

an Initiative by



SGCCI

**THE SOUTHERN GUJARAT CHAMBER
OF COMMERCE & INDUSTRY**
(BUSINESS VOICE OF SOUTH GUJARAT SINCE 1940)

New Ideas... New Direction... New Beginnings...



**VIRTUAL PLATFORM FOR
INTERNATIONAL TRADE**



#Grow_Globally_With_SGCCI

About SGCCI

Founded in 1940, the Southern Gujarat Chamber of Commerce and Industry (SGCCI) is an ISO 9001:2015 certified organization and a leading chamber in India. It focuses on fostering the growth of Trade and Industry in the Southern Gujarat Region, spanning from Bharuch to Vapi and Umargaon towards Mumbai—a thriving and prosperous part of the state.

SGCCI boasts a robust membership exceeding 12,000+ Direct Members, 2,00,000+ Indirect Members, and 150+ Associations. Committed to serving the Trade & Industry community in South Gujarat, SGCCI aims to facilitate qualitative and quantitative growth, making the region globally competitive.

For over 25 years, SGCCI has excelled in organising Trade Fairs and Industry-Specific Exhibitions, specialising in segments like Textiles, Gem and Jewellery, Handloom and Handicraft, Automobiles, Engineering, Heavy Industries, and promoting products and services by Women Entrepreneurs.

SGCCI hosts world-class exhibitions at the Surat International Exhibition and Convention Centre (SIECC), a sprawling 13-hectare facility featuring a 1,16,000 sq. ft. fully air-conditioned pillarless dome. Inaugurated by Prime Minister Narendra Modi in 2010, SIECC is a hub for exhibitions, trade shows, and buyer-seller meets. It has also hosted national-level events, including the finales of reality shows like KBC and Dance India Dance.

To meet the growing demand for large-scale business events, SGCCI constructed a Multipurpose Hall with modern amenities and a seating capacity of 1100. Inaugurated on May 27, 2016, by the then Hon'ble Minister of State for Commerce & Industry, Smt. Niramala Sitharamanji serves as a platform for Business Meetings, Seminars, Symposia, and Conferences.

SGCCI is committed to fostering MSME growth in Southern Gujarat, contributing significantly to the national GDP. As a leading chamber, it promotes "BRAND SURAT" globally, attracting foreign investment and eliminating obstacles to Surat's Trade & Industries to enhance its core strengths.

SURAT ECONOMIC FORUM (SEF)

SGCCI Global Connect M84 has given rise to the Surat Economic Forum (SEF), a Think Tank dedicated to fostering economic growth in Surat, South Gujarat and Gujarat.

SEF, promoted by SGCCI, operates online and is modelled on the World Economic Forum (WEF). It aims to bring together business leaders, government officials, and other stakeholders to address business and industry issues, find solutions, and enhance the economic environment for faster growth. SEF functions as a Business-Chamber-Government partnership.



About MISSION 84

In 2023, SGCCI marks its 84th year, with Surat's Choryasi region named after the 84 flags once hoisted at Surat Port having significant international trade from the 15th to 17th century.

Mr. Ramesh Vaghasia, the 77th President of SGCCI, took office in the 84th year of SGCCI's existence (2023-24). With over 40 years of experience in Taxation, Finance, and Management Consulting, he envisioned a project connecting 84 top countries with 84,000 tradesmen from each foreign country and 84,000 Indian entrepreneurs. This initiative aligns with Prime Minister Narendra Modi's vision for India's G20 Presidency, emphasizing "One Earth, One Family, One Future" and promoting the concept of "Vasudhaiva Kutumbakam."



RAMESH VAGHASIA, President

India, the world's fastest-growing large economy, ranks second in global manufacturing cost competitiveness. With a large pool of engineers, the second-largest consumer base, and a rising income level, India is home to the world's largest English-speaking population and the largest arable land. Its strengths encompass democracy, demography, and significant economic potential.

Human civilization's history is enriched by trade and interactions with diverse cultures. The ancient Indus Valley Civilization engaged in long-distance trade for resources like gold, silver, pearls, and gems, connecting with Persia, Arabian Gulf, China, and Mesopotamia. Centuries later, the Silk Route, spanning from 130 B.C. to 1453 A.D., emerged as a vital trade route linking China, the Far East, the Middle East, and Europe.

From historical roots, global trade has evolved into a staggering figure of US \$32 trillion in 2022. Over the past decade, merchandise trade has surged by 25%, presenting substantial opportunities for all stakeholders to capitalize on this upward trend.

SGCCI President Mr. Ramesh Vaghasia sees a unique opportunity in the convergence of SGCCI's 84th year, India's G20 Presidency, and the ascendance of Asia as a new commerce hub. This presents a chance for stakeholders to collaborate and boost prosperity for all.

It's crucial to reflect on India's ambition to become a \$5 trillion economy by 2027, making it the world's fourth-largest economy. As India develops, there is a growing demand for products not currently available or manufactured locally. Western countries, having developed such goods for their consumers, are uniquely positioned to supply these high-end products to India as consumer demands shift, in line with Maslow's hierarchy of needs model.

As India rapidly develops globally, its rich demographic dividends allow it to offer a wide range of goods and services at competitive costs and international quality standards, meeting the demands of global consumers.

Through SGCCI Global Connect M-84, we aim to enhance bilateral trade by US \$10 billion, equivalent to approximately Rs. 84,000 crores, aligning with our M-84 concept.

M84 offers a distinctive opportunity for around 84,000 foreign residents and Indian Exporter/Importer to connect on our platform. The platform guides with the presence of Embassy officials, Trade Consuls, Industry experts, Business Consultants, and Finance providers.

SGCCI is connecting with all stakeholders, including foreign missions in India, India's missions abroad, Indian-origin tradesmen abroad, and various local, national, and international Chambers of Commerce.

VISION

To act as a catalyst for Global Trade, thereby Increasing Global interdependency and ensuring prosperity for all, thereby promoting the concept of **Vasudhaiva Kutumbakam वसुधैव कुटुम्बकम् “The World is one Family”**

MISSION

- To establish a system there by which, a smooth interaction can take place between any entrepreneur across the world for developing mutual trade and thereby empowering women entrepreneurs, Young Entrepreneurs and Tribal Entrepreneurs.
- To add to the network a global diaspora of Micro, Small and medium entrepreneurs covering the geography of 84 Nations globally.
- To uplift businesses of such MSMEs through our platform by having a value addition of at least US \$ 10 Billion.

BENEFICIARIES

- **Indian MSMEs:** This platform facilitates global entrepreneurs to exchange information and collaborate.
- **Foreign Businesses Established by OIC in Foreign Countries:** Corporate giants can access a vast MSME database for their Vendor Development programs.
- **Chambers of Commerce & Industrial Associations based in India**
- **Chamber of Commerce & Industrial Associations based outside India**

ENABLERS

- **Indian Missions Outside India**
- **Foreign Missions based in India**

OTHER STAKEHOLDERS

- Govt. of India
- Govt. of Gujarat
- Export Promotion Councils
- FICCI, CII, ASSOCHAM, GCCI etc.

PLATFORM HIGHLIGHTS

Digital Platform

- Have built a digital platform for business networking, which is now fully live and running.
- Over 1700 registered stakeholders have joined the digital platform already.

Online Marketplace for Setting up Buy / Sell Inquiry

- Products are being listed on the online platform and inviting more to put forward a Buy or Sell inquiry

Events & Exhibitions

- Organizing promotional events & exhibitions
- Have invited around 20+ country's foreign consulates to showcase their strengths.

Market Intelligence: SGCCI Global Connect M84 is well-equipped with tools for real-time market intelligence. The platform, with regular interactions among the Global Diaspora, subject experts, diplomats, and various chambers, compiles a comprehensive database. This includes research reports, demand-supply scenarios, market determinants, challenges, entry barriers, and trends in international trade—highlighting unique region-wise opportunities and threats.

Market Linkages: For any product or service to reach its consumers, a series of market participants, including packaging service providers, distributors, wholesalers, and retailers, are essential. SGCCI Global Connect M84 provides market linkages to participants at every stage of the supply chain, facilitating efficient product delivery to the point of consumption.

Connect with Diplomatic Missions/ Consular Access: International business relies heavily on diplomatic relationships between countries. Diplomats play a crucial role in maintaining smooth international relations, representing their governments in host countries. SGCCI Global Connect M84 engages with diplomats from 84 identified countries, providing users with the added advantage of obtaining consular access through the platform in times of need.

Expert Advice: In international trade, understanding diverse cultures, legal systems, and procedures is crucial. What may be legal in one country could lead to legal issues in another. The platform offers expert advisory services covering incoterms, international contract drafting, regulatory requirements, and more to help businesses navigate these complexities and mitigate potential risks.

International Trade Finance: International trade involves various trade finance requirements, including pre-shipment and post-shipment financing, project finance, term loans, and packing finance. The platform connects members with finance providers, banks, and financial institutions, enabling interaction and access to suitable financial products. Automatic connections with trade discounting platforms and EXIM banks of various countries are provided to SGCCI Global Connect members, streamlining the ease of doing business.

Locate Logistics Service Provider: Logistics costs are pivotal in both domestic and international trade. Our platform addresses the need for door-to-door delivery, be it for small parcels or large containers. We maintain a comprehensive database of service providers, including shipping vessels, lines, custom clearing agents, and warehousing agents, benefiting our members in facilitating efficient logistics solutions.

Reconciliation Support: In every trade, there's a buyer and a seller. Unclear agreements between market participants can lead to disputes and misunderstandings, resulting in commercial conflicts. With diplomats from various nations, government support, and the presence of leading reconciliators on SGCCI Global Connect M-84, our members can efficiently resolve trade disputes through reconciliation on the platform.

B2B Meetings/ B2C Meetings / B2G Meetings & International Delegation Visits: The core idea of launching this platform is to ensure an increase in bilateral trade between various countries and India. Through this platform, both the buyers and the sellers on this platform are in the process of a successful trade with established a trust factor between them. We have invited 20+ international delegation visits with each country and carried out B2B meetings, B2C meetings, and B2G meetings. The platform will provide opportunities to have virtual meetings between prospective buyers and sellers or physical interaction vide delegation visits.

Benefits of M84 for Various Stakeholders

For Indian Traders: Exporting ensures a stable income for entrepreneurs, fostering long-term international relationships. The internationalization of a business brings domestic market recognition. SGCCI Global Connect opens avenues for MSMEs to explore export potential with available logistics options. The platform facilitates interaction with the Indian Diaspora engaged in buying or selling goods and services, responding to inquiries, posting export queries, and seeking assistance from country representatives, consulates, or embassies. It's a game-changing platform for entrepreneurs aiming for more from their businesses.

For Foreign Consulates Operating in India: A consulate's primary objective is to provide services that benefit its citizens, including facilitating business transactions. It aids local companies from its country in establishing, investing, or exchanging goods and services, promoting trade between the two nations.

SGCCI Global Connect M84 offers foreign consulates in India a unique opportunity for direct connections with nearly 84,000 entrepreneurs engaged in various

activities, including manufacturing, trading, services, exporting, importing, investing, and project development. The platform enables live interactions for consulates to promote their objectives effectively.

For Indian Consulates Operating Abroad: Indian consulates abroad, similar to their foreign counterparts in India, play a vital role in enhancing economic ties between India and host nations by providing necessary services. They are uniquely tasked with promoting India's government trade policies, attracting investments, and maintaining the integrity of Brand India.

The platform offers consulate inquiries based on HSN codes, trader profiles, and opportunities for matchmaking between Indian and host country traders.

For Indian Diaspora living Abroad: According to the Ministry of External Affairs, the world's largest overseas diaspora consists of 32 million NRIs and PIOs. Annually, 2.5 million Indians migrate overseas, marking the highest global migrant number. This wealthy diaspora engaged in service or business abroad serves as an asset for India. The platform enables registered members to interact, and inquire about local market demands, technical requirements, major customers, suppliers, buying and selling conditions, market intelligence, and local influence. This network acts as a catalyst for mutual trade opportunities within and outside India, fostering trade and business relationships between nations.

For the Chamber of Commerce & Industry has an Establishment outside India: Chambers globally aim to maximize benefits for members by providing trade opportunities, market intelligence, and prosperity. They offer networking, policy advocacy, business enhancement, and up-to-date business information. International chambers gain an advantage, accessing 84,000 businessmen in 84 countries with a single click, facilitating seamless communication and significant global trade opportunities through our platform.

For Chambers of Commerce & Industry and Other Industrial Associations operating in India:

Chambers of Commerce globally aim to maximise their members' interests. Chambers in India gain an advantage with access to a verified international business directory, streamlining bilateral trade with portal-registered members.

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OFFICE BEARERS 2023-24

RAMESH VAGHASIA
President

VIJAY MEWALA
Vice President

HIMANSHU BODAWALA
Imm. Past President

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