



Indo-Australian *BUSINESS TALK*

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INDO-AUSTRALIAN CHAMBER OF COMMERCE

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Australia's First Bank

Mr. Rob Whitfield, Global Head of Westpac Institutional Bank to address members of the Chamber

Westpac Banking Corporation is Australia's first and oldest Bank established in 1907. It provides a broad range of retail, commercial and wholesale banking services to around 10 million personal, business, corporate and institutional clients.

Westpac has been rapidly increasing its presence in Asia and its footprints in India are expanding with the growing number of clients doing business with Australia and New Zealand.

Westpac has been a leading member of the Indo-Australian Chamber of Commerce and has worked closely with the Chamber in strengthening its activities in India. Mr. Yogan Rasanayakam, General Manager – Asia and Mr. Vikram Nimkar, Director India Operations, has been laying an important role in the growing profile of Westpac in India.

Mr. Rob Whitfield has responsibility for Westpac's global relationships with corporate, institutional and government clients, and core product offerings across financial and capital markets, transactional banking and working capital and payments.

Mr. Whitfield is addressing the members of the Chamber and the corporate community in Southern India on the theme **"Australian Financial Services Industry: Surviving the Downturn"** on Wednesday, 10th February at Chennai. Members, who wish to attend the meeting, please contact the Chamber at T: 044-2821 3231 E: admin@indoaustchamber.com

Mr. Geoffrey Conaghan – New Victorian Trade Commissioner to India



Mr. Geoffrey Conaghan commenced his role as Commissioner to India in the Victorian Government Business Office in December 2009.

Prior to his appointment as Commissioner, he was a Senior Executive at Melbourne Airport between 1994 and 2009. He has held various positions at Tourism Training Australia, Tourism Victoria, the Government's Tourism Commission and also the Chairman of Melbourne's St Kilda Centre for Contemporary Art.

His professional contribution to aviation, the tourism industry, training and education was recognized with the 2009 Victorian Tourism Award for Outstanding Contribution by an individual.

New Chair for the Australia-India Council

Mr. John McCarthy AO has been appointed Chair of the Australia-India Council (AIC) by the Governor General of Australia, H.E. Ms. Quentin Bryce AC. He served with distinction as Australia's High Commissioner to India for five years from 2004 to 2009. Mr. John McCarthy will bring a wealth of experience to his role as Chair of the Council.

His distinguished forty-year diplomatic career has included postings as Australia's Ambassador to the United States, Japan, Indonesia, Thailand and Vietnam. Mr. McCarthy is currently Australia's Special Representative to Sri Lanka.

The Australia-India Council was established by the Australian Government in 1992 to broaden and deepen Australia-India relations through contacts and exchanges in a range of fields that promote mutual awareness and understanding.

Sundaram Business Services to participate in SPAA Conference 2010

The Self-Managed Super Fund Professionals' Association of Australia (SPAA) is holding its National Conference 2010 from 17 to 19, February 2010 at Melbourne. Sundaram Business Services (SBS) would be a premium sponsor in the Conference.

The Conference is expected to draw close to 1000 participants including SMSF specialists, Administrators, Financial planners and Accounting professionals. SBS was the only Indian organisation to have participated in the Conference in 2009, which enhanced its visibility in the Self Managed Superannuation Funds (SMSF) space and helped build new relationships.

SBS is a member of Indo-Australian Chamber of Commerce. The company provides administration and accounting services in the area of SMSF in Australia, for several years. SBS annually processes over 5000 funds currently.

Further details regarding the SPAA Conference 2010 are available on the SPAA website: <http://spaa.asn.au/portal/content/view/225>.

Bid to win \$100m in green power funding

A Queensland Consortium has been launched to bid for \$100 million in federal funding for solar power pilot projects.

The Consortium includes the Queensland Government, energy companies Ergon and Energex, the CSIRO, Universities and Korean Government-owned electricity giant KEPCO.

Energy Minister, Mr. Stephen Robertson, said, two key parts of the bid include a solar thermal storage technology pilot project, which captures heat from the sun and stores it for future electricity generation, and a trial of fitting solar photo-voltaics to the power grid.

The Queensland Smart Communities bid proposes to build a large scale demonstration Smart Grid Smart City Project in Townsville, with several standalone projects at Zillmere in Brisbane's north and Toowoomba.

The Federal Government will announce the winning bid of its National Energy Efficiency Initiative in April, with funds to be released in July 2010.

Australian company to commence coal mining in India

Australian mining company, India Resources Ltd (IRL) is set to enter the Indian coal sector following an agreement entered into with Bankura DRI Ltd, a consortium of six sponge iron manufacturers, who have been allocated a coal block in Ranigunj in West Bengal, IRL's Managing Director, Mr. Arvind Mishra, said. An investment of around 100 crores has been earmarked for this venture.

On the agreement reached with Bankura DRI, Mr. Mishra said that this would be done on a build-develop and operate project with a concession period of 30 years. The mine allocated by the Union Coal Ministry has a reserve of 95 million tones and IRL hopes to produce five lakh tones within the third year from now. Most of the regulatory approvals are in place, he said.

IRL has applied for licences for new copper mines near Udaipur in Rajasthan, besides applying for 15 exploration licences for iron ore in Orissa and Jharkhand. It has also applied for diamond exploration licences in Orissa, Andhra Pradesh and Madhya Pradesh.

Cox and Kings acquires Australian travel firms

Mumbai-based travel firm Cox and Kings India Ltd's, wholly-owned subsidiary Cox and Kings Australia Pty Ltd has acquired 100 per cent equity stakes in Australian firms MyPlanet Australia Pty Ltd and Bentours International Pty Ltd.

The transaction was carried out through share sale agreements with First Choice Holdings Australia Pty Ltd, a European tourism group and part of TUI Travel Plc.

This is the second Australian acquisition of Cox and Kings in a year's time following its acquisition of another Australian firm Tempo Holidays for \$25 million in November 2008. According to the company, the acquisition of MyPlanet will strengthen products and retail distribution presence of Tempo Holidays.

"It brings synergies between the business models of both the companies that helps in consolidating costs, resources and technology. It also brings greater brand value in the Australian market," Cox and Kings said in a statement.

FORTHCOMING MAJOR TRADE FAIRS / EXHIBITIONS IN AUSTRALIA

Australian Shoe Fair (February 14-16, 2010, Sydney): The Australian Shoe Fair is recognised as the key buying event for the industry covering men's, women's and children's footwear. From sourcing new season products to liaising with existing suppliers, buyers from across Australasia and the world have found the Fair provides an unparalleled offer. For details, visit: www.australianshoefair.com

Fine Food Queensland (March 21-23, 2010, Brisbane): It is the largest food industry event in northern Australia. Staged every two years, the show features the latest trends in food, drink, catering and hospitality equipments. Focus areas include bakery, drinks, meats & seafood, natural products, catering and hospitality equipments. The show runs in conjunction with **Hospitality Queensland**, featuring the latest kitchen and accommodation equipments. For details, visit: www.finefoodexpo.com.au

Safety in Action 2010 (Apr 20-22, 2010, Melbourne): Safety In Action features the latest products and services pertaining to the safety manager role. These include: personal protective equipment; health and safety management software; risk management tools; safety signage; security and communication equipment; health and safety consultants; insurance products; medical and rehabilitation services; first aid; ergonomics and office safety; vehicle safety; hygiene services and equipment; and legislation advisory organisations. For details, visit: www.safetyinaction.net.au

NEW MEMBERS

The Chamber extends a warm welcome to the following Corporate Members:

- 1. Universal HRD Consultants, Chennai**
Business Area: Recruitment, migration and education consultants
- 2. Atharva Accfin Services Pvt. Ltd, Thane**
Business Area: Outsourced solutions in the areas of Accounts, finance and taxation.
- 3. Hind Offshore Private Limited, Mumbai**
Business Area: Shipping company, services for helicopters, accommodation barge, Crew boats tugs & offshore vessels.
- 4. Logwin Air & Ocean India P. Ltd, Mumbai**
Business Area: Freight forwarding and customs clearance.

For Corporate Membership application form, please visit www.indoaustchamber.com

We welcome your feedback.

Indo-Australian Chamber of Commerce

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