



**INDO-AUSTRALIAN**  
Chamber of Commerce

# BUSINESS TALK

*Connecting members, connecting businesses!*

## Welcome

- Message from the President & Director .....1

## Events & Networking

- India-Australia: Where are the opportunities – how can we boost bilateral trade and investment? .....3
- Annual Day & 30th Anniversary celebrations .....4
- Expanding your Operations in the Australia Market .....5
- 'Australia Market access program for Start-ups' .....5

## Online Engagement

- Virtual Meetings (Zoom/Skype) ....6
- Webinars .....6
- Three Question Thursdays .....6

## For Members by Members

- Business Pathways to India – Business information session organised by CCIWA .....7
- Tourism Australia – Visit by Executive Leadership Team .....7
- JFarm Services – Fostering Digital Empowerment of Indian Farmers .8
- India Australia Business & Community Awards 2020 – Calling For Entries .....8

## Member's Corner

- New & Renewing Members .....9

## Business News Links 10

## Message from the President & Director

### Dear Members,

Greetings!

It has been an unprecedented two months, with the world reacting with uncertainty to the Covid-19 pandemic and its impact on businesses and life.

As we communicated to our members in the 1st week of April we have a wide network within India and additional office space, so during this period of travel restrictions/recovery, we'd be happy to act as a liaison point for Australian companies who might require additional services. Since February we also have a Business Development Manager and have increased our membership outreach efforts to identify ways to best support and serve members during these times. The Secretariat has raised operational issues/facilitated lockdown passes from the State Governments, for member companies in India. The benefits we offer has been revised to include relevant [online services](#), while the [Reports](#) section of our website includes regular updates for businesses related to Covid-19.

2019-'20 was a year of transformation for the Chamber – in terms of our strategic initiatives, collaboration with stakeholders and engagement with members. A big thank you to our members, the Executive Council & Secretariat, the Australian and Indian Government and friends of the Chamber for your support and goodwill. Here's a link to a [video](#) on our key initiatives/activities for the last FY. Our commitment lies with serving you and in order to do that better, we request you to spare 10 minutes to complete our annual [online survey](#).

Some perspective on issues related to membership; we had previously written to members in December 2018, when our LinkedIn account had been hacked into and renamed 'Indo-Australian Business Club'. When we reported this to LinkedIn, they investigated and immediately locked down the compromised

*(continued on page 2)*



*Taken at New Delhi and Mumbai in February 2020  
during the visit of Senator the Hon. Simon Birmingham,  
Australian Minister for Trade, Tourism & Investment*

# Message from the President & Director

(continued from page 1)

account. We have since then been active on our new [LinkedIn](#) page. Recently there has been some confusion and this time around an ANZ Business Chamber. Our member, The Australia and New Zealand Banking Group Limited, commonly called ANZ has confirmed that they are in no way associated with this entity.

Further many of our members have reached out to us indicating that there has been an Indo-Australian Club that has been reaching out to them with programs and soliciting members. We have explained to members as we also bring to context to you that there is only one Indo-Australian Chamber of Commerce and we have no relation or association with these entities or endorse their activities. Our Chamber ie. the Indo-Australian Chamber of commerce has been in existence for 30 years and promotes bilateral trade and investment as you would have observed from our initiatives with both the Australian and Indian Governments. We are given to understand that these mentioned clubs might have some past employees who have been using their past experience with the chambers database to reach out to our members. In the event



*Some members of our Bengaluru Chapter Committee with H.E. Hon. Barry O'Farrell AO, Australian High Commissioner to India*

you require any context on the same, please reach out to Prakash Challa, who was Vice President at that time.

Lastly, we hope you enjoy reading this issue and we'll aim to get the next one to you in the 1st week of July. Stay safe and healthy and we hope to meet with many more members during our online meetings (contact [bdm@indoaustchamber.com](mailto:bdm@indoaustchamber.com)). Also, do follow us on [LinkedIn](#) and [YouTube](#) to stay connected.

Sincerely,

*Petula Thomas*  
Director (India & Australia)

*Prakash Challa*  
President

## Don't let her go out of business.

Pollinate Group is a social enterprise that empowers women as leaders of change to distribute products that improve health, save money and save time for India's most neglected communities.

The communities we serve are the most vulnerable to COVID-19, but local women and their micro-businesses can provide hope, recovery and prosperity.

We have improved the lives of 650,000 people living in extreme poverty, proudly partnering with businesses to accelerate our impact.

Contact us today to discuss how you can make a lasting impact or give via [pollinategroup.org/donate](https://pollinategroup.org/donate)

India +91 998 013 1287    Australia +61 468 764 056  
[info@pollinategroup.org](mailto:info@pollinategroup.org)    [pollinategroup.org](https://pollinategroup.org)





# India-Australia: Where are the opportunities – how can we boost bilateral trade and investment?

The Chamber organised a Roundtable discussion on the topic 'India-Australia: Where are the opportunities? How can we boost bilateral trade and investment?' with Ambassador Anil Wadhwa, (who led on the Australia Economic Strategy) on 03 February over High Tea at the Taj Connemara, Chennai. Ms Petula Thomas, Director, moderated the discussion.

Around 40 delegates comprising of Australian and Indian Government officials, Chamber members and key stakeholders participated. This was a practical outcome-focused dialogue that concluded with the identification of three initiatives that the Chamber would drive, in collaboration with Government, business and trade associations. Hindustan Institute of Technology & Science was the sponsor for the event. The event was covered in the Hindu BusinessLine. ♦

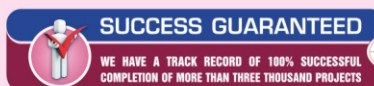
[Link to the Article in The Hindu BusinessLine](#)

[Link to Pictures](#)



## THE PROFESSIONAL APPROACH WITH SPECIALIZED SERVICES TO VARIOUS INDUSTRIES WORLD WIDE

- Controlled Furnace Heat Up & Supervision of adjustments for Refractory Expansion.
- Rapid Cullet Filling using specialized equipments.
- Controlled Furnace Cool Down & Supervision of adjustments for Refractory Contraction and Rapid Cool Down by using specialized equipments.
- Thermal Decongestion of choked Regenerators.
- High Speed Glass Draining with water recycling systems using specialized equipments.
- Drilling in Hot / Cold condition of furnace for installation of Thermocouple / Bubbler / Electrodes.
- Supply and commissioning of Combustion Equipment for Various Glass Furnaces.
- Glass to Glass - Turnkey Project including Drain, Cooldown, Demolition, Rebuild, Heat-up, Cullet Fill.
- Refractory Dryout & Preheating of various refractory lined equipments in Petro-chemical Plant, Cement Plant, Chemical Plant, Power Generation Plant, Ferrous/Non Ferrous Metal Plant, Coke Oven Plant.
- Hot Air Drying for removal of moisture from all type of Vessels/Heat Exchangers/Other Equipments
- PWHT of Various Vessels & Equipments.



### GOT ANY QUESTIONS ?

CALL | +91 98255 11685  
US | +91 98255 05750

### Heat Applications India Pvt. Ltd.

801, Iscon Atria - 1, Opp. GEB Training Centre, Gotri Road, Vadodara - 390 021, Gujarat, India.  
Tele/Fax : 0091- 265 - 2324340 / 2326064  
Mobile : 0091 - 98255 11685 / 98255 05750  
E-Mail : hal@heatapplicationsindia.com  
mani@heatapplicationsindia.com

### Heat Applications Global Pty. Ltd.

3/13, Bosci Road, INGLEBURN, NSW 2565, Australia.  
E-Mail : jason.tomkins@heatapplicationsglobal.com  
hal@heatapplicationsindia.com  
Mobile : +61(0) 408-229-540 / +91 98255 05750

[www.heatapplicationsindia.com](http://www.heatapplicationsindia.com)





## Annual Day and 30th Anniversary celebrations, Chennai, February 2020

To commemorate its 'Annual Day and 30th Anniversary', the Chamber hosted a Gala Dinner on 03 February 2020 at the Ballroom, Hotel Taj Connemara, Chennai. Approximately 100 guests comprising of Chamber members from Chennai, Mumbai and Bengaluru, Australian and Indian Government officials and other key businesses attended.

The Chief Guest was Ms Susan Grace, Australian Consul General in Chennai and the Guest of Honour was Ambassador Anil Wadhwa, who gave a brief overview/presentation on the soon-to-be-launched Australia Economic Strategy (AES) report. Ms Catherine Gallagher, General Manager and Senior Trade and Investment Commissioner (South Asia), AUSTRADE participated in both events. The welcome address was given by Mr Prakash Challa, President.

Ms Petula Thomas, Director, presented a report on the Chamber's initiatives since April 2019 and upcoming activities for the year. Ms Thomas highlighted the significant contribution from Western India Chapter (Chairperson, Mr Ravin Mirchandani),

Bengaluru Chapter (Chairperson Mr John Kenny & Vice-Chair: Mr Arun Pillai), Membership Committee (Chairperson: Mr Rajeev Bhargava) and Vice President, Mr Jonah Stephen and the work of the Secretariat and Executive Council team. She thanked Annual sponsors Mr Suresh Raman from Tata Consultancy Services and Dr Anand Jacob Verghese from Hindustan Institute of Technology & Science, event sponsors Heat and Control (South Asia) Pvt. Ltd., Citi bank, Carisma Solution Pvt. Ltd., and TVS Dynamic Global Freight Services Ltd.

Hot Shoe Dance Company presented a contemporary dance performance. ❖ [Link to Pictures](#)



*With the Chief Guest, Guest of Honour, and officials from the Australian Government*



*With some members of the Executive Council and Secretariat team*



## Expanding your Operations in the Australia Market

The Chamber organised interactive sessions on 'Expanding your Operations in the Australia Market' by Hall Chadwick Melbourne in Chennai, Mumbai and New Delhi, with support from DFAT & Austrade. This targeted session spoke about doing business in Australia, why Australia is a preferred destination and also highlighted how Hall Chadwick could assist companies. ❖ [Link to Pictures](#)



## 'Australia Market access program for Start-ups'

We were pleased to organise an interactive session, 'Australia Market access program for Start-ups' for our member inQ Innovation, collaborating with Chennai Innovation and Technology Incubation Centre (CI-TIC) and Australia India Business Council. The session touched upon opportunities for start-ups in Clean Energy, Agri, Healthcare & Wellness, Infra Tech/Smartcities & Social Impact, Defence, Space tech and Sports Tech, apart from highlighting successful market entry strategies and was well attended. ❖



### OUR CONNECTED CAMPUSES

NEXUS NEXITY VITA RMZ SPIRE  
RMZ ONE PARAMOUNT PHASE 2



[www.rmzcorp.com](http://www.rmzcorp.com)



ENABLING ACCOUNTING FIRMS WITH THE POWER OF SOFTWARE & AUTOMATION, 360 °SERVICES & EXTENDED TEAMS

### ACCOUNTING PEDIGREE

Seamless solutions for ANZ Accounting firms  
Global Institutionalized Process  
Accounting Automation  
Agile and Nimble



With the right mix of People, Process and Technology, Carisma is setup with the right infrastructure that the industry demands

FINANCIAL PLANNING

BUSINESS SERVICES

SUPERANNUATION

VCFO AND BOOKKEEPING

Get in touch ☎ +61 390269190 ✉ [biz@carisma-solutions.com.au](mailto:biz@carisma-solutions.com.au) 🌐 [carisma-solutions.com.au](http://carisma-solutions.com.au)



## Virtual Meetings



**BOOK YOUR SLOT NOW**  
MEETINGS VIA: ZOOM / SKYPE

[bdm@indoaustchamber.com](mailto:bdm@indoaustchamber.com)

Monday - Friday



**Petula Thomas**  
Director (India & Australia)



**Adithya DH**  
Manager- Membership & Business Development

## Webinars

COVID-19: Survival and growth strategies for IT/ITeS companies  
on 29 May 2020 (click to register)

COVID-19 Navigating key legal & business issues on 07 May 2020

Personal Data Protection Bill on 07 April 2020

## A new series of 10-minute interviews

**Episode 1** - Featuring Ambassador Anil Wadhwa (Indian Foreign Service, 1979-2017)

**Episode 2** - Featuring Ms Sonia Sadiq Gandhi, Founder, India Australia Business and Community Awards (IABCA)


**Episode 3** - Featuring Mr Sanjay Mathur, Chief Economist for South-East Asia & India, ANZ

**Episode 4** - Featuring Mr Ravin Mirchandani, Chairperson, Western India Chapter & Mr John Kenny, Chairperson, Bengaluru Chapter




**Episode 5** - Featuring Ms Catherine Gallagher, Senior Trade & Investment Commissioner and General Manager – South Asia, AUSTRADE

???

THREE  
QUESTION  
THURSDAYS



Across industries and applications, we design specialised solutions

For 70 years our solutions set the standard for yield, efficiency, and safety across a wide range of industries. From raw potato preparation to frying and seasoning, Heat and Control provides all the equipment and services required to make the highest quality foods.

Whatever your product needs, we can meet it with precision and passion.

**HEAT AND CONTROL**

[www.heatandcontrol.com](http://www.heatandcontrol.com) | [info@heatandcontrol.com](mailto:info@heatandcontrol.com)  
Chennai: +91 44 4093 1100

## BOOST YOUR BUSINESS Advertising Opportunity!



**30 YEARS**  
1989 - 2019  
**INDO-AUSTRALIAN  
Chamber of Commerce**

**ANNUAL REPORT  
2019 - 2020**

The Chamber's Annual Report is recognised as an important reference on Indo-Australia Business and Trade. This is a special edition commemorating our 30th Anniversary.

[Click here](#) for more details.



## Business Pathways to India – Business information session organised by CCIWA

The Chamber of Commerce of Industry of Western Australia (CCIWA) in partnership with the Australia India Business Council (WA Chapter) organised a business breakfast information session with the WA Premier, the Hon Mark McGowan MLA and Adam Gilchrist (Gilly), tourism brand ambassador for Western Australia. The event was called “Business Pathways to India.”

Over 150 business people in Perth came along to hear from the WA Premier how Western Australia is committed to



*Hon Mark McGowan, Premier for Western Australia*

strengthening ties with India and to also share his experiences on his first mission to India in November 2019.

The Premier's key note address was followed by a robust panel discussion moderated by Ms Neema Premji, Director, Australia India Council with panellists including Cricketing icon Adam Gilchrist, Kevin Brown, CEO Perth Airport, Ms Dantu Charandasi, Indian Consul General and Michael Carter, President Australia India Business Council WA Chapter. The panel shared valuable insight as to how to navigate the market and seize the opportunities prevalent to the WA business network. ❖



*Panellists sharing their views*

## Tourism Australia – Visit by Executive Leadership Team

Minister for Trade, Tourism & Investment, Senator the Hon Simon Birmingham, led a business delegation during the Australia India Business Exchange (AIB-X) in February 2020. He was joined by the Chairman of Tourism Australia, Mr Bob East, along with a 10-member team comprising of Tourism Australia's Executive Leadership Team and Board Members.

For the year ended February 2020, India achieved yet another milestone and crossed the 400,000 visitor arrival mark, an increase of 11% over the previous year. India earned the distinction of being the fastest growing inbound market for Tourism Australia during the 4th consecutive year. For year ended December 2019, Indian visitors spent a record A\$ 1.8 billion (approx. Rs 9,000 crores) on their Australian trips, an increase of 9% over the previous year. ❖



*Tourism Australia's Executive Leadership Team and Board Members*



## JFarm Services – Fostering Digital Empowerment of Indian Farmers

Aligned to its vision of 'Cultivating the World', Tractors and Farm Equipment Limited (TAFE) introduced 'JFarm Services' (JFS), a Farmer-to-Farmer (F2F) tractor and agriculture equipment rental platform, which aims to facilitate easy access to farm mechanization solutions for small and marginal farmers. This CSR initiative of TAFE is absolutely free of cost and it connects the tractor renter and hirer directly.

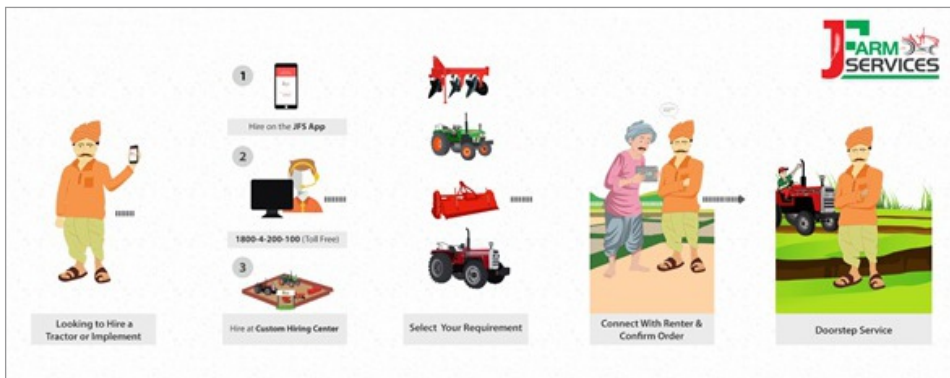
An extension of TAFE's Adaptive Research Centre - JFarm,

setup in 1964, JFarm's agriculture extension services has been recognized by both the Central and the State Government.

Farmers can use this mechanization at an affordable cost and tractor owners can increase their earnings by renting out their equipment. JFS directly connects farmers with tractor owners and Custom Hiring Centres (CHCs) via the Android App or alternately, they can contact the toll-free helpline JFS fosters digital empowerment of Indian farmers, creating significant job

opportunities and a breed of new rural entrepreneurs, resulting in the uplifting of the farming community. It has collaborated with 13 state governments.

Over 1.5 million hours of farm mechanization and over 750,000 orders have been serviced through JFS, engaging with over 750,000 Farmers within a short span of time. ❖



## India Australia Business & Community Awards 2020 – Calling For Entries

Now more than six weeks into a routine of quarantine, we find ourselves looking not at the limitations of what this global pandemic has produced, but more so at what we can do in business to adapt, grow and ultimately achieve with an entirely unfamiliar set of external circumstances now in front of us. What initially appeared to be an unsurpassed obstacle inhibiting productivity, has over time evolved into a sense of possibility - In our eyes, nothing captures this sense of possibility more than one of the major annual platform that celebrates the India-Australia Relationship. The Annual India Australia Business & Community Awards (IABCA) supported by the Indo-Australia Chamber of Commerce which are now in their 7th Year. From this week, businesses, professionals, investors and entrepreneurs from across our two nations, India and Australia will be eligible to submit a free nomination for the 7th Annual IABCA marking the commencement of one of Gandhi Creation's most significant annual initiatives.

The India Australia Business & Community Awards exists to celebrate the India-Australia relationship whilst simultaneously contributing to its development. By working in



conjunction with State Governments on a rotational policy, IABCA has achieved international recognition as a tool for cultural diplomacy, bilateral trade development and as a platform for Australia's business and Indian diaspora to better engage with one another and their Governments.

From strategically channelled tourism initiatives to the promotion of trade and investment operations between India and Australia, IABCA has served its Government partners to develop their relations with India as well as the burgeoning Indian communities that reside across Australia.

IABCA is now a flagship event in the Australian business events calendar since 2013 and will travel to India in 2022. ❖



## New & Renewing Members



A warm welcome to our 49 new Patron, Corporate and Individual members and thank you to our renewing members for your continued support.



## Transforming your business while you're busy running it. There is a certain way.

In a fast-evolving marketplace which demands leadership that brings results, there exists a way of certainty: Tata Consultancy Services (TCS). With TCS as your strategic advisor and partner, the ever-changing new landscapes of business become new vistas of opportunity, from digitally connected consumers to big data to emerging markets to end-to-end solutions for transforming your organization. TCS offers you market proven, world-class experience, expertise and guidance to show the way for your business to evolve. Visit [tcs.com](http://tcs.com) and you're certain to learn more.

IT Services  
Business Solutions  
Consulting

**TATA CONSULTANCY SERVICES**  
Experience certainty.



A Hyderabad Vaccine manufacturer ILL partnership with Australia's Griffith University to develop a vaccine for COVID-19

National security in focus as India amends FDI rules

Mahindra & Mahindra to manufacture face shield to combat COVID-19

Covid-19: Airports Council seeks India to bail out airport, airline operators

India can increase exports to Australia to \$15 billion by 2025

India may invite Australia for Malabar naval exercise with US & Japan

The University of Melbourne launches new India strategy

Australia, USA, EU look at entering Indian wine market, as imports grow at 12-13%

Australia to promote premium food, consumer products in India via exclusive web platform

Australia's Rubicon Water improves water efficiency for India's farmers

Govt of Karnataka signs MOU with Queensland to promote IT and biotech research

Australia appoints new high commissioner to India

Delegation from Australia arrives in India as a part of the Australia-India Business Exchange (AIB-X) Ministerial Business Mission to India

Siemens goes ahead with controversial Australia coal project

Kiran Mazumdar-Shaw conferred with Australia's highest civilian honour

Shell to build its first solar farm in Australia

NSW based Berton Vineyards looks to India for new opportunities

Australia keen to partner India in energy and resources sector

India exploring nuts and bolts of possible FTA with Australia

Virgin Australia slumps into administration

Melbourne company creates nasal spray for coronavirus

Travel ban will be last coronavirus restriction lifted in Australia

Coronavirus pandemic sees Australian manufacturing partnership make cheaper ventilator in four weeks

SA hands out more than \$50 million in land tax and rent relief