



**INDO-AUSTRALIAN**  
Chamber of Commerce

# BUSINESS TALK

*Connecting members, connecting businesses!*

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## Message from the CEO

### Dear Members,

Greetings!

Thanks to your strong support and feedback, these last few months have once again been both strategic and productive for the Chamber.

The elevation of the Australia-India relationship to a Comprehensive Strategic Partnership and Australia and India re-engaging on a bilateral Comprehensive Economic Cooperation Agreement (CECA) makes this one of the most exciting times for the Australia-India economic partnership.

With strong participation from our member companies and support from our stakeholders, especially Government, the Chamber participated/partnered in various high-level forums, being a voice of the Indo-Australia business community. We also conceptualised and led on new initiatives like our report on 'tech and innovation', that highlights various opportunities for technological linkages in six key sectors and for the first time (thanks to the Australian Consulate in Chennai) moderated a session at the Bengaluru Tech Summit. We were delighted to partner with the Australian Consulate General in Mumbai for our first in-person event post-Covid in Pune and with the Consulate in Chennai for our first hybrid event that had fantastic media coverage.

Over the next few months, we'll be launching our Northern India and East India Chapters as well as Education & Research, Health, Agribusiness and F&B, Tourism & Hospitality and other Industry-sector leadership forums.

Finally, thank you once again for your overwhelming positive response to Sanjeev Bajaj (ANZ India) and Deepak Padaki (Infosys) being unanimously elected as President and Vice President, respectively, for yet another term and to my re-designation as CEO. This encourages us to keep going and to do even better. Thanks again to the Australian and Indian Governments for their support and to the Board, Executive Council (both existing and new Council members), Chapter Committees, Industry Forum Co-Chairs and the Secretariat team who do such a fabulous job in helping us go from strength to strength.

Sincerely,

*Petula Thomas*  
CEO




**DEEPENING INDIA-AUSTRALIA TIES IN TECH & INNOVATION**



**THE HON BARRY O'FARRELL AO**  
AUSTRALIA HIGH COMMISSIONER  
TO INDIA



**THE HON STUART AYRES MP**  
NEW MINISTER FOR JOBS, INVESTMENT,  
TOURISM & WESTERN SYDNEY



**MS PETULA THOMAS**  
CEO, INDO-AUSTRALIAN CHAMBER  
OF COMMERCE

10 am | 18 November 2021
[www.bengalurutechsummit.com](http://www.bengalurutechsummit.com)

Link to the recording (click [here](#))

## Industry Sector Leadership Forums

As part of the Chamber's strategic vision, to offer more value to members, 15 Leadership forums have been identified on the basis of the sectors in the *India Economic Strategy* and the *Australia Economic Strategy* reports. These Leadership Forums provide a platform for members to have access to sector-specific information, focused networking and interaction with Industry-experts, a channel to facilitate business partnerships/outcomes and a platform for advocacy by meeting once a quarter. ♦

- Health
- Science & Innovation
- Education & Research
- Infrastructure
- Resources and Mining, Equipment, Technology & Services
- Defence & Aerospace
- Tourism & Hospitality
- Financial Services
- Manufacturing and Advanced Manufacturing
- F&B and Agribusiness
- Business Advisory Services
- Logistics & EXIM
- Sports & Digital gaming
- Creative Industries
- Retail & E-commerce

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We are happy to announce the Co-Chairs for the following four leadership forums:

### Co-Chairs: Education & Research



**Dr. G. Ilavazhagan**  
Director – International  
Affairs, Hindustan Institute  
of Technology and Science



**Ms. Ravneet Pawha**  
Deputy Vice President (Global)  
and CEO (South Asia) –  
Deakin University Australia &  
President, AIBC (Victoria)

### Co-Chairs: Resources & Mining, Equipment Technology and Services (METS)



**Mr. Jasmeet Singh Kalsi**  
Director,  
Manikaran Power Ltd.



**Mr. Glen D'Costa**  
Director,  
MD Mineral Technologies Pvt. Ltd.

### Co-Chairs: Food & Beverage and Agribusiness



**Mr. Manoj Paul**  
Director and General Manager,  
Heat and Control (South Asia)  
Pvt. Ltd, Director – Flavorite  
Technologies Pvt. Ltd.



**Mr. T.R. Kesavan**  
Group President – Corporate  
Relations & Alliances, Tractors  
and Farm Equipment Limited

### Co-Chairs: Science & Innovation



**Mr. Deepak Padaki**  
Executive Vice President, Group Head  
of Strategy & Chief Risk Officer,  
Infosys Ltd, and Vice President, IACC



**Mr. Suresh Raman**  
Vice President and Regional Head,  
Tata Consultancy Services

## Recommendations to build stronger ties between India & Australia in Technology and Innovation – A call to action

It was indeed a proud moment for IACC as we launched our landmark report (a first for the Chamber in 32 years) entitled 'Recommendations to build stronger ties between India & Australia in Technology and Innovation – A call to action' on 29 October 2021 at a hybrid event in Chennai.

The report contained strong supportive forewords from both the High Commissioners – H.E. The Hon. Barry O'Farrel AO and H.E. Mr. Manpreet Vohra. Thanks to their teams in both India and Australia for their collaboration.

Ms. Petula Thomas, CEO, IACC, welcomed everyone, introducing the strategy and plans for its implementation that will be taken forward along with Mr. Deepak Padaki & Mr. Suresh Raman, Co-Chairs of IACC's Science & Innovation leadership forum. Mr. Bhavik Damodar from KPMG India highlighted opportunities in the six key sectors as KPMG assisted with drafting the recommendations in the report, following IACC's 'Tech and Innovation' virtual trade mission.

Ms. Sarah Kirlew, Australian Consul General for Southern India and Mr. Bhuvnesh Kumar, Joint Secretary, Ministry of Electronics & Information Technology delivered Keynote Addresses. Dr. Neeraj Mittal, Principal Secretary to Govt., IT Department, Government of Tamil Nadu delivered a Special Address.

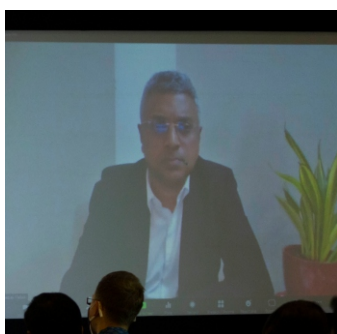
Insightful & encouraging comments were shared by the Indian and Australian industry representatives Mr. Deepak



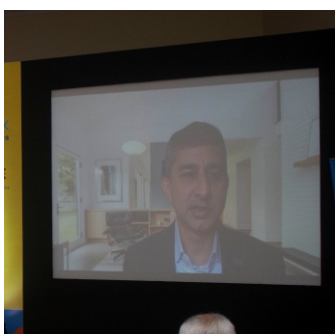
*L to R: Ms. Petula Thomas, Ms. Sarah Kirlew, Dr. Neeraj Mittal and Mr. Suresh Raman*

Padaki, VP, IACC & EVP – Strategy, M&A and Chief Risk Officer, Infosys, Mr. Suresh Raman, VP & Regional Head, Tata Consultancy Services and Mr. Gaven Standon, Executive Partner Ecosystem, Telstra.

Thank you to the 82 speakers at the virtual trade mission to Australia in February 2021 and to our partners, working group members and the Bengaluru & Western India Chapter Committee. Special thanks to Mr. Michael Costa, Deputy Consul General for South India, for his invaluable support on the Working Group for IACC's report. Thank you to the event partners Telstra, Government of New South Wales (Platinum Partners), Tata Consultancy Services (Platinum & Report Partner), Tractors and Farm Equipment Limited and NetApp (Gold Partners), State Government of Victoria, Invest Karnataka, Guidance Tamil Nadu, inQ Innovation Global, OneLenz (Silver Partners), and KPMG (Knowledge Partner). Sponsors for the event launch were AdaniConneX (Gold), ANZ Support Services, Carisma Solutions Private Limited & RedBlackTree Technologies (Silver). The report was designed by Narrative Asia. ❖



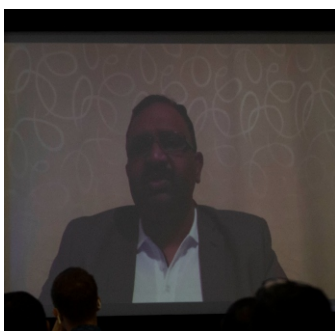
*Mr. Deepak Padaki*



*Mr. Bhavik Damodar*



*Mr. Bhuvnesh Kumar*



*Mr. Gaven Standon*

Those who want to get involved in the implementation of the 41 recommendations set out in the report, could write to [trade@indoaustchamber.com](mailto:trade@indoaustchamber.com)

Link to the report on Agritech, E-commerce & Retail Tech, EdTech, Fintech, Health Tech, R&D and Innovation

Link to the session streamed live on our YouTube Channel

Link to the article in *The Hindu BusinessLine*

Link to the article in *The Times of India*

Link to the article in *Zee News*

Link to the article in *Deccan Chronicle*



# Networking Dinner Reception in honour of H.E. The Hon. Barry O'Farrell AO and Mr. Peter Truswell

The Indo-Australian Chamber of Commerce in collaboration with the Australian Consulate General in Mumbai hosted its first in-person event in Pune post Covid19 on 25th October 2021 at the JW Marriott. It was terrific for the Chamber to be back in Pune with an event for businesses across diverse sectors – manufacturing, defence, education, energy, engineering, IT/ITES, infrastructure and food processing.

It was a wonderful opportunity for Chamber members and select businesses in Pune to interact with H.E. The Hon. Barry O'Farrell AO, Australian High Commissioner to India and Mr. Peter Truswell, Consul General, Australian Consulate General, Mumbai, over cocktails and dinner.

Ms. Petula Thomas, CEO, IACC, and Mr. Ravin Mirchandani, Chairperson, Western India Chapter, IACC, welcomed everyone to the dinner reception. This was followed by a brilliant keynote address by the High Commissioner and remarks from the Consul General.

Thank you to Mr. Michael Brown, Deputy CG and Ms. Tasneem Vahanvati from the Australian Consulate General in Mumbai, and to the event sponsors Ador Powertron Limited (Gold) and Mack Valves (Silver) for their support. ❖



Mr. Peter Truswell



Ms. Petula Thomas



Mr. Ravin Mirchandani





## ‘Virtual Summit for Australian Companies with the Governments of Gujarat & Maharashtra’

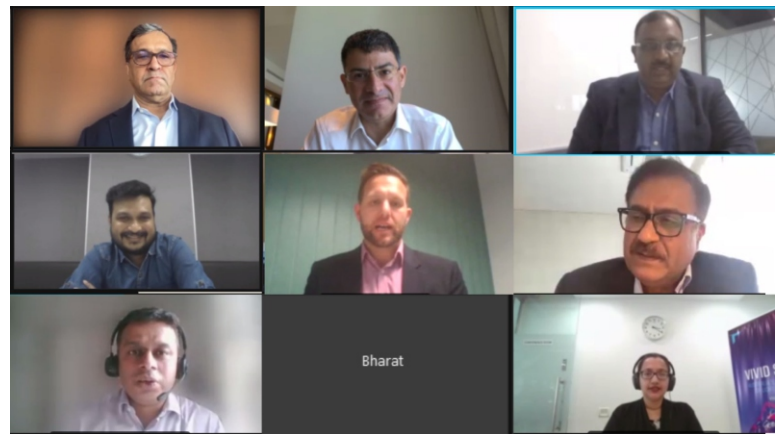
The Indo-Australian Chamber of Commerce in collaboration with Invest India and the Australian Consulate General in Mumbai organised this Virtual Summit in September 2021. For the first time, the Chamber had an event with participation from two State Governments on one platform.

The session began with an introduction by Ms. Petula Thomas, CEO, IACC and Welcome Remarks by the President of the Chamber Mr. Sanjeev Bajaj. Mr. Peter Truswell, Australian Consul General in Mumbai delivered the Keynote address and Closing comments.

Ms. Sai Sudha Chandrasekaran, Senior Assistant Vice President, Invest India provided an overview on investment opportunities that India has to offer. Ms. Yashika Khurana, Senior Investment Specialist, Invest India moderated the session.

State specific opportunities were showcased by Mr. Baldev Singh (IAS), Additional Chief Secretary, Industries Department, Government of Maharashtra and Mr. Jatin Kaushal, Deputy Manager, Industrial Extension Bureau, Government of Gujarat. Shri Roopwant Singh (IAS), Managing Director, Gujarat Mineral Development Corporation delivered a Special Address.

The interactive session ‘Remarks from Australian Companies’ was facilitated by Mr. Ravin Mirchandani, Chairperson, IACC’s Western India Chapter and Chairman Ador & Acusensus. Australian companies/organisations who shared their success stories, challenges and growth plans included Telstra, Stride Climate Investments (Macquarie Group) Safeway Concessions



(Macquarie Group), Department of Jobs, Tourism, Science and Innovation – Government of Western Australia, KAS Services India Pvt Ltd, Global Victoria and Investment NSW. ❖

## India Connect 2021

The Indo-Australian Chamber of Commerce was delighted to be a Partner for ‘India Connect 2021’ organised by the Department of Jobs, Tourism, Science and Innovation, Government of Western Australia in October 2021 at the Perth Convention and Exhibition Centre.

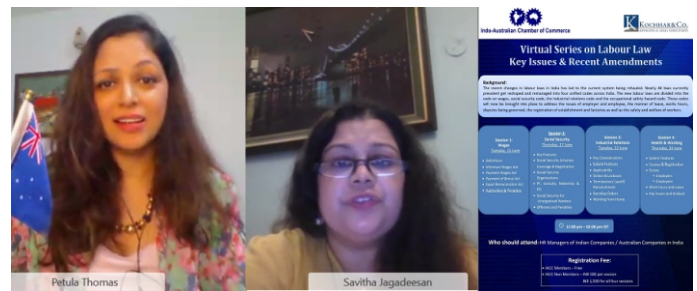


The Chamber’s CEO Ms. Petula Thomas participated in a high profile lunch session that had keynotes from the Hon. Roger Cook, MLA Deputy Premier, Minister for State Development, Jobs and Trade, The Government of Western Australia and H.E. Mr. Manpreet Vohra, Indian High Commissioner to Australia.

During the panel discussion Ms. Thomas highlighted opportunities for collaboration in Energy, Critical minerals & METS, Education & Tourism and the strong partnership that the Chamber has with the Government of Western Australia and it being a long-term dependable partner of India. She represented the views of Co-Chairs of Leadership forums/ members Manikaran Power Limited, Mineral Technologies, Deakin University, Tourism Australia, Mack Valves, Thejo Engineering Ltd., Hindustan University, L.G. Balakrishnan & Bros. Ltd and some of the highlights from the Chamber’s annual survey. ❖

## Virtual Series on Labour Law – Key Issues & Recent Amendments

The Chamber in collaboration with one of its members Kochhar & Co., organised a ‘**Virtual Series on Labour Law – Key Issues & Recent Amendments**’, that commenced on **15 June 2021**. Ms. Savitha K. Jagadeesan, Senior Resident Partner, Kochhar & Co., led the four sessions and provided insight on the four new Labour codes. This session was especially useful for HR Managers, Administration and Legal teams of Indian Companies, Australian Companies in India. Ms. Petula Thomas, CEO, IACC gave the Opening Remarks. The sessions were well attended and received positive feedback. ❖



Links to the presentation:

[Session 1: Code on Wages](#)

[Session 2: Social Security Code](#)

[Session 3: Industrial Relations](#)

[Session 4: Health & Working condition codes](#)

## A Panel discussion on Industry-University Partnerships for SDG focused Internships in Australia & India

Deakin University, a member of the Indo-Australian Chamber of Commerce hosted an engaging panel discussion on the topic ‘**Industry-University partnerships for SDG focused internships in Australia and India**’ on 29 July 2021. The discussion was moderated by Dr. Ameeta Jain



► Industry-university partnerships for Sustainable Development Goals (SDGs)

Fostering internships across borders for Indian and Australian students

Thursday 29 July 2021  
9:45 - 1:00pm (IST)  
2:15 - 5:30pm (AEST)  
Via Zoom

You are invited to join a panel discussion on Industry-university partnerships for SDG focused internships in Australia and India. This is part of our project aligned with the Australia India Council's broader objective 'to promote exchange and collaboration between Australian and Indian organisations in fields of relevance to the bilateral economic partnership.'

This event is the first in a series of panel discussions aimed at fostering conversations across sectors among representatives from the universities, corporations, NGOs and governments from Australia and India to inform development of a policy-brief and a digital hub that will provide a portal to promote SDG focused student internships across borders.

**DEAKIN BUSINESS SCHOOL**

**Australia-India Council**

**FICCI**

**Digital hub promoting student internships**

Private Partners

NGOs

Australian Universities

Indian Universities

**Dr Ameeta Jain**

**Associate Professor Harsh Suri**

**Professor Alexander Newton**

and Associate Prof Harsh Suri. The panel discussion aimed at connecting academia and industry to generate internships for students at Deakin University. The Chamber's CEO Ms. Petula Thomas was pleased to represent views of IACC's Corporate members in panel discussion 2 and also share an industry perspective on some of the key benefits, criteria for evaluation, challenges and recommendations for decision makers involved in fostering SDG focused internships, with an emphasis on cross-border programs.

Also on Panel discussion 2 were Ms. Ravneet Pawha, Deputy Vice President – Global & CEO – South Asia; Deakin University (Co-Chair of IACC's 'Education & Research' leadership forum); Dr. Mayank Dhaundiyal, Professor of Strategy & Dean; Jindal Global Business School, and Associate Prof. Siva Krishnan, Director of Postgraduate Studies, School of Engineering, Deakin University, who shared their valuable insights as successful leaders in higher education. ❖



# India Australia Business & Community Awards Celebrates Bilateral Leaders and Supports India and Australia's Growth Story



**T**he India Australia Business & Community Awards (IABCA) is the largest platform that 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 enhancement, and as a platform for stimulating new business investment between the two nations by recognizing the success of our people-to-people links.

Across an eight-year existence, the IABCA platform has established a global alumni network of more than 1,400 business and professionals operating in the India-Australia space and has supported the growth stories of some high-profile businesses and bilateral leaders.

In 2020, IABCA initiated a partnership with Investment NSW that saw the flagship IABCA Gala event return to its original state of origin, New South Wales, following a three-year term in Brisbane in partnership with Trade and Investment Queensland.

Following a twelve-month campaign that culminated on Friday 14th May, the IABCA platform brought together nearly 1000 key influencers and bilateral leaders from across the two nations to participate in the eighth annual IABCA Awards Ceremony, including the inaugural delivery of the IABCA Global Leaders Forum.

The inaugural IABCA Global Leaders Forum featured three separate panel discussions that explored the India Australia relationship across STEM sectors, soft power diplomacy, and food and agribusiness. The success of the inaugural IABCA Global Leaders Forum will now result in this initiative being delivered annually. To learn more about the IABCA Global Leaders Forum, click [here](#).

The eight annual IABCA Awards Ceremony honored 18 winners for the bilateral contributions across research, business, technology, community leadership, sport, and healthcare. To view all IABCA 2021 Winners, please click [here](#).

Throughout the 2020 – 2021 campaign, IABCA attracted more than 350 entries, including 30 entries from businesses and professionals in India. This further builds upon a growing level of recognition and engagement that the platform has garnered in India over an eight-year course.

In partnership with Investment NSW, IABCA is positioned to deliver its first ever Awards Ceremony in India in 2023. This launch will also be coordinated in collaboration with the Indo-Australian Chamber of Commerce (IACC) who will support the platform's entrance strategy in India. Following the inaugural Awards Ceremony in India, IABCA will rotate between both nations on a biennial basis to further support India and Australia's bilateral engagement story. To learn more about IABCA, please click [here](#). ❖

# Australia and India: The Opportunity is Now

*An article by Ambassador Anil Wadhwa (SUBMITTED IN AUGUST 2021)*

An India Economic Strategy to 2035 report was launched by Australia in November 2018 and a reciprocal Australia Economic Strategy Report was released in November 2020 by Indian Minister for Commerce, Industry & Textiles Mr. Piyush Goyal. Both these reports, which have clearly outlined a roadmap for the future areas of trade and investments, have received renewed focus with the visit of Australian Prime Minister Morrison's special trade envoy, Tony Abbot's visit to India from 2-6 August. The visit has resulted in a revitalization of discussions on the bilateral Comprehensive Economic Cooperation Agreement (CECA).

The Modi government has undertaken far reaching reforms and has striven for further improvement in the ease of doing business in India. India has abolished retrospective taxation through legislation, bringing about predictability and stability in the investment environment. India is trying to modernize its agriculture, food processing and grains storage technologies, as well as dairy yields and trying to make clean drinking water, electricity and digital connectivity available to all its villages. These areas along with mining, infrastructure, skilling, education, logistics and critical minerals are all sectors of economic opportunity for Australia. Investment led trade enhancement will be much more sustainable for the bilateral relationship. The big businesses in Australia who have been used to trading and dealing with China need to look at alternate markets like India.

An interim agreement on trade in goods covering some of the bilateral trade tariff lines which will benefit both sides while continuing to work towards a comprehensive agreement will be a pragmatic course of action to pursue. This is not such a difficult task – 100 tariff lines cover 98% of the trade in goods between the two countries. Australia is a low tariff country, while imports from Australia into India attract a higher level of tariffs depending on the product. Tariff cuts will therefore cannot be entirely reciprocal and need to be necessarily staggered over some years. Services and investments must be worked upon in all seriousness if India is to be kept engaged in these negotiations. India would be happy to see tariffs reduced further on its exports of refined petroleum, medicaments, railway vehicles, gems and jewelry, auto components and made-up textile items. Australia could be accommodative in selected services areas like financial and cyber security technologies,



cloud computing and labor-intensive services for its remote areas which lack skilled personnel.

Reciprocally, reduced tariffs on rare earths and minerals as well as other commodities needed for India's next generation production and programmes, will also be attractive for India. A limited CECA could cover critical minerals and technologies, pharmaceuticals and chemicals. A CEOs Business Forum has not met for many months, and both sides need to devise a consultation mechanism to remove barriers to trade and investment with government and business representatives, and intensify their outreach and consultations with the affected businessmen, investors and stakeholders. Discussions should cover rules of origin, dispute settlement mechanisms, barriers to trade, and trade facilitation while identifying areas of cooperation in services, which could also serve the purpose of easing their consultations with their common partner, Japan, in two or three selected areas where they could strengthen collaboration on establishing resilient supply chains. ♦

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*Ambassador Anil Wadhwa is a former Secretary (East) in the Indian Ministry of External Affairs, and has served as the Indian Ambassador to Poland, Oman, Thailand and Italy. Currently, he is a Distinguished Fellow with the Vivekananda International Foundation in New Delhi. He is the author of the Australia Economic Strategy, prepared for the Confederation of Indian Industries and released by the Indian Minister of Commerce, Industry & Textiles in November 2020. Views expressed here are personal.*



# Fireside Chat on the State of Investment Markets

*An article by Hall Chadwick – a member of IACC*

*In this fireside chat, I discuss with Thomas Chapman, Investment Advisor at Shaw and Partners, the general appetite of Australians for investment given the current economic climate, how the pandemic has changed the way we invest and the role low interest rates may play in offshore markets like India. I have known Thomas for four years and he is a valued advisor of my personal investments.*

**PETER: I am surprised to see the world markets booming while Europe and USA are tackling a second Covid wave and the rest of us are slowly working our way through economic recovery. Is this just on the basis of pure hope or is it because with interest rates at less than 2%, it is just too good to ignore?**

**THOMAS:** The state of play has the finance world divided. There is a tug-a-war between stimulus and low interest rates, quantitative easing versus high unemployment, declining GDP and global lockdowns. We have seen particularly strong sectors in 2020. Technology and 'Stay at Home' stocks have driven our markets and pushed valuations through the roof, whilst other sectors have had a beating. As you mentioned, the NASDAQ is at all-time highs amidst this global pandemic because the tech stocks like Apple, Facebook and Amazon make up a large percentage of this exchange. Investors have been drawn toward growth stocks because yields are so low in fixed interest assets currently. Investors have been driving toward growth stocks through 2020. Retirees in particular have historically been reliant on a certain level of income/return to live however, with yields so low they have been forced into equities to chase higher returns.

**I can understand the boom in tech stocks but I am struggling to understand the boom in 'buy now, pay later' type stocks. What is behind this?**

I guess the data does not lie. Approximately one third of Australians now have an account with a Buy Now Pay Later (BNPL) provider. Young Australians are decreasingly using credit cards. BNPLs offer interest-free style lending and tend to market themselves better than credit card providers. One could also argue that BNPLs are a more responsible method of lending compared to traditional credit cards that trap people into these long-term interest and debt cycles. Investors are hungry for growth and these BNPLs including AfterPay and Zip are signing 10,000+ new customers a day in the USA. This sector has come under pressure in recent times with big players such as PayPal getting involved and taking market share.

**We touched on the global economy earlier. You know I have a strong interest in India. Where do you see the Indian Market for Investors? Should we be chasing their interest rates?**

India is a land of opportunity based on its rapidly growing

population and growing middle class; however, it represents its own inherent challenges. Business, policy and governance frameworks need to be in place to deliver a sustainable future for India. The Modi government is cutting red tape to make it easier to do business in India. There has been a general liberalisation of the FDI regime, that is, prior to the pandemic. Interest rates in India offer an attractive 2.50% - 5.50% spread. Generally speaking, I would say it is important to evaluate the attractiveness of any low interest rate in context of a country's overall financial system.

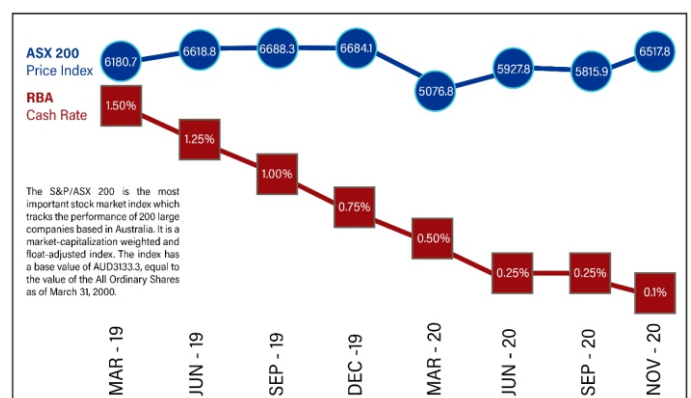
**How do you see the Australian appetite for trading with and investing in India and China?**

I believe Australia's alliance with China has always outshone India. However, I feel that with recent tensions with China this could lead to India becoming a more important trading partner with Australia. From an investor's perspective, the biggest challenge for Australians investing in India has been the lack of access or opportunity. However, recently there has been an India Nifty50 ETF that has listed on the ASX, which will give investors direct access to the Indian Stock Market.

Australians have a bigger history investing in Chinese companies – some of these companies are listing on the NASDAQ (Tencent and Alibaba).

**Personally, I steer clear of options, derivatives and futures. I now see there are Exchange Traded Funds ETFs. Can you explain these?**

Exchange Trades Funds (ETFs) are listed investment funds that give investors exposure to a sector or index. It is like



**Figure 1. Interest rates and the stock market, normally an indirect relationship, except in 2020.** The Reserve Bank of Australia (RBA) has cut the cash rate to its lowest ever recorded point in the country's history in an effort to breathe life back into a stagnating pandemic-affected economy. The stock market has responded positively.

buying a basket of companies that is designed to reduce volatility or single stock risks. There is now a huge range of ETFs that give investors different exposures in domestic and international markets.

## **Mining Stocks have always been a favourite for Australian investors. Where do you see these heading?**

Mining stocks have always dominated the Australian Stock

**Peter Pryn** is a Director at Hall Chadwick Melbourne, a Chartered Accounting and Business Advisory firm in the state of Victoria, Australia.



Market, as we are a commodity driven economy. As the world continues to expand at an alarming rate and governments initiate stimulus through construction, there is a strong demand for Australian commodities. I think mining stocks will continue to do well in the current environment. ❖

To get in contact with Peter and Thomas, please send an email to [india@hallchadwickmelb.com.au](mailto:india@hallchadwickmelb.com.au)

**Thomas Chapman** is a Private Wealth investment advisor. Shaw and Partners is one of Australia's preeminent investment and wealth management firms.



## Mastering the Differing Cultures

*Peter Pryn, Director Hall Chadwick Melbourne Chartered Accountants, chats with Mr. Urvish Bhavsar CFO at Sun Pharmaceutical Industries (Australia). Urvish from Ahmedabad, came to Australia in 2015. Peter's questions are in Bold, Urvish's responses are in Italics.*

### **What would be your top 3 tips for an Indian business starting in Australia?**

1. *In Australia, business agreements are formalised in legal contracts. Whereas in India verbal agreements often suffice.*
2. *It's important to understand both the time zone and business operating hours., Australian office hours are generally between 8.30 a.m. to 5.30 p.m., whereas in India the hours are from say 10.00 a.m. - 8.00 p.m.*
3. *It is important to practice pronunciation properly and learn to speak English slowly.*

### **On the other side of the coin, what are the 3 tips you'd share with an Australian business in India?**

1. *Understand that region has its own culture, and language and understanding this is critical to achieve desired outcomes for the business.*
2. *Ensure you can find a local respected professional, who will provide practical advice.*
3. *Always have a local person with you in your meetings. Their understanding of the local language and customs will always be beneficial.*

## Energizing India Podcast by Ador Digatron

**E**nergizing India Podcast focuses on electric vehicle mobility in India, the E-Mobility industry, and how rapid change can be brought about to grow this industry. In a series of conversations, Ravin Mirchandani, Chairman of Ador Digatron speaks to major influencers of E-mobility in India including policymakers, regulators, CEOs of electric vehicle manufacturers & electricity distributors, industry leaders managing charge point operators & charging infrastructure companies to uncover the roadblocks that hamper rapid growth in this sector. These conversations are candid, often insightful, and unfiltered.

The podcasts have so far featured key protagonists in the industry like Mr. Tarun Mehta, Co-Founder & CEO at Ather Energy, Ms. Sulajja Firodia Motwani, Founder & CEO at Kinetic Green, Mr. Stefan Lous, CEO at Nexcharge (JV between

Exide & Leclanchè).

In addition, there has also been a fireside chat on the sizzling topic of "What will happen when the Gigafactories arrive in India" with key people in the industry like Mahesh Godi, CEO Godi Energy, Vikram Handa, MD Epsilon Carbon Pvt Ltd, Stefan Louis, CEO Nexcharge (the Exide/ Leclanche JV), and Dr. LN Satapathy, Additional General Manager, BHEL. ❖



Energizing India Podcast: [Energizingindia.tv](https://energizingindia.tv)



## CCIWA to build WA and India seafood partnership

The Indo-Australian Chamber of Commerce is pleased to support the Chamber of Commerce and Industry Western Australia (CCIWA), the Government of Western Australia and Austrade, following CCIWA securing an AIC grant to facilitate collaboration between Western Australia & India on their project “Sustainable Commercial Fisheries and Aquaculture”.

The objective of this project is collaboration between the Western Australian and Indian Fishing Sector where Western Australian expertise and experience in Equipment & Technology, Training & Skills and Services – Other (ETS) deployed by the Western Australian Seafood sector exported or “adapted and adopted” by the Indian seafood industry to improve efficiencies and value in India’s harvest and post-harvest practices in wild caught and aquaculture commercial fisheries. ❖

[Link to the Article on CCIWA’s website](#)

## Taking Steps towards a Sustainable Future

Global climate change has already had observable effects on our environment like shrunken glaciers, shifting of animal and plant ranges and changes in flowering of trees. Added to this are extremes of temperature, rising sea levels and unpredictable weather patterns; in fact IPCC (Intergovernmental Panel on Climate Change) predicts a rise of 2.5 to 10 degrees Fahrenheit over this century, depending on our actions. To counter these changes, action is required at all levels: global and local, at the level of industry and at the level of the individual.



**Charu Dhyani**  
Founder & Chief Creative,  
Wudbox

According to an article in Forbes, climate change will damage economies, increase resource scarcity and dramatically impact price of doing business. Hence it is imperative that all companies, of any size, take action against it. Around 150 companies have already joined the movement. Climate action offers companies a storytelling narrative for their marketing actions and definitely garners respect and builds a stronger brand reputation- that of a brand which cares for the planet. This is hugely appreciated by consumers.

In addition to actions like *measuring their carbon footprint, addressing supply chain, supporting climate action policies and setting emission targets*, companies would benefit from taking simpler actions in their workplaces. These can range from adopting zero waste practices in the office, green gifting and environment friendly office supplies.

At Wudbox, we are committed to slow down climate change by providing sustainable and zero waste alternatives to retailers, hospitality and corporate brands. Over the last 4 years, we have partnered with multiple sustainable brands in setting up their supply chains along with assisting hotels and resorts looking for greener experiences for their guests. Our sustainable office supplies have also been widely appreciated and accepted by brands looking to make an impact on climate change.

With a passion for fighting climate change, we are continuing to expand our partners to spread better consumption patterns and create a better planet for all. ❖

Reference 1: [www.forbes.com](http://www.forbes.com)

Reference 2: [youmatter.world](http://youmatter.world)

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## The Economic Times Inspiring CEO's award to Mr. Arunkumar NT MD & Country Head (India), Telstra

Congratulations to Mr. Arunkumar NT, Managing Director & Country Head (India) and Head of Innovation, Global Business Services, Telstra for his inspiring leadership and for being recognised as one of the ETInspiringCEOs of 2021. We're proud that Telstra is an active member of the Chamber, with Mr. Gaven Standon, Executive Partner Ecosystem, Telstra participating in our Executive Council and our Bengaluru Chapter Committee. ❖



## iGreenData ranked 3rd in the 2020 Deloitte Technology Fast 50 Australia Awards – Rising Star category



iGreenData has been recognised as a company to watch in Deloitte's Technology Fast 50 Awards for 2020, placing third in the Rising Star category of the prestigious awards.

iGreenData specialize in niche Cloud Enabled Data and Digital Engineering, with focus on Full-Stack, DevOps, Automation and Cloud and Data Engineering. Prime focus is on Banking & Financial Services domain and aspire to play a leading role in catalysing Digital transformation across industries.

"Working collaboratively with our customers to stand-up High Performing Engineering teams, leverage proven collaboration frameworks, instill modern software engineering practices and leverage specialized partner ecosystem in creating a platform to deliver rapid value is what has helped us propel" iGreenData CEO, Max Sundaram, said. The Deloitte Technology Fast 50 2020 Australia program recognises and profiles fast growing technology companies. Now in its twentieth year in Australia, the program ranks the 50 fastest growing public or private technology companies, based on percentage revenue growth over three years. ❖

Full report: [deloitte-au-tmt-tech-fast-50-2020-winners-report-26112020.pdf](https://deloitte-au-tmt-tech-fast-50-2020-winners-report-26112020.pdf)

### CELEBRATING MEMBER SUCCESS STORIES!

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## RAISE AND DEVELOP ASSOCIATION **RADA**

RADA Promotes **Work-Life Balance** and **Leadership in Women**. This Program enables working women to rise to their potential and also develop others in their organization.

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Eminent people associated with RADA include Jennifer Arul - Eminent Journalist; Usha Somasundaram - Ex-COO, Hand-In-Hand International; Sujatha Ramani - CEO, Pollinate Group; Suji Iyer - Managing Director, I2M and Others.



Release of RADA yearbook 2020

RADA was founded by Jonah Stephen in the Year 2014.

To know more or contribute to RADA, write to [biz@carisma-solutions.com.au](mailto:biz@carisma-solutions.com.au)

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