



NEWSLETTER - OCTOBER 2009

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NEW INDIAN DIRECT TAX CODE

The Indo-Italian Chamber of Commerce & Industry–Eastern Region, in association with the Eastern India Regional Council (EIRC) of the Institute of Cost and Works Accountants of India (ICWAI), organised a seminar on the Direct Tax Code 2009, for its members in Kolkata on 23 October.

The Direct Tax Code Bill 2009, unveiled on 12 August, is a bold attempt to create a robust tax system in India. The code proposes to bring under one umbrella all the provisions relating to every aspect of direct taxes in India. These include corporate tax, personal income tax, fringe benefit tax and securities transaction tax.

Currently open to public comments, the code is expected to be implemented from 1 April 2011 and will replace the five-decade-old Income Tax Act with easy-to-comprehend provisions for the lay tax-payer.

The new tax code aims to completely overhaul and simplify existing tax proposals, not only for individual tax-payers but also for corporate houses and foreign residents.

The idea is to keep the provisions simple so that the average tax-payer can understand its language. It will also introduce the concept of tax calculators. From the point of view of administrative reform, the new code will also recast the powers of the Central Board of Direct Taxes, introduce more transparency in decision-making and tune it to the tax boards of countries like the United States, Canada and the United Kingdom.

The Finance Ministry of the Government of India has uploaded on its website, www.finmin.nic.in, the Draft Direct Tax Code, a discussion paper, a comment on the code and the rating people would like to give it.

Chief Guest at the seminar G Choudhuri, Chief Commissioner, Income Tax IV, Kolkata & CCIT–I, highlighted the relevance of the new tax code and how it would benefit tax-payers. Guest of Honour Dr Vittorio Mecozzi, Italian Trade Commissioner, thanked the Chamber for taking the initiative to garner suggestions from its members on the new code. Key speakers Mritunjay Acharya and Sanjoy Bhattacharya offered expert opinions and commented on the code's pros and cons.

Other speakers included Manas K Thakur, Chairman, EIRC of ICWA; Pankaj Parekh, Chairman, IICCI-ER; Dr Sanjiban Bandyopadhyaya, Chairman, Taxation Committee, ICWAI; and Ashok Aikat, Vice-Chairman, IICCI-ER.



From L to R: G Choudhuri, Manas K Thakur, Sanjiban Bandyopadhyaya, Vittorio Mecozzi, Italian Trade Commissioner; Pankaj Parekh and Ashok Aikat



ITALIAN GDP: REVISED FORECAST

Italy's ISAE (Institute for Studies and Economic Analyses) has upwardly revised the forecasts for the Italian economy for 2009 and 2010. For 2009, the GDP will fall by 4.7 per cent, an improvement over the 5.3-per cent drop previously estimated by the Institute. In 2010, the GDP will grow by 0.6 per cent (previous estimate +0.2 per cent).

"In step with the dynamics of the world economy, Italy too is emerging from the recession. The positive trend in industrial production in summer is a positive sign for business in the second half of the year. The recovery is being driven by foreign demand and by the recovery, albeit slow, of domestic demand," the ISAE observes.

Employment, measured in standard units of labour, is dropping by 2.7 per cent this year and by 0.6 per cent within the 2010 average. As regards consumer price dynamics, after the lows reached in summer, inflation should show a moderate upward trend, with trend rates close to 1 per cent at the end of the year. Within the 2009 average, the consumer price increase stands at 0.8 per cent; and at 1.7 per cent in 2010.

As regards public accounts, the deficit-GDP ratio is estimated at 5.3 per cent in 2009 and at 5.1 per cent in 2010. "The estimates," the Institute states, "do not include the effects of the tax shield provisions (the amnesty that allows the reintroduction into Italy of capital unlawfully held abroad by paying a minimal one-off tax). The impact on public accounts will also depend on the government's decisions with regard to allocation of the funds deriving from its application."

—ILSOLE24ORE.COM

DRAGHI: POSITIVE SIGNS BUT RECOVERY IS SLOW

Recovery will have to reckon with uncertainty in both the real economy and on the financial front, feels Mario Draghi, Governor of Banca d'Italia and Chairman of the Financial Stability Forum.

"There are some small signs but recovery will be slow and there are many indicators of weakness," Draghi said on the sidelines of the annual meeting of the International Monetary Fund (IMF), in Istanbul, in October.

"Unemployment is growing, not only in Italy. The aim is to stimulate consumption, which constitutes a large part of demand. A substantial improvement came from China and from the emerging economies which showed a more vigorous recovery," he added.

The financial system is certainly more stable than it was five to six months ago, Draghi said, adding, "However, even though the balance sheets of banks have improved a great deal in the last two to three months, fixed assets are still considerable enough to account for figures like those published by the Fund with regard to capital requirements."

With regard to banks per se, Draghi said that Banca d'Italia, the first to recommend that the salaries of bank managers be linked to their medium-term performance, will revise its regulations to align with the rules laid down by the Financial Stability Board and endorsed by the G20 in Pittsburgh.



Draghi suggested that banks approach the market or subscribe to instruments offered by the State (like the Tremonti bonds) to consolidate their assets. "Bankitalia oversees and banks must have adequate capital. The overseer's task is to check that the capital base meets all the requirements. Then the banks must decide, based on their parameters as well," he said.

–*ILSOLE24ORE.COM*

INDIAN AGRI-SCIENTIST GETS ITALIAN AWARD

Professor P K Aggarwal, ICAR National Professor with the Indian Agricultural Research Institute, New Delhi, has been awarded the Ernesto Illy Trieste Science Prize by Italy's Academy of Sciences for the Developing World (TWAS).

The award, consisting of a trophy, a certificate and a prize of US\$ 100,000, brings recognition to the developing world's eminent scientists. Prof Aggarwal shares the prize with a Brazilian scientist.

Prof Aggarwal has been recognised for his scientific leadership and contribution to enhancing the understanding of the vulnerability of agriculture in developing countries to climate change.

He has developed a broad range of innovative strategies to examine the potential impact of global warming on agriculture, especially in India. Studies have shown that in India, global climate change could lead to crop losses of 10–40 per cent by the end of this century. This would result from rising temperatures, increasingly variable rainfall and declining water supplies for irrigation.

Prof Aggarwal acknowledges that simple adaptation strategies, such as changing sowing dates or relying on drought-resistant plant varieties, may help reduce agricultural losses, at least initially.

But his research also indicates that greater climate variability due to global warming will ultimately require more aggressive mitigation and adaptation measures, including the development of new genotypes and devising alternative water management systems.

–*COMMODITY ONLINE*

INDIAN FOOD PROCESSING INDUSTRY RS 13.5 BN IN SIX YEARS

With the global economy beginning to perk up, India's food processing industry is expected to grow to around \$260 bn from the present \$200 bn in the next six years, according to an industry expert.

Shrikanth Kamat, Associate Director, Ernst & Young, says the food processing industry would grow 30–40 per cent in the next ten years, against the present 15 per cent.

In a presentation on 'Technology for the Food Processing Industry: Business Potential Between Argentina and India' Kamat says, "The food sector has huge potential and the industry's growth would reach \$320 bn by 2020, whereas processed foods can reach Rs 13,500 bn from the current Rs 8,200 bn by 2014–15."



Currently, India produces 41 per cent of the world's mangoes, 30 per cent of cauliflower, 28 per cent of tea, 23 per cent of cashew nuts, 36 per cent of green peas and 10 per cent of onions. Kamat also says that India's processed food products market is growing at 1.6 per cent per annum while the global food sector is expected to reach **\$3,137.2 bn** by 2011.

"The global food, beverages and tobacco industries will continue to grow, with major contributions from developing countries like India and China. At present, food products in the organised sector are expensive because of multiple taxes. The Goods and Services Tax (GST) proposed to be implemented from 1 April 2010, will help reduce prices of manufactured products," Kamat says.

–AGENCIES

FOOD INDUSTRY INVESTMENT TO SHOOT UP BY 42.5%

Investment opportunities in the Indian food industry are set to shoot up by a whopping 42.5 per cent, to US\$ 181 bn in 2015 and to US\$ 318 bn by 2020, according to a study by FICCI–Ernst & Young.

The study, 'Flavours of Incredible India–Opportunities in the Food Industry', says this sector accounts for 30 per cent of the Indian consumer's wallet.

In fact, 70 per cent of the current food spend by the Indian consumer is on agri produce, of which two-thirds is spent on primary and secondary processed products. Among agri products, the fruits and vegetables category accounts for more than half of consumption.

The remaining 30 per cent comprises milk, milk products, meat and meat products. Consumption rates for this category have been growing faster than agri products, the study says.

A key driver of the food industry is the increase in per capita disposable income, which has risen 8 per cent in the last five years. This, in turn, has led to an additional 20-per cent per capita spend on food during the same period.

The current per capita spend on food is one-sixth that of China and one-sixteenth that of the US. Also, while the Indian middle class is fast growing into an affluent class, the number of young adults is projected to grow at 11 per cent annually. This will lead to an increasing demand for food products to meet the demands of convenience, health, variety and a changing palate, the study says.

It also says the growth in the food sector would help re-organise the supply chain to reduce post-harvest losses, especially in fruits and vegetables, which currently stand at 25 per cent. This would mean an opportunity to set up warehouses, cold stores and logistics infrastructure, according to the study.

This sector would also create a base for exports of value-added food products, with current shipments of tertiary food products accounting for only 9 per cent of overall food exports. The launch of new products and the increasing penetration of processed foods have a huge investment potential.

–ECONOMIC TIMES



PROCESSED FOODS IN ZERO-TAX CATEGORY: ASSOCHAM

The Associated Chambers of Commerce and Industry of India (Assocham) has demanded that all processed foods and all primary agricultural products including staples such as rice, atta and daal be placed in a 'zero-tax' category after the Government of India has put in place the Goods and Service Tax (GST), so that these products do not attract central excise.

A representation sent to the Union Finance and Food Processing Ministries by Assocham President Dr Swati Piramal has pointed out that the government wants to increase the processing levels of food products to 10 per cent from the present 2 per cent. This would be possible if the current tax regime is extended after GST is executed.

Assocham has proposed that certain processed items such as tobacco products and alcoholic beverages, currently categorised as 'demerit goods' be taxed at higher rates to make up any shortfall.

Dr Piramal has said that processed fruit and vegetable products and products such as ready-to-eat foods, mithai and namkeen and bakery products should be placed in a zero-rated category so that they are exempted from central excise.

In addition, the Chamber has also recommended that while all primary agriculture products including staples be placed in a zero-rated category, all other processed foods be placed at special state GST rate of 4 per cent.

The Chamber has clarified that in case a Single GST regime is adopted, the combined GST should not exceed 4 per cent, with primary agriculture products being totally exempted. Assocham has said this position of GST would be revenue-positive.

With the growth of this sector, revenue collected from taxes on inputs (ie packaging materials, food ingredients, plant and equipment, technology inputs, etc) will continue to grow.

The Chamber has also requested the government to consider measures such as the uniform classification of all processed food products across the Centre and Indian states as per the HS Code.

Organisations with operations in various states should be allowed single registration, payments at a central location, electronic filing of returns and electronic payment of dues.

Also, the government should scrap Road Forms and octroi to facilitate the movement of goods. It should also abolish central sales tax, the Chamber says.

Globally, India is the largest/second largest producer of food commodities including fruits and vegetables, milk, wheat, rice, spices, etc. However, the potential of this sector for processing has remained very low (about 2 per cent) compared to other countries: China (27 per cent), the Philippines (78 per cent), Brazil (70 per cent), Malaysia (83 per cent), the US (65 per cent) and the UK (88 per cent).

Lack of processing results in a colossal waste of agri-produce, estimated at 35-40 per cent and valued at Rs 3.5-5 bn annually. A developed processing industry would reduce wastage and raise farm incomes.

—FNBNEWS.COM



FIAT MAY MANUFACTURE LCVs IN INDIA

Italian automobile giant Fiat is exploring options to manufacture light commercial vehicles (LCVs) with a load-carrying capacity of 0.8–1.8 tonnes in India.

According to Fiat Group Automobiles International's Chief Operating Officer Silverio Bonfiglioli, "We have sufficient capacity to build light commercial vehicles in India. Our passenger car segment is growing at a good rate and, as the market develops for Fiat vehicles, we might think of manufacturing light commercial vehicles in India."

Bonfiglioli divulged this at Fiat India Automobile's plant in the Western Indian city of Pune after flagging off 'Fiat Diesel Drives India', a 10,000-km drive organised by the company to promote its diesel engines and vehicles across India. Bonfiglioli added that plans to manufacture LCVs would not kick off any time soon.

Bonfiglioli also said the company is in the process of developing a low-cost small car for the Indian market. The car would cost between Rs 300,000 and Rs 400,000.

–BUSINESS STANDARD

FIAT TO GIVE PALIO NEW LIFE AND MARKETING PUSH

Italian auto manufacturer Fiat has decided to give its oldest surviving model, the Palio, a facelift and a major marketing push, thereby ruling out that the model will be phased out although it has been in production for more than eight years.

The company will launch a new and improved Palio in early 2010 with a "competitive price tag", according to Fiat India Automobiles. The Palio (base model) is currently sold at Rs 345,000 (ex-showroom, Mumbai).

In addition, the petrol engines – 1.1-litre, 57-bhp and the 1.6-litre, 100-bhp – will either be upgraded to suit Bharat Stage IV (BS-IV) emission norms or may be replaced with engines that power another Fiat model, the Grande Punto.

The Punto is driven by a 1.2-litre (FIRE) engine that generates a maximum 68 bhp of power, as well as a 1.4-litre (FIRE) engine that generates 90 bhp of peak power. The Palio's 1.3-litre multijet diesel engine is already BS-IV compliant and does not need to be upgraded.

Eleven cities in India will switch to BS-IV norms from April 2010 as part of global emission-control action aimed at containing harmful gases released by automobiles.

"Although the Palio has become an old model now, it continues to serve our strategic purpose of being the entry-level model in our range, while complementing the Punto. It was, hence, essential to infuse some refreshments to the model to keep it under production," says a senior executive with the company.

Though the company prefers not to divulge further details till the new Palio's launch, sources say the vehicle



may be fitted with a new grill and a new dashboard assembly, much on the lines of the Brazilian Palio launched recently.

Fiat India will thus generate a major marketing push to revive demand for the Palio, which has considerably slowed due to fierce competition. Despite its price, which is considered aggressive, the Palio fails to draw customers looking for hatchbacks such as the Hyundai i10, Maruti Suzuki A-Star and Chevrolet Spark in the same price band.

Sales of the existing version of the Palio are pegged at 250-300 units a month. In contrast, the Hyundai i10 clocks more than 5,000 units a month, according to industry officials.

The current version of the Palio was launched in April 2007, with an additional and highly efficient diesel engine. The four-seater hatchback was first launched in September 2001.

Meanwhile, Fiat India is also considering an upward revision of prices for the Punto and Linea after the end of the third quarter of fiscal 2009–2010. The revised price will absorb the increase in international metal prices and the impact of the euro, which has become costlier for its suppliers.

–*BUSINESS STANDARD*

LAMBORGHINI ACCESSORIES IN INDIA

Italian luxury brand Tonino Lamborghini, popular for its swanky sports car, has entered the Indian market with its range of multi-media accessories.

The company is targeting Rs 1 bn through its retail operations.

Distribution company MCC Group, which is bringing the brand to India, said the initial focus is mainly on the multimedia accessories segment.

–*THE HINDU BUSINESSLINE*

INDIA'S NK MINDA IN JV WITH ITALY-BASED EMER

Indian auto component maker NK Minda Group has entered into a joint venture with Italy-based Emer to manufacture and sell alternate fuel systems. It has earmarked an investment of Rs 400 m in the next three years for this purpose.

The new joint venture company – Minda Emer – will exploit the global design, production and distribution strengths of its parent companies to deliver gas fuel systems to the global market.

While Emer will supply technology, design and testing, Minda will provide production competencies and market development services. Products from the joint venture will be available in the Indian market by March 2010. They will be manufactured at a facility in Manesar (near the Indian capital, New Delhi), which has an installed capacity of 5 m units, including 1.2 m systems and kits per year by 2012.



The joint venture, besides producing and supplying kits to the original equipment manufacturers, will also manufacture kits for the retail market for retrofitting. The Minda-Emer kits will incorporate the latest technological advancements available globally to provide cost-effective and innovative solutions for LPG, CNG and HCNG systems.

–PTI

FHCL TO SET UP COFFEE CAPSULES UNIT IN INDIA

Fresh & Honest Café Ltd (FHCL), a part of Italian coffee giant Lavazza, plans to set up a facility in India for the production of coffee capsules.

"Talks are on for setting up a production unit in the next two years. We plan to set it up in either Tamil Nadu or Andhra Pradesh," FHCL's CEO, R Shivashankar, said in September 2009.

He did not divulge how much the company plans to invest in the new facility.

The production unit will manufacture coffee capsules as well as capsule-vending machines called Best Lavazza Ultimate Espresso (BLUE machines). At present, both products are imported from Italy and Switzerland.

FHCL and Indian coffee-chain Barista were acquired by Italian coffee roaster Lavazza for Rs 4.80 bn in 2007, from Chennai-based C Sivasankaran's Sterling Group.

The only supplier of the coffee capsules in India at present, FHCL had launched the product in 2008 and caters to large firms and five-star hotels.

However, the company has now formally reintroduced the product and it will soon hit the market and cater to every segment in the hospitality sector, says Lavazza's Brand Integration Manager Tanmoy Mukherjee. The capsules, priced at Rs 20-25, will enable coffee-drinkers in the country to get authentic espresso.

FHCL also has a presence in the retail sector with its coffee brands 'Alive' and 'Lavazza Club'.

–THE ECONOMIC TIMES

FROM THE GANGES TO THE ARNO

Florence will host the 9th edition of River to River, the Florence Indian Film Festival, from 4–10 December 2009. The festival, established and directed by Selvaggia Velo, is being held under the patronage of the Indian Embassy in Rome.

It will be held at the Odeon, the beautiful 1920s theatre in the centre of the city, under the aegis of the Mediateca Regionale Toscana-Film Commission, and as part of the Cinquanta Giorni di Cinema Internazionale a Firenze (50 Days of International Films in Florence).



Entries to the River to River Digichannel Audience Award will include the latest feature films, short films and documentaries produced by India's movie industry. The films will tell stories and real-life experiences that reflect a multi-faceted, colourful and ever-changing society that is playing an increasingly important role in the Western world. Film-makers, actors and producers sending in entries will attend the festival to showcase their work.

The festival will open on Friday, 4 December, at Museo Marino Marini, with an exhibition curated by Giovanni Aprile on the great Indian painter, Raja Ravi Varma (1848–1906), whose unconventional life courted controversy in 19th century India.

At 9 pm, Cinema Odeon will host the Italian preview of the opening film, Rang Rasiya (Colours of Passion), which tells the story of Raja Ravi Varma by noted Indian director Ketan Mehta, who will meet the audience after the screening.

This year's retrospective will be devoted to the wistful genius of Guru Dutt (1925–1964), one of the great directors of the Golden Age of Indian cinema. Dutt died prematurely at the age of 39. His films are often imbued with a feeling of loneliness.

Three of his masterpieces have been selected for the festival and will be screened in their original 35mm format, with the support of the Directorate of Film Festivals in New Delhi: the French-style detective movie Aar Paar (This or That, 1954); the troubled love story of Mr and Mrs 55 (1955); and the autobiographical and poignant Kaagaz Ke Phool (Paper Flowers, 1959).

A documentary about his life, In Search of Guru Dutt, by Nasreen Munni Kabir, describing Dutt's unique, multi-faceted personality, will be screened afterwards.

Out-of-competition screenings include the very latest animation films from the Animation Society of India, the Ahmedabad-based National Institute of Design as well as a section of student films from India's major cinema schools.

For more information, please see:

River to River. Florence Indian Film Festival

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PROUD MOMENT FOR INDIA AT MILAN

In a proud moment for India, two of the country's upcoming designers Atsu and Azara showcased their Spring Summer collections with the likes of Cavalli, Armani, Prada and Versace at the Milan Fashion Week 2009.

This was made possible through an exclusive Memorandum of Understanding signed between the Camera



Nazionale della Moda Italiana, the apex fashion body of Italy that organizes the Milan Fashion Week, and Sumeet Nair, through the Fashion Foundation of India.

As a part of this exclusive opportunity, the designers got show slots to present their collections at the main schedule of the Milan Fashion Week. Logistics such as models, venue, etc were provided.

Sumeet Nair, Managing Director, Prodigy Fashion, says, "The Fashion Foundation of India is committed to its mission of taking Indian fashion to global destinations and creating a niche for Brand India. It is an honour to be associated with the Camera Nazionale della Moda Italiana. We look to strengthen this relationship through other initiatives in the future."

Says Atsu, "This was a spectacular opportunity made available to us by the Fashion Foundation of India. We have been able to take our designs and present them at the hub of global fashion. We couldn't have asked for more."

–AGENCIES

GUCCI EXITS JV WITH MURJANIS

Italian luxury brand Gucci has parted ways with its Indian franchisee, Vijay Murjani, also the distributor of premium brands Calvin Klein, Tommy Hilfiger and French Connection in India. Gucci has signed a franchise agreement with Indian investment banker Ashok Wadhwa's Luxury Goods Retail and is in the process of converting it into a 51:49 joint venture.

By forming a joint venture with an Indian partner, Gucci will follow many other international brands such as Marks & Spencer and Mothercare which have moved from the franchise model to the ownership model. This usually offers brands better control over operations and the flexibility to chart an independent course in the market.

Most international brands ideally prefer setting up wholly-owned stores so that they remain in complete control and drive brand reputation. However, Indian regulations allow only 51 per cent foreign investment in single-brand retail and none in multi-brand retail.

The Murjani Group, which started as an apparel maker and grew to launch several brands in India and abroad, retails premium brands Calvin Klein, Tommy Hilfiger and French Connection in India.

Luxury Goods Retail, set up by I-Bank Ambit Corp's Ashok Wadhwa's wife Reena Wadhwa, has now bought Gucci's franchise rights as well as three operational stores in Delhi and Mumbai from the Murjani Group. The fashion brand entered into a franchise agreement with Wadhwa's firm in August.

"Gucci will control the majority stake in the JV and it will drive the day-to-day business in India," said Wadhwa, adding that this was her firm's first partnership with any international brand.

Gucci, a nine-decade-old brand that was started by designer Guccio Gucci in Florence, Italy, designs, manufactures and distributes a range of fashion and leather goods such as handbags, luggage, shoes, ready-



to-wear, watches and jewellery but it depends mainly on leather goods for more than half its revenue. Shoes and ready-to-wear contribute around 15 per cent each to the brand's revenue.

Gucci has a presence in several major markets with 35 per cent of its annual revenue of 2,206 m euros coming from Europe alone. North America and Japan contribute 20 per cent and 15 per cent respectively. The company earns 70 per cent of its revenue from sales at its 258 company-owned stores.

–THE ECONOMIC TIMES

ECONOMIC NEWS

INDIAN ECONOMY AT A GLANCE

INFLATION

Week ending 29 October 2009:	1.51 %
Week ending 17 September 2009:	-0.95 %
Week ending 30 October 2008:	11.07 %

RUPEE EXCHANGE RATE

4 November 2009		
1 Rupee = US \$ 0.02118	0.01438 euro	
1 US Dollar = Rs 47.36321	1 euro = Rs 69.75985	

BOMBAY STOCK EXCHANGE

	<i>closed at</i>	<i>up / down</i>
3 November 2009:	15,404.94	
2 November 2009:	15,404.94	-1729.61
1 October 2009:	17,134.55	

ITALIAN ECONOMY AT A GLANCE

INFLATION on 31 March 2009

compared to previous month:	-0.2%
compared to same period last year:	+ 0.2 %

EURO EXCHANGE RATE

4 November 2009	
1 euro = US\$ 1.47287	
US Dollar = 0.0.67900 euros	

S&B MIP INDICES

	<i>closed at</i>	<i>up / down</i>
2 November 2009:	22,318.55	+258.22
30 October 2009:	22,060.33	-592.61
2 October 2009:	22,652.94	

FAIRS IN ITALY

Fair	Dates	Venue	City	Description	Organiser
Visual Communication Italy	5-7 Nov	Fiera Milano Nuovo Polo	Milan	International trade fair for signaling trades and advertising techniques	Fiera Milano International SpAwww.fieramilano.it
EICMA - Bicycle	10-15 Nov	Fiera Milano Nuovo Polo	Milan	International bicycle exhibition	Eicmawww.eicma.it
EICMA - Motorcycle	10-15 Nov	Fiera Milano Nuovo Polo	Milan	International motorcycle exhibition	Eicmawww.eicma.it
EXPOEDILIZIA	12-15 Nov	Nuova Fiera di Roma	Rome	Trade fair for the building industry and architecture	Senafwww.senaf.it



Fair	Dates	Venue	City	Description	Organiser
R2B - Research To Business	12-13 Nov	Bologna Exhibition Centre	Bologna	Biotechnology, nanotechnology, energy, new materials	Bologna Fiere www.bolognafiere.it
Tecnoluce	12-15 Nov	Nuova Fiera di Roma	Rome	Lighting engineering fair	Senaf www.senaf.it
SITE di Roma	12-15 Nov	Nuova Fiera	Rome	Plumbing and electrical trade fair	Senaf www.senaf.it
Termoidraulica Clima Roma	12-15 Nov	Nuova Fiera di Roma	Rome	Exhibition of heating and air conditioning technologies	Senaf www.senaf.it
ELETTRO	12-15 Nov	Nuova Fiera di Roma	Rome	Electrical & electrotechnical equipment exhibition	Senaf www.senaf.it
CHIBIMART - Inverno	13-16 Nov	Fiera Milano City	Milan	Cash & carry exhibition of costume jewellery in semiprecious stones, precious stones, silver handicrafts, gift items	Fiera Milano International SpA www.fieramilano.it
CHIBIMART - Affari D'estate	13-16 Nov	Fiera Milano City	Milan	Cash & carry show for ethnic & craft products, furnishing accessories, perfumery and beauty products and aromatherapy	Fiera Milano International SpA www.fieramilano.it
Bus & Bus Business Centre	18-21Nov	Verona Exhibition	Verona	International exhibition of bus & coach	Veronafiere www.veronafiere.it
IKME	18-22 Nov	Fiera Milano Nuovo Polo	Milan	International quadrennial exhibition of finishing and knitting machinery	Fiera Milano International SpA www.fieramilano.it
MODAPRIMA	28-30 Nov	Fiera Milano City	Milan	International fashion and accessories show	Fiera Milano International SpA www.fieramilano.it



Fair	Dates	Venue	City	Description	Organiser
EXPO COMM ITALIA	1-3 Dec	Fiera di Roma	Rome	International telecommunications, wireless and broadband technology exhibition and conference	E J Krause & Associates, Inc www.ejkrause.com
Motor Show Bologna Centre	4-13 Dec	Bologna Exhibition	Bologna	International car and motorcycle exhibition	Bologna Fiere www.bolognafiere.it
AF / L' Artigiano In Fiera	5-13 Dec	Fiera Milano Nuovo Polo	Milan	International crafts selling exhibition	Fiera Milano International SpA www.fieramilano.it

FAIRS IN INDIA

Fair	Dates	Venue	City	Description	Organiser
FRS - Facades & Roofing Solutions	11-13 Nov	Koramangala Stadium	Bangalore	Exclusive expo on facades / roofing technologies and allied products	Conventions & Fairs (India) Pvt Ltd www.confairs.com
Port & Ship International India	12-14 Nov	Bombay Exhibition Centre - NSE Exhibition Complex	Mumbai	Comprehensive exhibition on Indian maritime industry	Inter Ads Ltd www.interadsindia.com
India Energy	13-15 Nov	Bombay Exhibition Centre - NSE Exhibition Complex	Mumbai	Exhibition & networking event for the energy sector	CMP India (UBM India Pvt. Ltd) www.ubmindia.in
IITF - India International Trade Fair	14-27 Nov	Pragati Maidan	New Delhi	International trade fair	ITPO (India Trade Promotion Organisation) www.indiatrdefair.com
Engineering Pune	19-22 Nov	Auto Cluster Exhibition Centre	Pune	Industrial products and technology trade fair	Infomedia 18 Ltd Expo www.infomedia18.in



Fair	Dates	Venue	City	Description	Organiser
Annapoorna - World Of Food India	25-27 Nov	Bombay Exhibition Centre - NSE Exhibition Complex	Mumbai	International exhibition and conference for the food & beverage industry	Koelnmesse GmbH www.koelnmesse.de
P-MEC INDIA	30 Nov-3 Dec	Bombay Exhibition Centre - NSE Exhibition Complex	Mumbai	Pharmaceutical machinery and equipment convention	United Business Media www.cmpi.biz
Professional Beauty & Fitness India - New Delhi	30 Nov-2 Dec	India Expo Centre - Expo XXI	Noida	India's beauty & fitness industry trade show	Expomedia Events India Pvt Ltd www.iemexpos.com
CPHI INDIA	1-3 Dec	Bombay Exhibition Centre - NSE Exhibition Complex	Mumbai	International exhibition on pharmaceutical ingredients and intermediates	United Business Media www.cmpi.biz
PAPEREX	4-7 Dec	Pragati Maidan	New Delhi	International trade fair & conference on pulp & paper industry	afcon Projects (India) PVT. Ltd www.tafcon.com
India Travel Mart (ITM) - New Delhi	4-6 Dec		New Delhi	International travel & tourism mart+ Medical & health Tourism+ Religious tourism	India Travel Mart - ITM www.indiatravelmart.com
CEMAT INDIA	10-13 Dec	Bangalore International Exhibition Centre (BIEC)	Bangalore	Mechanical handling, warehouse technology and workshop equipment, traffic engineering, intralogistics	Deutsche Messe AG Hannover www.messe.de
MDA INDIA	10-13 Dec	Bangalore International Exhibition Centre (BIEC)	Bangalore	International mechanical power transmission show	Deutsche Messe AG Hannover www.messe.de



Fair	Dates	Venue	City	Description	Organiser
Energy India	10-13 Dec		Bangalore	International trade fair for energy	Hannover Fairs India Pvt. Ltd www.messe.de
IA India	10-13 Dec	Bangalore International Exhibition Centre (BIEC)	Bangalore	International industrial automation show	Hannover Fairs India Pvt. Ltd www.messe.de
Enviro Tech India	14-17 Dec	Pragati Maidan	New Delhi	Expo on environment-friendly technologies and systems including solar panels, hybrid solutions, waste water management effluent treatment plants and solutions	ITPO (India Trade Promotion Organisation) www.indiatradefair.com

CHAMBER NEWS

NEWS FROM ENIT



BELLA FIGURA

ENIT–Italian State Tourist Board, in association with Verve magazine, hosted a dinner on 8 October for 100 special guests. Celebrities, VIPs, members of the press, the Italian Consul General, Giampaolo Cuttillo (centre, with Mrs Cuttillo, right) and Verve’s best-dressed Indian



women partied at Corleone, Intercontinental Mumbai. Salvatore Ianniello, Representative, India (left), opened the evening with a presentation on Italy, which was followed by cocktails and dinner.

MISSING ITALIA

ENIT–Italian State Tourist Board organised a series of meetings for Italian tour operator Patricia Fasolato, Sales Director, Missing Italia, during her recent visit to India. ENIT organised these meetings with travel agents and tour operators in Mumbai, Kolkata and New Delhi to promote Fasolato’s company and its services to the Indian travel industry. Missing Italia specialises in groups, escorted tours, tailored itineraries, pilgrimages and events in Italy.

PIEDMONT WINE TRIP FOR MEDIA

Two leading wine connoisseurs from India, Subshash Arora, President, Indian Wine Academy and Magandeeep Singh, India’s first French-certified sommelier and wine consultant, were assisted by ENIT in attending two events—the 7th edition of the Wine Show, an international fair dedicated to the world of wine, and the 79th



International White Truffle Fair of Alba, in Piedmont, from 22–27 October. ENIT liaised with the organisers to recommend the two experts and facilitated the trip for them. The events consisted of conventions, B2B meetings, seminars and guided tastings with worldwide participation from sommeliers, the trade press and opinion leaders.

ITALIAN LANGUAGE COURSES

Level I–Beginner’s Level

Commences:	16 November 2009
Timings:	8:30 am to 10:30 am
Days:	Mondays, Wednesdays & Fridays
Duration:	40 hours
Fees:	Rs 6,000 inclusive of taxes and study material
Faculty:	Italian

Besides the graded courses conducted at our premises, the Chamber also offers customised corporate courses for businesses.

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RAJASTAN-ITALY: BUSINESS OPPORTUNITIES

The Indo-Italian Chamber of Commerce & Industry (IICCI), with the support of the Embassy of Italy and the Rajasthan Chamber of Commerce and Industry, organised a seminar, ‘Doing Business with Italy’, on 6 October, in the northern Indian city of Jaipur.

The seminar was part of the initiatives that IICCI is undertaking to tap the business opportunities offered by the markets and industrial products of tier-2 Indian cities.

The huge potential for increased trade relations between India and Italy was emphasised by Dr Nicolò Tassoni, Head, Economic and Commercial Section, Italian Embassy. Bi-lateral trade in various sectors, such as infrastructure, food processing, auto components, textiles, marble and jewellery, could only result in mutual benefit for the peoples of the two countries, he said.

In his presentation, Dr Sergio Sgambato, Secretary General, IICCI, pointed out that, as Italy was facing shrinking economic activity and high unemployment rates, this was an opportune time to explore new markets in India, especially in the services sector, which accounts for 62 per cent of the Italian economy.

The seminar also saw presentations on the Italian tourism industry by Mr Salvatore Ianniello, Representative in India, ENIT - Italian Tourist Board; and on Italian banks in India by Mr Pradeep Khanna, Banca Popolare di Vicenza; while Mr Raul D’souza, India Representative, Marangoni Information Centre, made a presentation highlighting the evolution and strategies of the Italian fashion industry.



BUSINESS ENQUIRIES FROM INDIA

*For further information regarding all Business Enquiries, please contact:
infodesk@indiaitaly.com
quoting reference at end of enquiry.*

AGRO INDUSTRY

An Indian exporter of fruits, vegetables and sugar is looking for Italian importers of pomegranate and onions. **Ref: AG-IN-33**

An Indian manufacturer of agricultural equipment is looking for an Italian manufacturer of tractor-drawn agricultural equipment for a technical tie-up for production in India. **Ref: AG-IN-35**

FASHION, ACCESSORIES AND APPAREL

An Indian manufacturer of cotton textiles is looking for importers of these products in Italy. **Ref: FA-IN-76**

MACHINERY & EQUIPMENT

An Indian manufacturer of process equipment such as heat exchangers, pressure vessels and tanks catering to the petroleum, chemical and fertiliser industries is looking for a technical collaboration with an Italian company to produce heat exchangers in India. **Ref: MA-IN-70**

SCIENCE & TECHNOLOGY

An Indian supplier of medical equipment is looking for importers of similar products in Italy. **Ref: SC-IN-08**

BUSINESS ENQUIRIES FROM ITALY

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BUILDING CONSTRUCTION AND MATERIALS

An Italian manufacturer in the heating and sanitary field – especially brass plumbing and heating accessories – is looking for Indian importers and end users of such products. **Ref: BU-IT-29**

FASHION, ACCESSORIES AND APPAREL

An Italian manufacturer of fashion garments is looking for garment importers in India. **Ref: FA-IT-37**

MACHINERY & EQUIPMENT

An Italian manufacturer of industrial machines for thermal cutting of metal plates is looking for a distributor interested in an exclusive distribution agreement for its products in India. **Ref: MA-IT-82**

SCIENCE & TECHNOLOGY

An Italian designer and manufacturer of electro-medical appliances is looking for importers and distributors to introduce its products in India. **Ref: SC-IT-08**



TECHNICAL SERVICES

An Italian contractor is keen on collaborating with an Indian plumbing contractor to offer technical know-how for civil construction projects in India. **Ref: TE-IT-07**

NEW MEMBERS

ORDINARY

BANGALORE

ABG Motors Ltd

Manufacturers of AC/DC motors and alternators

Chirantana Equipack Pvt Ltd

Manufacturers of fresh fruit and vegetable packing machinery and packaging material

Feedback Ventures Pvt Ltd

Consultants for infrastructure development across various sectors, viz engineering, project management, power, urban transportation and capacity building

Lyrus Fitness Pvt Ltd

Reflexology and fish spa

One Stop Milano

Italian fashion merchandiser

Standard Machinery Marketing Co Pvt Ltd

Represents Italian manufacturers of food processing equipment and markets their products in India

Vishnu Bharath & Co

Chartered accountants, advocates and other legal matters

CHENNAI

BWE Energy India Pvt Ltd

Designers, engineers and manufacturers of industrial boilers

York Shoes Pvt Ltd

Manufacturers of leather footwear

ASSOCIATE

BANGALORE

Akaar Founders Pvt Ltd

Manufactures and suppliers of machined metal components



CHENNAI

Dharanidara Spinning Mills Pvt Ltd

Manufacturers of cotton yarn and knitted readymade garments for children, infants, boys and women

John Edwin

Management professional

KOLKATA

Alam Tannery Pvt Ltd

Tanners and finishers of leather goods from raw leather; exporters of leather for upholstery

Himalaya Exports

Manufacturers and exporters of textiles and handicrafts

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