

Canada India Business Forum New Delhi and Mumbai - November, 2019 Summary and Outcomes

Presentation to Development Services Committee
February 10, 2019

Purpose

- To represent the City of Markham and the Canada-India Business Council (C-IBC) at the C-IBC Annual Business Forum in Mumbai in collaboration with the Confederation of Indian Industry (CII)



- To represent the City of Markham at the Indo-Canadian Business Chamber (ICBC) annual business forum in New Delhi



Objectives

- Promote Markham as a prime investment opportunity for India-based investors and business leaders
- Build on prior economic development initiatives and relationships including those with the Canadian Trade Commissioner Service and Ontario International Trade and Investment Office
- Represent Canada-India Business Council
- Support Markham companies and partners doing business in India

Itinerary

- Sat Nov 16 Depart Pearson
- Sun Nov 17 Arrive New Delhi (evening)
- Mon Nov 18 Meetings
- Tues Nov 19 Indo Canadian Business Chamber conference
(evening depart for Mumbai)
- Wed Nov 20 Meetings
- Thurs Nov 21 Canada-India Business Council Forum
- Fri Nov 22 Meetings/Depart Mumbai (evening)
- Sat Nov 23 Arrive Pearson

Conference Participants

- More than 300 industry, government, and post-secondary education participants at ICBC Forum in New Delhi
- More than 400 industry, government, and post-secondary education participants at C-IBC Forum in Mumbai



Conference Speakers

- Vic Fedeli, Minister of Economic Development, Job Creation and Trade
- The Right Honourable Stephen Harper, Harper and Associates
- David Agnew, President Seneca College
- Nadir Patel, High Commissioner for Canada to India
- Annie Dubé, Consul General of Canada to India
- Deval Desai, VP and Country Head Magna International



Summary of Meetings/Events

- 10 Business seminars/plenaries including Seneca MOU signing with Thakur Institute of Management Studies & Research



Summary of Meetings/Events cont'd

- 5 One on One Business meetings
- 6 Business networking receptions including:
 - Canada India Business Council Board of Directors dinner with S. Aiyar, author and political and economic analyst and Invest in Canada
 - Indo Canada Business Chamber Business Lunch
 - C-IBC Forum India market briefing
 - C-IBC Forum business luncheon
 - C-IBC Forum business networking dinner



Outcomes – Building the Markham Brand

- Strengthened relationships with investment channels (Canadian and Ontario Trade Commissioners, Invest in Canada Hub, Canada-India Business Council, Deloitte, ICICI Bank, KPMG, etc.)



- Engaged with post-secondary institutions active in Markham and India including York University and Seneca



Outcomes – Building the Markham Brand

markham.ca/business

Markham Must-Reads



**Markham
Innovates**

Your go-to source
for business news
stories & community
development updates

Markham
Economic
Profile 2019

Business & demographic highlights for Canada's most diverse city



**Annual Report
2018**
Highlighting Markham
achievements



Markham Life Magazine
Connecting you
to everything
Markham

markham.ca/publications



Follow-on Actions

- Host 2 Indian business groups expected to visit in first quarter 2020
- Follow up on potential investment leads and with investment channels
- Follow up on with Markham companies NOVO Plastics and LEA regarding expansion opportunities
- Continue with Canada-India Business Council Board and related business networking and relationship-building in the GTA
- Meeting with Indian Consul General to Canada, Ms. Apoorva Srivastava