



# Miami-Dade County Trade Mission to Mumbai

## CS Mumbai Briefing

*Remarks by  
P Srinivas  
Senior Commercial Specialist*

**October 3, 2007**



## *A new focus on India*

"Last year, our exports to India grew by more than 30 percent. We had a trade surplus of \$1.8 billion in services. India is now one of the fastest-growing markets for American exports, and the growing economic ties between two nations are making American companies more competitive on the global marketplace. And that's helping companies create good jobs here in America... Today India's consumers associate American brands with quality and value, and this trade is creating opportunity here at home."

*President George W. Bush, Asia Society, Washington, D.C.  
February 22, 2006.*



## *A new focus on India*

**“With an open and growing economy, and a billion potential customers, the Department of Commerce believes that in order for American companies to be globally competitive, they need be thinking about India”**

*Under Secretary Franklin L. Lavin, Indo-American Chambers of Commerce,  
New Delhi, India.*

*December 5, 2006.*



# *India – Huge opportunities for U.S. firms*

(Slide 1 of 2)

**GDP:** \$797 billion – Market Exchange rate (\$3.79 trillion –PPP)\*

**Growth:** 9% in 2007 (Services equal approx 50% of the GDP; manufacturing 25%, and agriculture equal 25%)

**Retail Mkt. Size:** \$205 billion (only 3.9% is organized retail)

**Direct Sales:** Approx \$400 million with 1 million sales persons

\*Source – Economist



## *India – Huge opportunities for U.S. firms* (Slide 2 of 2)

|                   |  |
|-------------------|--|
| Growth of Malls:  | 375 shopping malls by 2007 from 25 in 2003;<br>Est. space: 90 mill square feet |
| Population:       | 1.1 billion (Urban population – 28.4%)   |
| Purchasing Power: | Fourth-largest in the world  |
| Youth Power:      | 58% under the age of 25 (= 564 million, twice total population of US)          |

\*Source – Economist



# Best Export Prospects

- Airport & Ground Handling equipment
- Computers & Peripherals
- Education Services
- Electric Power Generation, Transmission & Distribution Equipment
- Food Processing Equipment

# U.S – India Trade

- Total Bilateral trade in 2006 was \$32 billion
- U.S. Exports to India in 2006 increased to \$10 billion, a 27% increase over 2005.
- Imports from India in 2006 totaled \$22 billion, a 16 percent increase over 2005.
- The 2006 trade deficit with India was \$12 billion, 8% increase over 2005.



# Top 10 U.S. Business Obstacles

(Slide 1 of 2)

- Excessive government interference
- High tariffs and excessive indirect taxes
- Slow Reform Process
- Restrictions on foreign investment; differential tax rates for foreign companies
- Substandard infrastructure with excessive Companies



# Top 10 U.S. Business Obstacles

(Slide 2 of 2)

- Questions about “sanctity of contract”
- Weak protection of intellectual property
- Mid-govt. rule revisions
- Lack of transparency
- Regional decisions contradict Govt. of India policy



# The U.S. Commercial Service Programs Overview

- Worldwide network - 157 offices in 83 countries
- 109 U.S. Export Assistance Centers (USEACs) throughout the U.S.
- Help with homework
- Comprehensive solutions to international trade challenges
- Introduction to overseas business partners
- Helping U.S. firms realize their export potential
- Advocates on behalf of U.S. businesses abroad

# CS INDIA SERVICES



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*Department of Commerce*

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- Professional counseling regarding market entry strategies
- Advocate on behalf of U.S. business interests
- Promote U.S. products in the Indian market
- Performing due diligence
- Protecting Intellectual Property

# Important Websites (Slide 1 of 2)

## Business Chambers

- ❖ [www.ciionline.org](http://www.ciionline.org)
- ❖ [www.ficci.com](http://www.ficci.com)
- ❖ [www.amchamindia.com](http://www.amchamindia.com)
- ❖ [www.uschamber.com](http://www.uschamber.com)
- ❖ [www.usibc.com](http://www.usibc.com)
- ❖ [www.nasscom.org](http://www.nasscom.org)

## U.S. Government

- ❖ [www.newdelhi.usembassy.gov](http://www.newdelhi.usembassy.gov)
- ❖ [www.ita.doc.gov](http://www.ita.doc.gov)
- ❖ [www.export.gov](http://www.export.gov)
- ❖ [www.tda.gov](http://www.tda.gov)
- ❖ [www.exim.gov](http://www.exim.gov)
- ❖ [www.opic.gov](http://www.opic.gov)
- ❖ [www.buyusa.gov](http://www.buyusa.gov)

# Important Websites

(Slide 2 of 2)

Indian Ministry of Commerce: <http://commerce.nic.in/>

Central Board of Excise & Customs: [www.cbec.gov.in](http://www.cbec.gov.in)

Indian Govt. Website Directory: <http://goidirectory.nic.in/>

Credit Rating Information Serv. of India: [www.crisil.com](http://www.crisil.com)

Business Standard: [www.business-standard.com/](http://www.business-standard.com/)

Economic Times: [www.economictimes.com](http://www.economictimes.com)

Financial Express: [www.financialexpress.com](http://www.financialexpress.com)

Business World: [www.businessworldindia.com](http://www.businessworldindia.com)

# Contact Information



U.S.  
COMMERCIAL  
SERVICE  
*United States of America  
Department of Commerce*

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U.S. Commercial Service (USCS)  
American Center, 4 New Marine Lines,  
Mumbai 400 020 India  
Tel: 91-22-2265-2511  
Fax: 91-22-2262-3850

Internet: [www.buyusa.gov/india](http://www.buyusa.gov/india)

Or

[www.export.gov/cs](http://www.export.gov/cs)