he says.

"Many Australian companies are investing in India, such as AMP Sanmar, Lumley Technology, The Cookie Man, and, of course, Fosters and we are building up close relationships between Australian and Indian business" he says. Examples include India's IT giant Tata, who won the contract to upgrade Woolworth's IT systems.

One major factor has been India's economic reform process, which began with the passing of the cold war. Whilst India - as a non-aligned nation - which flirted with Fabian socialism of the Nehru-Gandhi family variety and had been relatively closed to trade and foreign direct investment, in the 1990s it began to embrace the open economy. Tariffs and quotas were reduced, foreign direct investment (FDI) was at last embraced, and the previously shunned Indian 'Diaspora' (Indians living overseas) were made welcome back in Mother India. In an influential article written this year for Foreign Policy, two US-based academics, Yasheng Huang and Tarun Khanna, compare the Indian and China models of development. Whilst noting that the Indian reforms have come much later than China's, they do think that India has some comparative strengths to draw upon. Strong democratic and judicial institutions, corporate governance and rule of law (partly a British legacy), a large number of Indian grown companies competing abroad (Tata, Infosys, Sundaram Motors, Wipro, Ranbaxy and Dr Reddy's Labs), a well educated Diaspora, and strengths in knowledge based industries were all highlighted as reasons to be optimistic about India's growth prospects.

**Diaspora** was the theme of the third international conference organised by the Association for the Study of Australasia in Asia (ASAA) at Trivandrum, Kerala from 8 - 10 July 2004. A wide range of papers were presented by scholars and writers from Australia, India, New Zealand, Singapore and Sri Lanka. The conference provided a forum to discuss the impact of the diasporic experience as reflected in literature, society, politics, economics, religion, education and the arts.

The conference was inaugurated by Acting Deputy High Commissioner, Mr John Fisher and presided over by Dr S Kevin, Vice Chancellor of the University of Kerala. Mr Fisher, in his speech to open the conference, remarked on the role of the diaspora in strengthening links between Australian and India and in promoting a greater understanding of both countries. The Indian diaspora in Australia was long-established but had recently begun to grow more quickly and would have a greater role to play than in the past.

Prominent among the Australian academics were Bill Ashcroft, Nicholas Hasluck and Adrian Mitchell. Aboriginal writers Kay Welley and Noel Morrison also spoke at the writers forum. Australian universities represented at the conference included Edith Cowan University of WA, Murdoch University, Flinders University, University of Tasmania, Curtin University, ANU, Deakin University, Wollongong University, University of Sydney, University of Canberra and the University of Notre Dame. The conference was convened jointly by Dr Cynthia vanden Driesen of Edith Cowan University and Professor K Radha of the University of Kerala, and hosted by the Mar Ivanios College in Trivandrum. Conference supporters included the AIC, WA Department of Industry and Resource, Edith Cowan University and the University of Canberra.

As the authors themselves concluded: "The Indian Diaspora has famously distinguished itself in knowledge-based industries...With the help of its Diaspora, China has won the race to be the world's factory. With the help of its Diaspora, India could become the world's technology lab."

Australia has indeed been one of the main beneficiaries of the policy-shift in New Delhi. In fact, over the 1990s, Australia's merchandise exports to India grew 50 per cent faster than they did globally.

In fact, Australia's growth in exports to India was faster than to Malaysia, Singapore, Indonesia, Japan, Taiwan, and Korea. In the 'Weary' Dunlop Asialink lecture recently in Melbourne, the Governor of the Reserve Bank of Australia, Ian Macfarlane, noted India's rise in Asia and its potential importance to Australia, together with China.

"If India emerges as a second Asian engine of growth, Australia will face new opportunities and challenges. But we are well placed to respond to its increasing demands for imports of food, materials and inter-mediate goods. As with Korea, Australia has had a rising share over the past five years of India's imports of materials" he said.

**An Indian Summer? (continued)** In addition, on the services front, India has been a good market for education and tourism. According to Senior Trade Commissioner Moignard “Student numbers have grown ten-fold since 1993, and tourism numbers have grown from 3,000 to 30,000 over the same period.” People links and the 200,000 strong Indian community in Australia have also assisted this.

And also on the services side – in terms of cultural exports – don’t forget ‘Bollywood’! The Indian film industry produces over 1000 films a year at the cost of A\$ 1 billion with studios in Film City (Mumbai), Chennai and Hyderabad. The films are made to satisfy the 20 million-plus patrons who visit the country’s 13,000 cinemas every day. Australia has proved to be a popular choice by Bollywood filmmakers for location shots, post production work, animation, and special effects where our attractive locations and the skills of our film industry workers make us very competitive. According to the Australian Trade Commissioner in Mumbai, Don Cairns, “The ongoing demand for new material presents huge opportunities for Australia which is fast becoming a preferred destination for Indian film, TV Commercials and music video producers. The interest from the local industry in Australia has been very positive, despite strong competition from the Germans, New Zealanders, Swiss and the French”.

In conclusion, we are going to hear more about India, as well as China in terms of Australia’s trading future. India will be a place to watch and to engage with for Australian exporters and entrepreneurs.

### Film Industry Collaboraion Remains Strong

During the first half of 2004, collaboration between the Australian and Indianfilm industries remained strong, with many bilateral activities initiated by members of Australia India Business Council’s *Film Arts Media Entertainment (FAME) Council*.

FAME council member MG Distribution is the largest film distributor for Indian films in Australia, and has been instrumental in bringing Indian cinema to mainstream Australian audiences. MG Distribution’s second annual Indian Film Festival in Australia opens at Cinema Paris at Fox Studios, Sydney on 2nd September and travels to 24 locations. For 129 days, 12 of last years most popular and critically acclaimed films will be screened across all Australian capitals - 379 screenings in total.

MG Distribution have signed an agreement with Plan International Australia to raise funds for underprivileged Indian children at the 2004 Indian Film Festival. This year Mr Yash Chopra, iconic Indian producer-director, will be the festival patron.

Australian film projects related to India have received development, finance and other forms of support from state and federal film bodies in Australia, including the feature length documentary *Bollywood Bazaar* and feature film *Bollywood Masala*.

FAME members, including films and casting TEMPLE, In Motion Location, Black Cat Production, Take Aim, CineOz and Lambert Camera have been involved in major projects related to Indian films, TV, and TV commercials in 2004. These have been shot in Brisbane, Melbourne, Perth, Sydney, Mumbai, and Goa.

“Five years ago Indo-Australian film links began as a zero dollar industry” said Mr Anupam Sharma, Head of the FAME Council. “However Bollywood down under has now grown exponentially to become a multi-million dollar industry. There have been over 100 Indian projects completed between India and Australia over the past 5-6 years and there

### Drama Co-operation

Australia’s National Institute of Dramatic Art (NIDA) and India’s National School of Drama (NSD) based in New Delhi have enjoyed a long period of co-operation. NIDA’s Director, John Clark AM has directed two productions at the NSD and in early 2004 Peter Cooke, NIDA’s Deputy Director and Head of Design, spent two weeks teaching at NSD. John Clark and Peter Cooke will direct and design a production at NSD in 2005.

In 2003 Professor Devandra Raj Ankur (Director of NSD) and several staff members visited NIDA. They also conducted a workshop for members of the Indian community in Sydney.

As the Australia-India Council (AIC) aims to encourage the development of links between institutions in Australia and India and to broaden relations in areas such as the arts, the AIC has collaborated with NIDA in sending a collection of textbooks on design, theatre skills and other related topics to supplement the resources of the library at NSD.



Peter Cooke, Deputy Director and Head of Design, NIDA with second year students in design from the National School of Drama in their outside theatre.

## Board Appointments ~ Australia India Council

Mr Darren Gribble has been reappointed, and Ms Suzanne Davies appointed to the AIC Board for a period of three years commencing 8 July 2004.

As Australia's High Commissioner to India from 1994 to 1997, Mr Gribble has made a substantial contribution to AIC activities since he was first appointed to the Board in 1997. Mr Gribble will continue to bring an astute understanding both of India and of Australian government policy to Board deliberations.

Ms Davies joins the Board with broad experience in the arts community, including as Director and Chief Curator of RMIT Gallery in Melbourne and President of Museums Australia (Victoria). Her expertise will be a valuable asset in strengthening Australia's cultural ties with India.



Mr Darren Gribble and Ms Suzanne Davies.

## Executive Committee of the Australia India Business Council

The Australia India Business Council held its 2004 AGM, in June. Two new Executive members have joined the Committee:

**Mr Ravi Bhatia (Melbourne)** Ravi is currently the Chairman of ACMS, a start-up venture capital company in the ITES BPO sector. He is the former Chief Executive Officer of the Virtual Communities Group of companies. Ravi is also the founder of Primus Telecommunications and iPRIMUS in Australia and was the Chief Executive Officer of that company for six years. Prior to Australia, Ravi has worked in senior management positions with major global telecommunications organizations in the U.S., Europe and Asia, including MCI, Siemens and OTC, Australia's only international telco at that time. He is a graduate electrical engineer from the IIT New Delhi.

**Ms Kerry Ryan (Sydney)** Kerry is a partner in the corporate and commercial group at Deacons. Kerry has extensive experience advising on general corporate and commercial matters, the acquisition and disposal of private companies and businesses and cross-border transactions. In addition to her Australian experience, Kerry has spent a total of six years working in India, Indonesia and Singapore, advising clients on issues affecting their off-shore investments and trading arrangements, including entry strategies, joint ventures, anti-trust issues, protection of intellectual property and compliance with local regulatory requirements. Kerry is co-principal of Deacons' Indian practice group.

At its first meeting on 12 July 2004, the Executive Committee appointed Rakesh Ahuja to the committee as Vice-Chairman responsible for the AIBC Chapter in Canberra.

**Mr Rakesh Ahuja (Canberra)** Rakesh served for twenty-eight years with the Australian Department of Foreign Affairs and Trade. His diplomatic postings included China, the then Soviet Union, Vietnam and India. Appointed Director of the Department's South Asia Section in 1992, he was subsequently posted as Deputy High Commissioner to New Delhi (1994-1999). Rakesh now heads a Consultancy Group, which facilitates Australia-India business ventures by formulating trade strategies, undertaking political and economic risk analyses, and by providing training on inter-cultural issues. He is an Adjunct Professional Associate at the School of Creative Communication, University of Canberra. Rakesh writes regularly on developments in India.

"I am delighted to have Kerry, Ravi and Rakesh on the Executive Committee. They bring significant and diverse skills to the committee which will add considerable value to the development of the council" said Chairman of the AIBC, Neville Roach AO.

These members join existing members on the Committee:

Mr Neville Roach AO; Ms Lindy Hyam (IDP Education); Mr Shabbir Wahid (Asiaworld Shipping); Mr Rana Pala (BDO Chartered Accountants); Mr Paul Dominic (Dominic Stammers); Mr Mohan Moneiro (Ernst and Young) Mr Anupam Sharma (films and casting TEMPLE Pty Ltd); Mr Harvi Chugh; and Ms Gayle O'Brien (Dept of Premier and Cabinet QLD)

### **Australia India Business Council Launches ACT Chapter**

In July, the Chairman of the Australia India Business Council (AIBC), Mr Neville Roach AO, announced that the Council had decided to establish an ACT Chapter.

“The Council’s presence in Canberra will strengthen its capacity to develop close links with the Federal and ACT Governments and to foster local businesses with existing or potential interests in the Indian market” he said.

Mr Peter Gordon, Executive Director of the ACT Office of Business & Tourism, inaugurated the Chapter on 20 July. He warmly welcomed the Council’s decision. “The Government is committed to assisting enterprises in the ACT to develop an export capability, reflecting their innovative skills and openness to exploring international markets”, he said. He noted that commercial complementarities existed in several sectors between local business and the emerging Indian market, ranging from information technology to wine.

The launch was also addressed by the Indian High Commissioner, Mr Prabhat Shukla, and Mr Garry Draffin, CEO, Invest Australia.

The Council has appointed Mr Rakesh Ahuja, former Australian Deputy High Commissioner to India, to head AIBC, Canberra. “The ACT Chapter will undertake a focussed programme of activities of interest to local enterprises, Industry Associations and Government Departments. This will include seminars on current economic developments in India, and hosting events on specific commercial issues in association with Australian and Indian speakers and visitors”, he said.

### **Australia India Business Council Launches Banking, Insurance and Financial Services Chapter**

The Australia India Business Council launched its Banking, Insurance and Financial Services Chapter on June 25 in Sydney. The function was supported by Commonwealth Securities. India has a long tradition of funding business growth through the capital markets. According to S&P, in 2003 India had well over 5 650 listed companies compared to 5685 in the United States, 3058 in Japan and 1701 in the United Kingdom. Whilst market capitalisation grew phenomenally in 2003, the overall capitalisation figure remains below that in some other emerging markets. Despite this, Foreign Institutional Investor interest in Indian capital markets remains strong.

Mr Gerard Pacheco, who headed up Banker’s Trust in India and was Vice President at GE Capital in Sydney, believes that India offers good opportunities for Australian financial institutions and service providers. “India has a large population, robust consumption growth, developing capital markets and established financial services infrastructure. Following the record 80 percent surge in the stock markets indices last year, the markets have been volatile. However, they have since stabilised, following efforts from the incoming government to demonstrate - in its budget and its Common Minimum Programme - that economic reforms will continue.”

Consul General of India Mr Ganapathi emphasised the reform credentials of new Indian Prime Minister Manmohan Singh and Finance Minister P Chidambaram.

Mr Irfan Patel, Vice President of Commonwealth Securities introduced seminar participants to the *Capital India* fund. The fund offers Australian investors the opportunity to invest in the growth of the S&P/CNX Nifty Index of the National Stock Exchange. When launched, *Capital India* was the only Australian vehicle providing investors direct access to the Indian share market.

By launching the Banking Insurance and Financial Services Chapter, the AIBC seeks to encourage Australian finance professionals to consider India-related opportunities in banking, insurance and financial services. “We expect the Banking, Insurance and Financial Services Chapter to develop into a strong industry chapter of the AIBC” said Mr Harvi Chugh, Executive Committee member of the AIBC responsible for vertical chapters. “I would encourage AIBC members from the banking, insurance and financial services industries to participate in the chapter’s activities and help drive its development.



L to R: HE Mr PP Shukla, High Commissioner of India; Mr Neville Roach AO, Chairman of AIBC; Mr. Peter Gordon, CEO Business ACT); Mr Craig Sloan (Chairperson Canberra Business Council) and Mr Gary Draffin, CEO Invest Australia

## Tourism and Business Entry Seminar

The Australia India Business Council held a Tourism and Business Entry seminar in Melbourne on 31 May to discuss two-way India-Australia tourist trade and strategies for business entry to India.

The Seminar was supported by Asialink, India Tourism and the Australian Tourist Commission and was held to coincide with the largest tourism convention in the southern hemisphere: Australian Tourism Exchange.

The speakers were Mr. Ganapathi, Indian Consul General, Ms Maggie White, General Manager of Australian Tourist Commission, Ms. Charmaine Fernz, Indian Express and Mr Anil Oraw, Director, India Tourism, Sydney.

Ms Maggie White presented the ATC strategy for India while Anil Oraw presented the Incredible India campaign and highlighted investment opportunities in the Indian tourism sector. Mr Ganapathi commented on the results of the recent elections in India.

Despite vast differences in population, economic growth and industry structure, tourism is a key industry sector for both Australia and India.

India is seen as a key growth market for tourists to Australia. In 2003, there were over 45 000 visitor arrivals from India. Of these, 44 percent of Indian tourists traveled to Australia on holiday, while around 22 percent came on business, and 20 percent to visit friends and relatives.

In 2003 foreign tourist arrivals in India totalled 2.75 million. Arrivals from Australasia comprised around 68000, reflecting 23% growth in tourists from Australia and 45% growth in tourists from New Zealand in 2003. Tourism is the third largest foreign exchange earner in India.

Mr Shabbir Wahid, Vice Chairman of the AIBC Victoria chapter said that ATC's strategy has worked successfully to raise the profile of Australia amongst the target group of India's population as something special and aspirational.

Shabbir added that it is focused on building awareness of the destination as evidenced by Indian TV audiences being exposed to Melbourne landscapes and lifestyles via a series of episodes of the number one weekly TV serial entitled "Kahani Ghar Ghar Ki" (Story of every home). This series screens on Channel Star Plus, is beamed to 63 countries and is watched by 47 million people in India, and millions in South East Asia. The show has topped Indian television ratings for the past two years. Indian production company Balaji Telefilms Ltd - which produces Kahani Ghar Ghar Ki, Balaji Telefilms Ltd - produces 12 programs that account for 25 of India's TOP 50 on-air slots weekly.

"Melbourne locations have been beautifully interwoven into the main plot of this top Indian soapie" said Black Cat Productions producer, Ms Mitu Bhowmick Lange. "It was a unique and fun experience to combine our absolutely beautiful scenery and urban landscapes with this riveting top-rating television series." Melbourne based Black Cat Productions assisted with production of the Indian television series, in Melbourne.

## Visit By India's Basic Chemicals, Pharmaceuticals and Cosmetics Export Promotion Council

On 22 June, the Indian Consulate General (Sydney) invited members of the Australia India Business Council and the Australia India Chamber of Commerce (NSW) for a discussion with business delegates from India's Basic Chemicals, Pharmaceuticals and Cosmetics Export Promotion Council (CHEMEXCIL).

CHEMEXCIL was set up by the Indian Ministry of Commerce to promote exports. The organisation also assists Indian companies to locate foreign suppliers.

The nine-member delegation from the Indian chemicals, pharmaceuticals and cosmetics industries met with local business representatives. The delegation sought information on joint ventures with Australian companies, appointing distributors in Australia and representing allied Australian companies in India.

AIBC member Mr Robert Krakowiak, General Manager Bio Medical Development, delivered a presentation on the Australian health industry.

## **Border-Gavaskar scholarship program brings three young Indian cricketers to Brisbane**

Three of India's most promising young cricketers have arrived in Brisbane to undertake a five-week training program at the Commonwealth Bank Centre of Excellence (CBCE) as part of the annual Border-Gavaskar Scholarship Program. Mr Shikhar Dhawan (left hand opening batsman), Mr Suresh Raina (left hand middle order batsman/right hand off spinner) and Mr Yalaka Venugopala Rao (right hand batsman) are the recipients of the 2004 scholarships funded by the Australia-India Council (AIC).

The Indian trio will receive specialist coaching during their five-week stay in Australia, under the guidance of CBCE senior coach and former Australian player, Damien Fleming. The three scholars were chosen by a selection panel established by the former Indian great, Sunil Gavaskar. Former scholarship holders include current Indian wicket-keeper Parthiv Patel, who visited the CBCA in 2001, later making his Test debut against England in August 2002 and L Balaji, who also recently toured with the Indian test team to Australia.

Fleming said the scholarship program was a great initiative and valuable opportunity for emerging young players to gain experience. "One of the most important aspects in developing your ability as a player is to gain as much experience as you can, by being exposed to different environments and conditions," said Fleming.

"The Border-Gavaskar Scholarship Program gives young Indian cricketers that chance. The players will be able to see how their Australian counterparts train at the CBCE, and participate in some specific training programs that we have developed to meet their individual needs. Cricket is such a significant part of the Indian culture and through the close relationship between our countries, we can share knowledge and experience to make sure the game remains strong and healthy at an international level," said Fleming.

Welcoming India's young cricket ambassadors, AIC Chairman Michael Abbott QC said the AIC was delighted to support the cricket scholarship program, now in its fifth year.

"By building on - and strengthening - Australia's cricketing links with India, these scholarships play an important part in the AIC's program to promote mutual understanding through exchanges in many areas, including sport," said Mr Abbott.

The Board of Control for Cricket in India also contributed toward the scholarship program, allowing the players to extend their stay at the CBCE by one week.

## **TAFE WA Adopts India Strategy**

The publicly funded vocational education colleges in Western Australia have developed a strategy to help the colleges increase their presence in the Indian vocational education training market. Known collectively as TAFE WA, the 10 colleges in the state coordinate their international activities through a division of the Western Australian Department of Education and Training known as TAFE International WA.

The Strategy is the outcome of a visit to India of the then state Minister for Training John Kobelke to India in February 2002. The Strategy commits resources for the next two years to employ a dedicated project officer for India. The project officer will increase marketing activity in order to both deliver larger numbers of Indian students to colleges in Western Australia and to enable Western Australian colleges to auspice the delivery of Australian vocational courses in India.

Developing skill centres with industry organisations and short industry-led courses are also target activities in the Strategy.

Initially the focus will be on the state of Maharashtra, where the Western Australian government has established a trade office. Research is being carried out on the industry development directions of the state, and an analysis of the future skill requirements associated with the development will be conducted. From this information, targeted skill training programs will be offered to industry in Maharashtra to build the foundation for a long-term relationship in India.

Malcolm Goff, the chair of the India Strategy Steering Committee said the Strategy was recognition of the extensive opportunities for vocational training services existing in the Indian market. "The Indian market is a long term market, and the Western Australian government recognises it will take commitment over the longer term to develop it", Mr Goff said.

"The relationships and networks with Indian industry built up through the provision of vocational training skills will be important to the development of economic and trade links between Indian and Western Australian firms."

"The vocational training sector is prepared to commit to its part in the building of long term economic links with India", Mr Goff said.

For further information Mr Goff can be contacted at Challenger TAFE by email [Malcolm.goff@challengertafe.wa.edu.au](mailto:Malcolm.goff@challengertafe.wa.edu.au).

## **AIBC Seminar on India's Consumer Markets**

The Australia India Business Council ran a seminar in Sydney on 24 May, with the support of the NSW Department of State and Regional Development, to discuss the growing consumer market in India.

The seminar featured a panel of speakers with many years of experience in doing business in Asia, including India. Mr Robert Krakowiak, Mr Les Baxter and Mr Rony Kurian spoke on the medical, education and fresh food sectors respectively. All speakers commented on the dramatic changes in the Indian consumer market over recent years.

Indian consumer spending has been encouraged by strong GDP growth, which has in part been powered by one of the best monsoons in recent times. A regional survey of consumer sentiment, conducted by AC Nielsen earlier this year, found that Indian consumers' confidence was the most buoyant in Asia. The lowest interest rates in 30 years and loan growth of over 15% year-on-year supported spending on durables, which grew at over 20 percent year-on-year (Feb 2004). In March 2004, car production and sales exceeded 100,000 units a month. Mobile phone sales have boomed in rural areas with over 200% year-on-year growth in March 2004.

The AIBC seminar sought to give participants insight into the Indian consumer market for Australian goods and services.

### **Indian Consumers of Australian Education Services**

- India is currently the 3rd biggest source market for international higher education in Australia
- Indian students contribute approximately \$200m to the Australian economy annually and the potential for future growth is enormous (AEI, 2002)
- In 2003 there were 14 386 Indian students onshore in Australian institutions (all sectors and modes of study)
- 12,340 or 86% were enrolled in Higher Education; 57% were enrolled in a Masters by Coursework program
- By 2025 it is forecast that there will be 81 350 international higher education students from India onshore in Australian institutions – a growth rate of 12% compounded annually
- India is experiencing unprecedented growth in student visas issued, having increased by 128% in the calendar year 2003
- 85% of the visas issued in 2003 were for postgraduate education
- Australia attracts around 7-8% of all Indian students studying overseas

## **Indo-Australian Chamber of Commerce visits Australia**

The Australia India Business Council hosted a delegation from the Indo-Australia Chamber of Commerce, Chennai (IACC) in May 2004. The Chamber works closely with government, industry and trade bodies to promote Indo-Australian business relations. The 18-member delegation, under its director Mr C Sarat Chandran, visited Perth, Melbourne and Sydney. Mr Chandran said the IACC remains the only bilateral Chamber in India connecting India and Australia. "With over 500 members the Indo-Australian Chamber of Commerce represents the largest constituency of Indo-Australian businesses".

The delegation met with local business groups in Perth and Melbourne. The AIBC worked together with Sydney West Marketing in Parramatta, to arrange a tour of the western Sydney region. The delegation met with representatives from a variety of industries including textiles, food, business services, and education. The group toured Parramatta and Sydney Olympic Park, and heard presentations from Baulkham Hills Shire Council, Parramatta City Council, Sydney Olympic Park Authority, Sydney SuperDome and Sydney Graduate School of Management. AIBC members were offered an opportunity to meet with the business delegates from Chennai at a networking seminar in Sydney, which was supported by the NSW Department of State and Regional Development.

## Training programs for HIV/AIDS in Asia

The “3 by 5” program coordinated by the World Health Organization (WHO) aims to have 3 million people with HIV infection receiving anti-HIV treatment by the end of 2005. This program has resulted from the manufacture of generic drugs in countries such as India which have dramatically reduced the price to around US\$300 per year per person, making these treatments more generally affordable.

However it is not just a matter of providing cheap drugs. Doctors need to understand how to prescribe these complicated drugs and have access to appropriate infrastructure, such as cheap tests to decide who needs treatment, and whether the treatment is working.

The Australia-India Council has sponsored two major projects in India

- 1) A train-the-trainer program to educate Indian doctors on the use of anti-HIV drugs.
- 2) A program to transfer technology into laboratories, teaching lab technicians how to perform low cost tests to monitor HIV infection

### What is the Train the Trainer Program?

This program was designed to teach Indian doctors how to safely prescribe anti-HIV drugs and to provide them with materials (lectures on CD, manuals, up-to-date journals and books) and training skills so that these newly trained trainers could then go and teach more doctors.

The Train the Trainer program for Indian doctors involved sending three Australian doctors who have expertise in HIV/AIDS to four cities in India (Delhi, Kolkata, Mumbai and Chennai) to conduct training programs. In each of these cities 10 doctors with ranging levels of knowledge of HIV/AIDS participated in the program. Forty doctors were initially trained in the first part of this program (completed 2003, funded by the Australia India Council).

These doctors all agreed to each teach a further 10 or more doctors in rural and urban settings in the second phase of the program (ongoing). By the end of July 2004 approximately 250 doctors will have participated in this training program in a total of 12 cities in various parts of India. The aim is to train 1000 doctors by 2005.

The second phase of this program has been sponsored by Australia India Council in partnership with the Confederation of Indian Industries and the National AIDS Coordinating Organization in India. Evaluation of the training programs is ongoing. Training programs for nurses and pharmacists are planned.

### What was the laboratory program?

The laboratory program has trained technicians in Chennai and Mumbai laboratories in how to perform low cost manual assays to measure how much damage HIV has done to the immune system (CD4 test) and measure the amount of HIV present in blood (viral load test). This involved sending an Australian scientist with expertise in these tests to teach the Indian technicians, and then to return in 6 months to evaluate the success of the training. This was funded by the Australia India Council.

These laboratories have also sent technicians to Australia for further training (sponsored by Fogarty International, National Institutes of Health USA).

Quality Control programs have also been established and each laboratory is being assisted with international participation in quality assurance programs to ensure the results of their tests are correct. These laboratories are now providing low cost tests for monitoring patients with HIV infection as well as participating in clinical trials to examine the efficacy of new treatments in India.



Participants in the “Train the Trainer program” and “Low Cost Tests for HIV Monitoring program”, Chennai

## **2004 Australia India Business Exchange Program (AIBEP)**

The Australia India Business Exchange Program (AIBEP), sponsored by the Australia-India Council and administered by the Australia India Business Council, aims to improve Australia's bilateral business relationship with India by giving high-potential Australian and Indian business men and women the opportunity to live and work in each other's country.

These exchanges will enable participants to gain familiarity with the hosting country's business environment, economy, society and culture, as well as their own company's relations with its partners or traders in the host country.

"The Business Exchange programme is an excellent vehicle for promoting business links between Australia and India because it helps delegates to gain first hand experience of the other country while acting as ambassadors for their home country". said Neville Roach AO.

AIBEP is directed to employees of companies and organisations with established business links to Indian enterprises. AIBEP will assist one Australian and one Indian executive to travel and live in each other's country by offering a grant of up to AUD 10 000.

Recipients are encouraged to undertake some form of structured study experience or training during the visit that is of benefit to the recipient and his/her organisation's current or future corporate strategy.

AIBEP is open to high-potential business men and women with a minimum of three years business experience, whether they be employed by member or non-member companies, or business-related organisations of the Australia India Business Council.

Applicants will be selected by a panel of representatives of the Australia India Business Council and the Australia-India Council.

To request an application form, contact the Secretariat of the Australia India Business Council: Email: Divya Raghavan [divya.raghavan@aseanfocus.com](mailto:divya.raghavan@aseanfocus.com); Phone 02 8234 7400. Applications should be submitted by Thursday September 30 2004.

## **Arts Residencies in India 2005**

Applications are now open for the 2005 round of Asialink's Arts Residency Program. Residencies provide an opportunity for Australian arts practitioners to spend up to four months living and working in an Asian country.

Asialink Residencies offer the challenges and rewards of in-depth cultural exchange only possible through an extended stay in an Asian country. The Asialink Residency program provides a grant of up to \$12,000 towards travel, living and project expenses and provides a network of initial contacts in the host country.

The program aims to expand the experiences available to Australians in Asia, to develop projects related to the host country and to encourage on-going involvement between Australian and Asian writers, artists and organisations.

Residencies are offered in: Arts Management, Literature, Performing Arts and Visual Arts/Craft. Up to 35 residencies will be offered nationally in 2005. Residencies have taken place in such countries as Cambodia, China, India, Indonesia, Japan, Korea, Malaysia, The Philippines, Singapore, Sri Lanka, Taiwan, Thailand and Vietnam.

**Closing date: Friday September 3, 2004**

**Download guidelines and application forms from the Asialink website:**

<http://www.asialink.unimelb.edu.au/arts/residencies>

**Or request application information from:**

The Asialink Centre  
4<sup>th</sup> floor, Sidney Myer Asia Centre  
University of Melbourne Vic 3010  
Tel: 03 8344 4800  
Fax: 03 9347 1768  
Email: [arts@asialink.unimelb.edu.au](mailto:arts@asialink.unimelb.edu.au)

The Asialink Residency Program is supported by: The Australia Council, Arts Victoria, the NSW Ministry for the Arts, Arts Queensland, Arts ACT, Arts WA, Department of Arts & Museums NT, Arts SA, Arts Tasmania, and the Department of Foreign Affairs and Trade, through the Australia Indonesia Institute, Australia Korea Foundation, Australia-India Council, Australia China Council, the Australian High Commission in Malaysia and the Australian Embassy in Thailand.

## **UPCOMING EVENTS OF INTEREST—AUSTRALIA**

- AIBC 2004 Indian Independence Day Address delivered by NSW Premier, Hon Bob Carr MP, 11 August, Novotel Darling Harbour Sydney, Email [divya.raghavan@aseanfocus.com](mailto:divya.raghavan@aseanfocus.com)
- Launch of the Australia India Information Industries Business Network (ICT Chapter of the AIBC) with Hon Marsha Thomson, Victorian Minister for ICT, 2 August, Melbourne, Email: [divya.raghavan@aseanfocus.com](mailto:divya.raghavan@aseanfocus.com)
- AIBC India Political Briefing, September, Melbourne, Email [divya.raghavan@aseanfocus.com](mailto:divya.raghavan@aseanfocus.com)
- AIBC India Political Briefing, date and venue to be advised, Sydney, Email [divya.raghavan@aseanfocus.com](mailto:divya.raghavan@aseanfocus.com)
- AIBC India Seminar supported by Australian Business Limited, date and venue to be advised, Sydney, Email [divya.raghavan@aseanfocus.com](mailto:divya.raghavan@aseanfocus.com)
- AIBC and Queensland Government India Business Breakfast on India & China, 5 August, Brisbane, Email [divya.raghavan@aseanfocus.com](mailto:divya.raghavan@aseanfocus.com)

## **UPCOMING EVENTS OF INTEREST—INDIA**

- The India Trade Promotion Organisation will be presenting the 24th annual India International Trade Fair (IITF) at Pragati Maidan, New Delhi from 14 to 27 November 2004. The twin themes this year are 1) Agriculture and 2) IT. The 2003 IITF attracted participation of over 7,500 exhibitors from India and abroad, and 77 trade delegations from 33 countries. For further information, Email: [divya.raghavan@aseanfocus.com](mailto:divya.raghavan@aseanfocus.com)
- FICCI Conference “Global Banking Paradigm Shift”, 14-16 September 2004 Bangalore, with Chairman of State Bank of India Email: [finance@ficci.com](mailto:finance@ficci.com)
- FICCI Global Forum on Business Incubation 14-19 October 2004, New Delhi Email: [nirankar@incubatorsnetwork.com](mailto:nirankar@incubatorsnetwork.com)
- FICCI Indiachem 2004, November 3-5 2004, Mumbai Email: [ficciexhibition@vsnl.net](mailto:ficciexhibition@vsnl.net)
- CII Green Building Congress 2004, Hyderabad Email: [gbc@ciionline.org](mailto:gbc@ciionline.org)
  - International Conference on Green Buildings 27-28 August
  - Exhibition on Green Products 26-29 August 2004
  - Seminar on Green Homes 29 August 2004
- CII Lucknow Fair 14-17 October, Lucknow Email: [anwar.ahsan@ciionline.org](mailto:anwar.ahsan@ciionline.org)
- CII Chandigarh Fair, Chandigarh October 30—November 2 New Delhi, Email: [vikas.prabhakar@ciionline.org](mailto:vikas.prabhakar@ciionline.org)
- CII India China Business Conclaves 3 August 2004, Delhi, India, 6 August 2004, Kolkata, India, Delhi—Email: [sonia.bhrara@ciionline.org](mailto:sonia.bhrara@ciionline.org), Kolkata Email—[urmi.dutta@ciionline.org](mailto:urmi.dutta@ciionline.org)
- CII & WEF India Economic Summit, 5-7 December 2004, New Delhi, Email: [neerja.bhatia@ciionline.org](mailto:neerja.bhatia@ciionline.org)

For further events in India, please refer to the website of the Indian Consulate General (Sydney)

[http://www.indianconsulatesydney.org/Programme\\_of\\_Events\\_India.pdf](http://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.

The views expressed within this publication do not necessarily reflect those of the Australia-India Council or the Australia India Business Council. Articles may be reproduced freely with acknowledgement. Please direct your editorial enquiries to [info@aibc.org.au](mailto:info@aibc.org.au)

Subscription to Australia-India Focus is free. To receive Australia-India Focus by email, simply provide your Email Address, Name and Mailing Address to: [info@aibc.org.au](mailto:info@aibc.org.au)

Australia-India Focus is also available from the Australia India Business Council's website at [www.aibc.org.au/news/htm](http://www.aibc.org.au/news/htm) and the Australia-India Council's website at [www.dfat.gov.au/aic](http://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](http://www.dfat.gov.au/aic)

The Executive Director, AIC  
PO Box E8 Kingston ACT 2604  
Telephone +61 2 6261 3839  
Facsimile +61 2 6261 1304  
E-mail: [ausindia.council@dfat.gov.au](mailto:ausindia.council@dfat.gov.au)

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](http://www.aibc.org.au)

The Executive Director, AIBC  
GPO Box 3271, Sydney NSW 2001.

Telephone : +61 2 8234 7410  
Facsimile: +61 2 8234 7499  
E-mail: [info@aibc.org.au](mailto:info@aibc.org.au)