

Seminar on
**INTERNATIONAL
BUSINESS OPPORTUNITIES
AND TRADE FINANCE FOR SMEs**

Focus on
Exports | Joint Venture | Contract Manufacturing
Technology Transfer | Investment
Strategic Partnership with Overseas SMEs

Organised by



SMALL & MEDIUM BUSINESS
DEVELOPMENT CHAMBER OF INDIA

Co-organiser



**SME EXPORT
PROMOTION COUNCIL**

Organised on
28th September, 2016 | Hotel Crowne Plaza, Pune

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**MAHARASHTRA INDUSTRIAL AND
ECONOMIC DEVELOPMENT ASSOCIATION**

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INDIA INTERNATIONAL TRADE CENTRE
(Investment & Trade Promotion Organisation)

Address by Speakers



Mr. Chandrakant Salunkhe – Founder & President, SME Chamber of India and SME Export Promotion Council addressing the delegates on "Make-In-India Initiative - International Collaborations & Business Opportunities for SMEs"



Mr. Vural Cekinmez – Commercial Counsellor, Embassy of Turkey, New Delhi addressing the delegates on **Bi-lateral Trade and Investment Opportunities in Turkey**



Mr. Lee Dong-Won – Director General, Korea Trade-Investment Promotion Agency (KOTRA), Mumbai addressing the delegates on **Bi-lateral Trade and Investment Opportunities in Korea**



Ms. Vireshika Bandara – Second Secretary, Consulate General of Sri Lanka addressing the delegates on **Bi-lateral Trade and Investment Opportunities in Sri Lanka**



Ms. Emmanuelle Timmermans – Trade Commissioner, Consulate General of Belgium addressing the delegates on **Bi-lateral Trade and Investment Opportunities in Belgium**



Mr. P.P. Parida – Chief Manager & Head, Regional Treasury Marketing Unit (RTMU), State Bank of India, Mumbai addressing the delegates on **Understanding Risks in International Trade and Risk Mitigation Strategies**



Mr. Sunil S – Asst. General Manager (Pune Region) SIDBI addressing the delegates on **Finance for new projects, expansion and modernization projects**



Smt. Vandana Ghavnalkar – Assistant General Manager, ECGC Ltd. addressing the delegates on **ECGC Services to the SME Exporters**

Address by Speakers



Mr. Bhavesh Thakkar – Partner, Shah Khandelwal Jain & Associates addressing the delegates on **Incentives and Benefits for Manufacturing and Exports**



Mr. Girish Solanki – Regional Business Development Manager – West, Tata Teleservices (Maharashtra) Limited. addressing the delegates on **Digital transformation For SME**



Mr. Huzefa Tavawalla – Nishith Desai & Associates addressing the delegates on **Nuances of "Technology Transfers" along with key legal implications**



Mr. Nikhil Mutha – Senior Manager, Ernst and Young LLP addressing the delegates on **Tax Incentives and Benefits for Manufacturing and Exports**



Mr. Amitabh Sinha – Director (Investment), SME Chamber of India addressing the delegates on **How to expand your International footprint?**



Delegates During Networking Session

Delegates at the Seminar





SMALL & MEDIUM BUSINESS DEVELOPMENT CHAMBER OF INDIA

Empowering SMEs for Global Competitiveness

OBJECTIVES

- ⇒ Integration of Entrepreneurs
- ⇒ Capacity Building
- ⇒ Business and Export Growth
- ⇒ Implementation of Government Policies
- ⇒ Protect Business interest of SMEs & Industry
- ⇒ International Business Co-operation
- ⇒ Entrepreneurship Development
- ⇒ Awards and Recognition

ACTIVITIES

- ⇒ Trade Promotional Programs
- ⇒ Connectivity with MNCs and Government
- ⇒ Interaction with Bankers and Government Officials
- ⇒ International Conferences, Seminars & Roundtables
- ⇒ Inbound and Outbound Investment
- ⇒ Channelise Bank Finance and PE / VC
- ⇒ Strategic Business Alliances
- ⇒ Marketing and Promotion
- ⇒ Knowledge Transmission
- ⇒ Awareness Programs
- ⇒ Interaction with Governments
- ⇒ Delegations and Study Tours
- ⇒ Research and Survey
- ⇒ Exhibition and Trade Fair Services
- ⇒ Restructuring and Revival of stressed SMEs
- ⇒ Redressal of issues & problems

SUPPORT & ASSISTANCE

DOMESTIC BUSINESS OPPORTUNITY & GROWTH

- ⇒ Business Advisory Services
- ⇒ Business & Trade Opportunities
- ⇒ Connectivity with Buyers, Manufacturers and Suppliers
- ⇒ Procurement support in PSUs and MNCs
- ⇒ Vendor Development in Government PSUs
- ⇒ Marketing and Distributorship in India
- ⇒ Certification of evaluation of capacity of the Company
- ⇒ Listing without an IPO in Stock Exchange
- ⇒ Identifying investors or business partners
- ⇒ Setting up manufacturing unit

FINANCE & INVESTMENT

- ⇒ Channelise Finance from Bank and Fis
- ⇒ Private Equity / Venture Capital
- ⇒ Project, Export Finance & External Commercial Borrowing
- ⇒ Term loans in local & foreign currency
- ⇒ Vendor Finance Facility
- ⇒ Factoring and Forfeiting services
- ⇒ Finance Facility for Participation in International Exhibitions
- ⇒ NPA Settlements
- ⇒ Restructuring and Revival of financially stressed SMEs

INTERNATIONAL BUSINESS CONNECTIVITY AND OPPORTUNITIES

- ⇒ Export Business Enquiries
- ⇒ Contract Manufacturing Tie-ups with Overseas Companies
- ⇒ Joint Ventures, Collaborations and Technology Transfer
- ⇒ Business Alliance with Overseas SMEs and Companies
- ⇒ Identification of Buyers, Importers and Distributors
- ⇒ Import of Advanced Technology, Machinery & Equipments
- ⇒ Marketing and Distributorship in Specific Market

INVOLVEMENT IN ACTIVITIES OF THE CHAMBER

- ⇒ Connectivity & Contact Building
- ⇒ Interaction with CEOs of Corporate, Banks, MNCs & Government Officials and SMEs
- ⇒ Seminars and Training Program for Knowledge Enhancement
- ⇒ Join Delegations to connect with foreign buyers / investors and to promote exports
- ⇒ Present issues & problems to appropriate Govt. Authorities
- ⇒ India SME Excellence Awards for remarkable achievements

FOUNDER & PRESIDENT CHANDRAKANT SALUNKHE

For Membership, Assistance & Support Services Contact

Registered & Head Office

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