



**Exploring new pathways for
Canada India
Collaboration
ONLINE WORKSHOP ON
MAY 28, FRIDAY, 2021
EDT 10AM – 12PM**

REPORT & POLICY RECOMMENDATIONS

Description

The purpose of this workshop was to promote awareness of collaboration options between Canada and India. The discussion provided diverse views from distinguished experts, practitioners, academics, policymakers from Canada and India. Expert panellists shared unique insight on the subject. Canada and India have longstanding bilateral relationships built upon shared traditions of democracy, pluralism, strong interpersonal connections and longstanding people-to-people ties. The two countries have embarked on a process aimed at improving and expanding their bilateral ties. The workshop deliberations provided an understanding of how to enhance the scope of cooperation and engagement. The aim is to, highlight existing collaborations and to articulate the factors underpinning success and also highlight the bottlenecks. This workshop was the first in the series of yearlong India@75 celebrations.

Workshop Organized Jointly by

Bharat Centre of Canada -A policy Think Tank and ICICI Bank Canada's Indian @ heart Club in association with the Consulate General of India in Toronto.

Workshop Panellists were

Ms. Apoorva Srivastava, The Consul General of India in Toronto

Dr. Nivedita Das Kundu, President, Bharat Centre of Canada

Mr. Sandeep Goel, CEO & President ICICI Bank-Canada and an advisor to Bharat Centre of Canada.

Ambassador Ashok Sajjanhar, President, Institute of Global Studies and distinguished expert Bharat Centre of Canada.

Dr. Jayanta Das, Peripheral Vascular Surgeon and Adjunct Faculty, Bharat Centre of Canada.

Mr. Achyut Chandra, Director Bharat Chamber of Commerce, Co-chair MSME sub-committee and chairman NMDC, FCBM

Mr. Sumit Sahadev, CEO, Jombone Inc. Canada

Mr. Ishaan Jain, Invest India, National Investment Promotion & Facilitation Agency

Workshop was Chaired by Group Captain Dr. Ajey Lele, Senior Fellow, Manohar Parrikar Institute for Defence Studies and Analyses and distinguished expert Bharat Centre of Canada.

Workshop Moderator was Mr. Prashant Srivastava, Director, academic outreach and operations, Bharat Centre of Canada.

Mr. Prashant Srivastava, started introduction of the workshop by offering

condolences to the covid-19 pandemic victims and paid respect to the front-line heroes. He introduced the workshop as the first in the series of year-long celebrations of India@75, that is, a celebration of India's 75th year of independence. Mr. Srivastava mentioned that through this workshop Bharat Centre of Canada in partnership with ICICI Bank Canada's Indian @ Heart Club in association with the Consulate General of India in Toronto aims to bring together all stakeholders including the corporate partners, academics, educational institutions, media, community groups, scientists, individuals to strengthen the partnership and collaboration between India and Canada. He also introduced the panellists and the chair of the workshop.

Dr. Nivedita Das Kundu, President, Bharat Centre of Canada, gave the welcome remarks. Dr. Kundu, in her welcome remarks, acknowledged the joint efforts put up for organizing this workshop by Bharat Centre of Canada-The Policy Think Tank, along with the partner organization ICICI Bank-Canada's Indian @ Heart Club, in collaboration with the Consulate General of India in Toronto. In her welcome remarks, she thanked CEO & President ICICI Bank Canada Mr. Sandeep Goel and Honourable Consul General of India in Toronto, Smt. Apoorva Srivastava, for their earnest cooperation and active participation. Dr. Nivedita also thanked all the eminent panellists, distinguished experts for accepting the invitation to

participate in this workshop in the challenging pandemic and lockdown time. She said the COVID-19 pandemic has created the biggest disruption that history has ever recorded in all the continents. However, it is hoped that this phase of a tough time will end soon and bring back normalcy in everyone's life.

Dr. Kundu mentioned Bharat Centre of Canada's activities and programmes. She highlighted that this workshop will showcase the complementarities driving "Canada-India Relations." She said, that the workshop deliberations will provide an understanding of how to enhance the scope of cooperation and engagement. She also mentioned all the panellists will deliver the lectures on the topic focusing on the importance of working together to foster and support collaborative research and development projects, highlighting developing innovative products, processes, or technology-based services in different sectors. She also mentioned that the panellists will discuss and identify the difficulties and challenges. Dr. Nivedita mentioned that expert speakers will recognize future possibilities and emerging opportunities. The idea of this workshop is to bring out the new approach and develop appropriate and relevant policies to changing and challenging circumstances. She highlighted that all the eminent speakers of the workshop will provide information, ideas and share inputs on the possibilities of collaboration in different sectors. She said, they will also share their expert opinion to understand the options and opportunities that exist and can be developed further. She pointed out that the workshop panellists will discuss and identify future possibilities and emerging opportunities.

Introductory remarks was given by Mr. Sandeep Goel, President & CEO ICICI Bank Canada and advisor to Bharat Centre of Canada. Mr. Goel started his presentation by mentioning about ICICI Bank Canada's journey to reach Canada started in the year 2003. He mentioned, ICICI Bank is a leading private sector Bank in India and always partnered with India's march towards progress. He said, ICICI Bank Canada is the most recognized financial brand in the Indo-Canada corridor and it focuses its efforts around the e-eco system and on enhancing financial opportunities in this corridor. It is a global bank preferred by Indians across the globe. He mentioned the financial role of ICICI Bank groups around the world. He highlighted that that ICICI Bank Canada provides various services to the non-resident Indian's in Canada, to the student community, to the multilateral organizations. Mr. Goel mentioned that ICICI-Bank Canada is happy to bring this workshop together with Bharat Centre of Canada- a policy think tank and celebrate India @ 75. He also highlighted that ICICI Bank Canada introduced the Indian @ heart club in January 2021 to celebrate India's art, culture, growth stories and connect with all those community members who are Indian at heart.

He shared in his remarks that the ICICI group focuses on innovation and did numerous efforts in supporting innovation. He added that during the ongoing pandemic ICICI Bank shifted towards digital banking and now the bank's account opening is fully digital in Canada. He said, in his remarks that India is a place for Innovation that is “Jugad”, which is the pinnacle of applied innovation as aptly uses in India. This is very typical of India, the ability to do more with less and to do everything out of nothing. He mentioned that in the global unicorn list India stands 3rd global leader in tech innovation. He talked about certain innovations made by India and now known globally. He mentioned the innovation of “chess” the game played all over the world was innovated in India. He also talked about Yoga, the mental, physical and spiritual practice that originated in India and is now practiced all over the world. He also mentioned Ayurveda the herbal medicine invented in India and now used all over the globe. He said, India and Canada trade ties is estimated as over US\$ 10 billion in 2020. He mentioned about the ongoing cooperation that is going on in various sectors including in health and biosciences, in agri-machinery, in climate change, in advanced manufacturing, in agricultural equipment, in agri-food, in clean technology and also in the digital industry. He concluded his remarks by saying that there is tremendous scope of collaboration and that must be understood and need to explore and conquer the opportunities that exist.

Opening remarks was given by Ms. Apoorva Srivastava, Honourable Consul General of India in Toronto. Ms. Apoorva Srivastava first mentioned about the second wave of Covid -19 pandemic in India and how the country is tackling the whole situation. She also mentioned the support given by the Canadian government to India during this difficult second wave of Covid-19. In her opening remarks, she emphasized on India-Canada bilateral collaborations. She talked about the recent developments initiated by the government of India and how they will further strengthen the ties between the two countries. She mentioned about ‘Atmanirbhar Bharat’, ‘Make in India’, ‘Digital India’, ‘Start-up India’ programs. She also mentioned about the Foreign Direct Investment policy and its reforms. Ms. Srivastava mentioned that there are 27 sector and core areas which include manufacturing, technology, defence, financial services, retail and urban development. She said, developing start-ups between India and Canada can be a potential area. She also highlighted that developing the research, collaborations with researchers, along with the community leaders, government agencies can be worked out. Ms. Srivastava mentioned that India is providing a market for investors with key structural reforms, with digital competitiveness. She said, for private consumption in the coming years attractive foreign institutional investments make India a lucrative business target of services, especially

in the IT sector, in business out-sourcing, in software, in the telecom and in the capital market sector.

Dr. Ajey Lele, Senior Fellow, Manohar Parrikar Institute for Defence Studies and Analyses and distinguished expert Bharat Centre of Canada, chaired the workshop. In his introductory remarks, Dr. Lele pointed out that Canada and India have longstanding bilateral relations built upon shared traditions of democracy, pluralism and strong interpersonal connections. Canada is a home for around 2 million people with Indian DNA. He said India is Canada's 9th largest export market and 10th largest overall trading partner. According to him science and technology provide a wider range of possibilities for collaboration. He mentioned that good progress has been made since a bilateral "India-Canada Science and Technology Agreement", signed in 2005. He emphasized the collaborative options in terms of investment, trade and business in the area of biotechnology, digital technology, automobiles, electronics & telecommunications technologies, pollution eradication, blockchain, in pharmaceuticals, in creating smart cities, in artificial intelligence, in nanotechnology and in the space sectors.

Ambassador Ashok Sajjanhar, President, Institute of Global Studies and distinguished expert at Bharat Centre of Canada started his presentation as a keynote speaker, where he emphasized the possibilities of India Canada collateral investment and business in different fields by taking the global strategy. For example, by promoting multilateralism, jointly correcting where UNSC, WHO, WTO failed to function properly especially during the Covid-19 crisis. He mentioned that a resilient, reliable and transparent supply chain already initiated by Australia, India and Japan and can be joined by Canada too. The QUAD plus dialogue especially in vaccine collaboration, collaboration in critical and emerging technology, in semi-conductors, in the supply chain, in connectivity etc. can be initiated by India Canada jointly. He also discussed and suggested that as a part of Indo-Pacific collaboration it can be effective in confronting climate change, promoting renewable energy for both Indo-Canadian dialogue. Ambassador Sajjanhar advised expanding G-7. He feels that there is increasing convergence of values and interests which is reflecting by the increasing bilateral cooperation between India and Canada. By presenting the statistics of growth and potential in the coming years, he emphasized that the bilateral trade is below potential due to geographical location and the presence of other nearby markets like the United States of America and European countries. He added that the Indian diaspora consists of 1.6 million in Canada and there is a need for increasing contribution by the community.

Ambassador Sajjanhar said that the recent initiative taken by the Indian government linked with incentive schemes started on April 1st, 2020, 13 sectors namely cell phones, electronic components, pharmaceuticals, solar TV cells, auto and auto components were identified where Canada can play an important role. Canadian companies have opportunities in the field of e-commerce, social commerce platforms, health care, financial services, B2B, computer software and hardware, electrical equipment, retail, trade and infrastructure are other areas.

He said, the talks on “comprehensive economic partnership’ on the bilateral investment promotion & protection agreement must be nailed down soon and its relevancy must be realized. Education is another important sector for India-Canada bilateral partnership. Global strategic framework and environment is another important sector with a potential growth where both the countries can work together. He also said, they can provide balance and vitality to multilateralism, ensure reliable, and transparent supply chains, help to expand G-7 to G-10.

Mr. Achyut Chandra, Bharat Chamber of Commerce, Co-chair MSME Sub-committee and chairman NMDC, FCBM, presented his special remarks and pointed towards thinking beyond the conventional mindset of higher technology, information technology. He emphasized investment in different fields like agriculture and tourism. He mentioned that in India the agricultural sector has greater growth potential. He compared the statistics with Norway wherein limited arable land production is one of the highest in the global market. Mr. Chandra said Canada’s technologies in agriculture can be leveraged by India to revolutionize agricultural production and techniques. India needs scientific and technological support in food processing, food safety, transportation infrastructure, cold chain developments, grass-root level support in developing start-ups, developing apps in crops management, marketing of exquisite Indian fruits and vegetables etc. He also suggested that tourism can be a field where Canada can invest in India, India has the potential to reach the top three rank as a tourist destination in coming years post Covid-19 crisis.

Dr. Jayanta Das, Peripheral Vascular Surgeon, AMRI Hospital, Adjunct Faculty at Bharat Centre of Canada, gave experts remarks on exploring new pathways for Canada-India collaborations and identified areas in the health care sector which has tremendous potential for the Canadian investors. He said the health care industry is one of the biggest industries with huge potential in India. Dr. Das mentioned that recent pandemic at the global scale has shown aids going from India to Canada during the first phase of Covid-19 and help in various forms arrived in India from Canada for combatting COVID-19 in its second phase. As a medical

expert, his basic emphasis was on the health care system and suggested Indo-Canada collaboration on technology for health care benefits. He suggested the E3 (Economy, Energy, Education) model, he also suggested health tourism, health care education & research, development of drugs and devices. He said innovation in the health care industry is needed. Tele-medicine is an emerging concept in India, so joint activities can take place in this segment. He also mentioned the possibilities in hospital collaborations. Dr. Jayanta mentioned that health insurance is another potential area where collaborative work can take place.

Mr. Sumit Sahadev, CEO, Jombone Inc. Adjunct faculty, Bharat Centre of Canada, narrated his own three years journey of being an Indian origin entrepreneur in Canada. He presented the ground-level hands-on experience of the areas where India-Canada partnerships are strong and areas where one can strengthen them further. According to Mr. Sahadev, Indian resources presented strong cultural values, ethics, commitment, and consistency of quality. India offers solid abundant and advanced modern technology. However, he mentioned that there are challenges like facing too many options on the table which creates difficulty in decision making. He encouraged policymakers to think about specific networking events which can help and mitigate the challenges for the people who are working outside India.

Mr. Sumit said, cultural mismatch, working styles and expectation management can also be challenging and that should be looked into. As per Mr. Sahadev, there is a need to educate Indian technological people to understand the values of the clients from outside India. He suggested certain areas for improvement by offering some form of an export rebate so that it should be easier for the companies to invest their resources in foreign projects. He also suggested boosting the trade and business relations between India and Canada by making certain improvements, for example by educating people, sharing reports and publications, building networking opportunities for the talent communities, sharing updated information for the possibilities of investment between the two nations.

Mr. Ishaan Jain, was the last speaker of the workshop from Invest India, the National Investment Promotion & Facilitation Agency. He discussed the major factors where bilateral trade is growing which include chemicals, food processing, food storage packaging solutions, dairy products etc. Mr. Jain mentioned that the fish products have a great scope of investment in India. India and Canada are partners of 21 mission innovation with the pioneer objective of doubling government investment in green technology research and renewable resources. With the help of statistical evidence, he discussed the \$5 trillion opportunities by 2025 according to

the Make in India project, where 24 sectors providing diversity in opportunities for investors were mentioned in his elaborate presentation. As per his analyses, Canada can be a major investor in India. He also discussed the projects like Bharatmala, Sagarmala, Udaan, Freight Corridors etc. where major opportunities for investment were suggested. He also recommended Canadian investment in specific sectors like chemicals & petrochemicals, food processing, automobiles & automobile components, energy etc. Mr. Jain concluded by saying that India is expected to provide a huge potential with many incentives and benefits.

Dr. Ajey Lele, The Chair of the workshop summarised the deliverables in his concluding remarks. He said that for the last few years ease of doing business increased in India and from a global ranking of 142 now India stands at 63 number. Now it takes 18 days to set up a business in India. India has the third-largest start-up network in the world. India offers the best ecosystem for investment. This is not to say that bottlenecks and challenges are there and it is important for Bharat Centre of Canada to identify these in consultation with the people who have invested in India or are in the process of investing and inform the Indian Consulate General in Toronto accordingly. He said, today, the biggest advantage in India for business is that there is a possibility for 100% FDI in many sectors. As per him, both the countries should strive for evolving a comprehensive economic partnership. The focus for all these years has been on Economy, Energy, and Education (E3) however, now the partnership should continue on similar lines but need to expand in other sectors too.

Dr. Nivedita Das Kundu, President, Bharat Centre of Canada concluded the workshop with a formal thank you note on behalf of the Organisers. She thanked all the panellists and presenters for being a part of this workshop and thanked all the participants for investing their time to gain knowledge and information from all the eminent speakers. She thanked all the speakers for sharing their insightful ideas, provide their analyses of the existing position and put forward their recommendations. She said, the workshop deliberations shared broad ideas and gave clarity on the crucial topic of strategic significance. It is expected that the workshop proceedings will fill the gap and provide useful feedback to policy planners, business houses, entrepreneurs, university students specializing in International Business and relations and to the investors. She mentioned that the video recording of the workshop will be shared with the larger audience and the policy brief and report will be sent to concerned ministries and organizations. Dr. Nivedita highlighted that this is the first joint workshop by Bharat Centre of Canada and ICICI-Bank Canada's Indian @ heart club, to celebrate India @ 75, to mark the

75th anniversary of India's Independence and throughout the year, there will be similar joint activities and programmes and would expect the support and active participation.

POLICY RECOMENDATIONS

- Both the countries need to give closer look towards developing joint global strategic opportunities.
- There is a need to evolve a comprehensive economic partnership.
- Technology and Infrastructure development are two main areas, where there is a scope for investment.
- Need to look for opportunities in Artificial Intelligence, Blockchain, Big Data.
- India could offer cost-effective options to Canadian start-ups to collaborate with India's technology development agencies.
- Need to think about expanding G 7 and D 10.
- India and Canada should work together to evolve a transparent supply chain.
- Look for possibilities to expand collaboration over the Asia Pacific region and could engage QUAD.
- In the infrastructure sector, airport development, rail and roadways have many opportunities and potential.
- In the energy sector particularly in renewable energy, the climate change sector has a good scope.
- In Nuclear energy, India is doing well and can be expanded further.
- In Oil, gas, clean coal sector can look for new opportunities.
- In the Covid-19 era and post Covid-19 phase, health sector could evolve as a major game-changer.
- Health tourism, health education and research, drugs and devices, telemedicine, hospitals and health insurance could be major sectors for collaborations.
- Need to give closer look into food processing, in the food supply and in the cold storage facilities.
- In the tourism sectors, new tourist destinations could be explored both in India and Canada.
- Bharat Centre of Canada should engage in conducting annual strategic dialogue.

Report Prepared by Research team Bharat Centre of Canada

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June 10th, 2021

Panellists

Welcome & Inaugural Remarks



Dr. Nivedita Das Kundu
President, Bharat Centre
of Canada



Mr. Sandeep Goel
CEO & President ICICI Bank Canada,
Advisor, Bharat Centre of Canada



Ms. Apoorva Srivastava
Consul General of India in Toronto



Dr. Ajey Lele
Senior Fellow, Manohar
Parrikar Institute for
Defence Studies & Analyses,
Distinguished Expert,
Bharat Centre of Canada

Key Address



Ambassador Ashok Sajjanhar

Special Remarks



Mr. Achyut Chandra

**President, Institute of Global Studies,
Distinguished Expert, Bharat Centre of
Canada**

**Bharat Chamber of Commerce, Co-Chair
MSME Sub-Committee and Chairman
NMDC, FCBM**

Experts Remarks



Dr. Jayanta Das
Peripheral Vascular Surgeon
AMRI Hospital,
Adjunct Faculty,
Bharat Centre of Canada



Mr. Sumit Sahadev
CEO, Jombone Inc.
Adjunct Faculty,
Bharat Centre of Canada

Experts Recommendations



Mr. Ishaan Jain
Invest India
National Investment Promotion & Facilitation
Agency

Moderator



Mr. Prashant Srivastava
Director South Asia, Seneca College,
Director,
Academic Outreach & Operations, Bharat
Centre of Canada

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28th May Workshop- Schedule

EDT 10:00 – 10:05hrs	Introduction by Moderator Mr. Prashant Srivastava Video- Emerging India
EDT 10:05 – 10:15hrs	Welcome Remarks Dr. Nivedita Das Kundu
EDT 10:15-10:25 hrs	Inaugural Remarks Mr. Sandeep Goel
EDT 10:25 – 10:35 hrs	Opening Remarks Ms. Apoorva Srivastava
EDT 10:35 – 10:45 hrs	Introduction by Chair Dr. Ajey Lele
EDT 10:45-11.00 hrs	Key Address Amb. Ashok Sajjanhar
EDT 11.00-11. 15 hrs	Special Remarks Mr. Achyut Chandra
EDT 11:15 – 11:25 hrs	Experts Remarks Dr. Jayanta Das
EDT 11:25- – 11:35 hrs	Experts Remarks Mr. Sumit Sahadev
EDT 11:35 – 11:50 hrs	Experts Recommendations Mr. Ishaan Jain
EDT 11:50 – 12:00 hrs	Summarising by Chair Dr. Ajey Lele
Word of Thanks Dr.Nivedita Das Kundu Video – Canadian National Anthem played in Indian musical instrument	