



PHD CHAMBER
OF COMMERCE AND INDUSTRY
VOICE OF INDUSTRY AND TRADE



VIZAGAPATAM CHAMBER
OF COMMERCE AND INDUSTRY

BUSINESS DELEGATION TO UAE

DUBAI

SHARJAH

ABU DHABI

18-21 February 2024

A Report
by
*International Affairs
Committee for Gulf, PHDCCI*



BUSINESS DELEGATION TO
UAE **DUBAI** **SHARJAH** **ABU DHABI**
18-21 February 2024



COUNTRY FACTSHEETS

Capital – Abu Dhabi

Official Languages - Arabic (official), English, Hindi, Malayalam, Urdu, Pashto, Tagalog, Persian

Area: total: 83,600 sq km

land: 83,600 sq km

water: 0 sq km

Population: 9,973,449 (2023 est.)

GDP-Per-Capita (PPP): \$653.067 billion (2021 est.)

GDP- Composition by sector: agriculture: 0.9% (2017 est.)

industry: 49.8% (2017 est.)

services: 49.2% (2017 est.)

Agriculture Products: dates, cucumbers, tomatoes, goat meat, eggs, milk, poultry, carrots/turnips, goat milk, sheep milk

Industries: petroleum and petrochemicals; fishing, aluminum, cement, fertilizer, commercial ship repair, construction materials, handicrafts, textiles

Exchange rates: Emirati dirhams (AED) per US dollar

Export: \$335.238 billion (2021 est.)

Export Commodities: crude petroleum, refined petroleum, gold, broadcasting equipment, diamonds, natural gas, jewelry, aluminum (2021)

Export Partners: India 14%, Japan 8%, China 8%, Saudi Arabia 8%, Iraq 5% (2021)

Imports: \$246.886 billion (2021 est.)

Import Commodities: gold, broadcasting equipment, refined petroleum, diamonds, cars, jewelry, computers (2021)

Import Partners: China 17%, India 9%, United States 6%, Saudi Arabia 5%, Germany 3% (2021)



India- UAE Trade Investment

Values in US\$ millions

S.No.	\Year	2018-2019	2019-2020	2020-2021	2021-2022	2022-2023
1.	EXPORT	30,126.73	28,853.59	16,679.54	28,044.88	31,608.79
2.	%Growth		-4.23	-42.19	68.14	12.71
3.	India's Total Export	330,078.09	313,361.04	291,808.48	422,004.40	451,070.00
4.	%Growth		-5.06	-6.88	44.62	6.89
5.	%Share	9.13	9.21	5.72	6.65	7.01
6.	IMPORT	29,785.33	30,256.65	26,622.99	44,833.48	53,231.55
7.	%Growth		1.58	-12.01	68.40	18.73
8.	India's Total Import	514,078.42	474,709.28	394,435.88	613,052.05	715,968.90
9.	%Growth		-7.66	-16.91	55.43	16.79
10.	%Share	5.79	6.37	6.75	7.31	7.43
11.	TOTAL TRADE	59,912.05	59,110.23	43,302.53	72,878.36	84,840.34
12.	%Growth		-1.34	-26.74	68.30	16.41
13.	India's Total Trade	844,156.51	788,070.32	686,244.36	1,035,056.45	1,167,038.89
14.	%Growth		-6.64	-12.92	50.83	12.75
15.	%Share	7.10	7.50	6.31	7.04	7.27
16.	TRADE BALANCE	341.40	-1,403.06	-9,943.45	-16,788.60	-21,622.76
17.	India's Trade Balance	-184,000.33	-161,348.24	-102,627.40	-191,047.65	-264,898.90

Note: Since 2006-07, Petroleum figures are being computed from Import Daily trade Returns (DTRs) to generate country-wise/port-wise tables. Up to 2005-06 consolidated petroleum import figures were being received from the Petroleum Ministry.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

INTRODUCTION



India's interaction with the UAE has witnessed a remarkable expansion across various sectors since 2014. The UAE has emerged as the most important pillar of India's outreach to the Gulf region. While India's 'Think West' policy has prioritised India's engagement with West Asia, its relationship with the UAE has outpaced India's relationships with other countries of the region. Prime Minister Narendra Modi's seventh visit to the UAE during his tenure of 10 years as Prime Minister reflects a personal initiative and efforts to strengthen the relationship. The scope and intensity of engagement between the two countries can be measured by Modi's statement that "India and the UAE are partners in progress."

An important element of India's engagement with the UAE is the constant growth in bilateral trade and investment. Although economic engagement remains the conventional mode of interaction between the two, its pace and scope have expanded significantly in recent years. The UAE remains the third largest trading partner of India after the US and China. In the last 10 years, bilateral trade figures have increased from US\$ 59.5 billion in 2013–2014 to US\$ 84.8 billion in 2022–2023.

Bilateral trade received a big boost after both countries signed the Comprehensive Economic Partnership Agreement (CEPA) in 2022. As part of the CEPA, the existing UAE–India Bilateral Investment Agreement signed in December 2013 would be replaced with a new council called the UAE–India Technical Council on Investment and Trade Promotion.

Convergences of interests and a mutually beneficial partnership have significantly reshaped the India–UAE relationship. Perception of the leaders and people towards each other has played a key role in the new



collaborative efforts between the two. The UAE perceives India as an emerging global political and economic powerhouse, growing in science, technology, innovation and industrialisation. For India, the UAE is a stable country with a vibrant economy and a positive outlook towards expanding and acquiring knowledge on science, technology in niche areas, innovation and renewable energy. Besides, there is a convergence between the two on the issues of climate change, water and food security as well as in fighting common security threats, such as terrorism, extremism and maritime piracy. The transformation of the India-UAE relationship under the leadership of Prime Minister Modi has been remarkable. The recent trends reflect a sustained engagement between the two countries on the conventional issues and, at the same time, efforts to find convergence in the new and emerging areas of cooperation. This approach has been pivotal in the transformation of the India-UAE relationship.

PHDCCI in its constant endeavor to strengthen India's bilateral trade and investment cooperation between India and Gulf countries with the aim to further business linkages in the region mounted a **High Level Business Delegation to UAE from 19 – 21 February 2024** in association with **Vizagapatam Chamber of Commerce and Industry (VCCI)**.

The delegation was led by **Mr. M. Sudarsan Swamy, President, VCCI & Managing Director, SM Renergy Pvt. Ltd.** and comprised of the following members representing **Agriculture & Food Processing, Healthcare & Wellness, Information & Technology, Construction & Real Estate, Hotels & Hospitality, Textiles, Media & Entertainment, Shipping, Logistics, Forwarding, Warehousing, Marine, Defence – Ship Building, Finance and Taxation.**

1. Ms. Hema Swamy, *Proprietor*, HN Invitations and Design
2. Mr. Samay Magalagiri, *Director*, SM Renergy Pvt. Ltd
3. Mr. Ram Prasad Kancharla, *Director*, K.Ramabrahmam & Sons (P) Ltd
4. Mr. Pawan Kumar Gunturu, *Managing Director*, Sprint Exports Pvt Ltd
5. Ms. Valsaraj Jeeja, *Director*, Coastal Corporation Ltd
6. Ms. Vineesha Valsaraj, *Managing Director*, Coastal Corporation Ltd
7. Mr. Jagapathi Raju Rudraraju, *Managing Partner*, Commercial Plastics Industrial Service
8. Mr. Naga Venkata Satya Gurusurthy Kethavarapu, *Managing Partner*, Theatre SREEKANYA
9. Mr. Venkata Krishna Gannamaneni, *Joint Managing Director*, Daspalla Hotels Pvt Ltd.
10. Mr. Venkata Krishna Kumar Kancharla, *Director*, K Ramabrahmam & Sons Pvt Ltd
11. Mr. Riaz Khan Mohammad Abdul, *Partner*, Hameed Life Style Merchandise (P) Ltd
12. Mr. Rajesh Poosarla, *Director*, P B L Transport Corporation



13. Ms. Anusha Andhavarapu, *Partner*, Smark & Associates
14. Mr. Sazad Hussain Mohammed, *Chartered Accountant*, Smark & Associates
15. Ms. Divya Pasupuleti, *Director*, Abhilash Constructions
16. Mr. Sarb Raj Singh Anand, *Head-Defence & Strategic Projects*, Marine Corporation of India
17. Mr. Sampath Kethavarapu, *Director*, Sreekanya Devallu & Sons Hotels Pvt Ltd
18. Mr. B D V N Subramanya Surya Lingam, *CEO*, Colour Moon Technologies Pvt Ltd
19. Mr. Sravan Kumar Gadagottu, *Director*, Sravan Shipping Services
20. Mr. Inder Nuthakki, *Managing Partner*, Shaurya Constructions
21. Mr. Kalyan Chakravarthy Potluri, *Founder & Managing Partner*, Adwik Impex
22. Mr. Venkat Bhanoji Kambala, *Managing Director*, Interland Exports
23. Mr. Deepak Goyal, *Owner*, Maruti Associates
24. Mr. Piyush Juneja, *Founder*, Indian Vaidyas
25. Mr. Niraj, *Director - International Affairs*, PHD Chamber of Commerce and Industry
26. Mr. Abhishek Banwara, *Secretary - International Affairs*, PHD Chamber of Commerce and Industry



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

SHARJAH, UAE

Participation at the Sharjah – Indian Business Forum, organised by Sharjah Chamber of Commerce & Industry



The PHDCCI & VCCI Business Delegation to UAE participated in the Sharjah – Indian Business Forum on 19th February 2024 and met **H.E. Mr. Abdullah Sultan Al Owais, Chairman, Sharjah Chamber of Commerce & Industry** and other members.

The Sharjah Chamber of Commerce and Industry (SCCI) and the Indian delegation explored avenues for bolstering investment and fostering partnerships between the business communities of Sharjah and India.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

The Indian companies were requested to leverage Sharjah's attractive investment climate and the opportunities it presents across several key sectors.

The business forum shed light on the comprehensive economic partnership agreement between the UAE and India, which aims to expand cooperation, increase investments, and boost trade exchange volumes between the two nations.



H.E. Mr. Abdullah Sultan Al Owais, Chairman, Sharjah Chamber of Commerce & Industry while thanking the PHDCCI and VCCI for a timely business delegation to UAE and Sharjah in particular informed that the economic and trade relations between India and the UAE, particularly with Sharjah, are strong and growing, with both sides continuously seeking to expand cooperation and build sustainable partnerships. These efforts aim to enhance bilateral trade volume and mutual investments, moving towards broader horizons to serve common interests. He revealed that the number of Indian companies established in Sharjah has reached an impressive count of 17,500. In 2022, Sharjah's exports to India amounted to approximately AED 2.8 billion, with re-exports standing at about AED 700 million and imports at around AED 2.5 billion. He voiced optimism that the forum would spur further development in joint cooperation and escalate the trade and investment exchange between the two countries.



Mr. M. Sudarsan Swamy, President, VCCI and Leader of the Delegation thanked H.E. Mr. Abdullah Sultan Al Owais, Chairman, Sharjah Chamber of Commerce & Industry for organising the forum, which he believed is pivotal in setting up fruitful investment partnerships with the UAE in key sectors such as energy, space, and information technology. He highlighted the robust economic relations between the two countries, with bilateral trade volume soaring to \$85 billion in the 2022–2023 period. He also pointed out the services and advantages that the Vizagapatam Chamber of Commerce and Industry provides to investors and businessmen, aiming to support and enhance these burgeoning economic connections.



ABOUT VISAKHAPATNAM



- Largest city in the state of Andhra Pradesh (AP)
- Current Population - 2.30 Million (Approx.)
- Located on the East Coast of India, about midway between Chennai & Kolkata

Pg. 12

VISAKHAPATNAM SHINES AS THE FOURTH CLEANEST CITY IN INDIA



Pg. 13

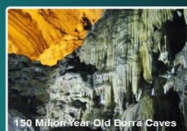
PLACES OF TOURIST INTEREST



RK Beach



Rajaleswari



150 Million Year Old Barra Caves



Submarine Museum



Araku Hill Station

Pg. 14

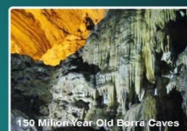
PLACES OF TOURIST INTEREST



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Submarine Museum



Araku Hill Station

Pg. 14

INFRASTRUCTURE & CONNECTIVITY:

SEA PORTS



VISAKHAPATNAM PORT



GANGAVARAM PORT

- **PORTS** - Visakhapatnam - mainly bulk cargo (2nd largest in India.)
Gangavaram - Also bulk cargo
Visakha Container Terminal - to handle both refrigerated and dry cargo.
- Gateway to the hinterland of over 8 states across Eastern, Western, Southern and Central India.

Pg. 15

AIRPORTS



VISAKHAPATNAM INTERNATIONAL AIRPORT



BHOGAPURAM INTERNATIONAL AIRPORT (PROPOSED)

- International Airport with direct flights / good connections to South East Asia, Dubai and other countries.
- Adequate facilities for handling cargo.
- Bhogapuram international airport will initially be developed with a capacity to handle 6 MPPA (million passengers per annum) going upto 18 MPPA.

Pg. 16

MAJOR INSTITUTIONS / ESTABLISHMENTS



Hindustan Shipyard Limited



Bharat Heavy Electricals Ltd.



Vizag Steel Plant



Hindustan Petroleum Corporation Ltd.



National Thermal Power Corporation



Hinduja Power Plant



ArcelorMittal Nippon Steel



Eastern Naval Command

Pg. 17

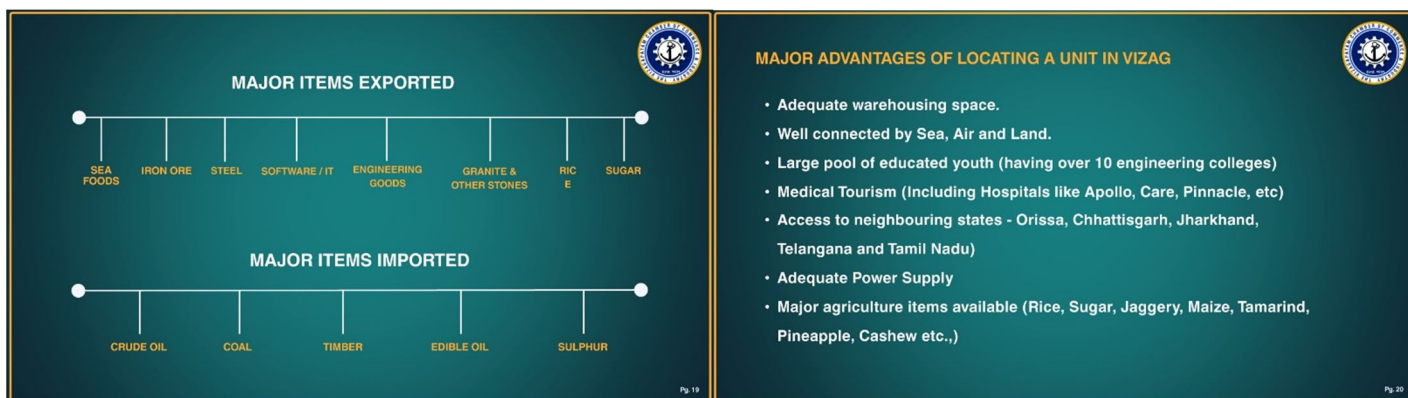
OTHER MAJOR SECTORS / INDUSTRIES

- Pharma (Including Pfizer, ESAL, Dr. Reddy's Laboratories, Laurus Labs, Aurobindo Pharma etc)
- Asian Paints
- Yokohama Tyres
- AMTZ (Andhra Pradesh MedTech Zone Limited) – Cluster of units engaged in manufacture of medical devices & Equipment
- IT (Information Technology)
- Shipping & Logistics
- Retail & Jewellery
- International Trade
- Ferro Alloys
- Fertilizers
- Education

Pg. 18



BUSINESS DELEGATION TO
UAE DUBAI SHARJAH ABU DHABI
18-21 February 2024



The following eminent members of SCCI were present at the meeting

- H.E. Mr. Abdullah Sultan Al Owais, Chairman
- H.E. Ms. Halima Humaid Ali Al Owais, SCCI Board Member
- H.E. Mr. Mohammad Ahmed Amin Al Awadi, Director General
- Mr. Abdul Aziz Al Shamsi, Assistant Director General for Communication and Business Sector
- Mr. Jamal Saeed Buzangal, Director of the Media Department
- Mr. Lalo Samuel, Representative Committee Group Chairman for the industrial sector

The forum's agenda featured a series of side and bilateral business meetings between entrepreneurs as well as heads and managers of Emirati and Indian companies. These sessions aimed not only to explore investment opportunities and foster new communication channels but also to exchange insights and identify key opportunities in various sectors. The discussions also aimed to expand cooperative ventures and deliberate on the potential for launching joint initiatives that would benefit both parties.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

Meeting at Consulate General of India, Dubai



PHDCCI and VCCI Joint Business Delegation to UAE while continuing its engagement for the first day called on the Consulate General of India, Dubai in their office.



Mr. M. Kalimuthu, Consul (Trade and Economic), Consulate General of India, while welcoming the Delegates highlighted that the visit had indeed come at a very opportune time specifically in view of the recent visit of the Hon'ble Prime Minister of India to UAE. He spoke in length about the various opportunities present between both India and UAE especially in sectors like Health and Wellness, Agri and Food products, IT, Banking and Finance. He also highlighted the importance of food imports into the UAE, India, being one of the major exporters of food items to the UAE, can explore opportunities for enhancing the trade. He also apprised the delegates about the upcoming Bharat Mart at the Jebel Ali Free Zone (JAFZA), the Bharat Mart which is a new initiative of UAE-India relationship, whereby it is planned to have a Retail market exclusively for Indian Products. The mart will not only help in showcasing the products of Indian origin but also help the Indian industry in furthering its footprint in the GCC region as the Jebel Ali port was a major port and cargo handling unit in the GCC.



He apprised the members about the growing India-UAE economic & political relationship and emphasised on the changes being brought in after the Indian Prime Minister's recent visit to UAE. The friendship of the leaders of both the countries will definitely enhance the trade between India-UAE. He also highlighted the commitment of both India and UAE to achieve USD 100 billion worth of non-oil based bilateral trade in the times to come. India's exports to the UAE are well diversified with a large basket. India's major export items to the UAE are: Precious Metals, Stones, Gems & Jewellery, Minerals & Refined Petroleum Products, Food Items (Cereals, Sugar, Fruits & Vegetables, Tea, Meat, and Seafood), Textiles (Garments, Apparel, Synthetic fibre, Cotton, Yarn) and Engineering & Machinery Products and Chemicals. India's major import items from the UAE are: Petroleum and Petroleum Products, Precious Metals, Stones, Gems & Jewellery, Minerals, Chemicals, Wood & Wood Products.



Mr. M. Sudarsan Swamy while thanking the Consulate General of India highlighted the various sectors of cooperation that existed between both the nations in sectors like export of sea food, ports and logistics, Healthcare and wellness, renewable energy, etc.

He discussed about the various issues being faced by the Indian Industry. He emphasised on the need for investments so as to increase exports of value added products (like Prawns, organic coffee pineapple, cashew, etc..) from the Vizag region. He also emphasised on the need for direct Air connectivity between Dubai / Abu Dhabi and Vizag as it's a prerequisite for any business to operate. In this connection he also handed over a formal representation for doing the needful.

The delegates from PHDCCI and VCCI introduced themselves and spoke on the potential sectors of economic cooperation.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

Meeting with Indian Business and Professional Council, Dubai



PHDCCI and VCCI Joint Business Delegation to UAE while concluding the first day of the visit was invited for an **Interactive Session and Dinner Reception** hosted by **Indian Business and Professional Council, Dubai** on **19 February 2024** at **India Club, Dubai**.



Mr. Suresh Kumar, Chairman, IBPC, Dubai while welcoming the joint Business delegation highlighted the key role played by the Indian Diaspora in the economic development of UAE , he highlighted that one third of the total UAE' population comprised of Indian working in various roles and functions across UAE. He assure the full support of IBPC in the activities of both PHDCCI and VCCI in the region.



Mr. Sudarsan Swamy, President, VCCI, while thanking the IBPC for hosting the session spoke about the various sectors of Business cooperation that existed between Vizag and UAE in fields like export of Sea Food, Coffee, port, shipping, logistics, renewable energy, etc. and expressed the willingness of members of VCCI in deeper dialogue to enhance bilateral Business and Economic Cooperation



Mr. Niraj, Director - International Affairs, PHDCCI highlighted about the activities of PHDCCI and its engagements in the International arena to help the members in exploring and expanding its business across the globe.

The Delegates from PHDCCI and VCCI then introduced themselves and their sectors and areas of interest.

The session was attended by more than 30 members of IBPC and ended with a vote of thanks to the management and members of IBPC.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

Meeting with Dubai Chamber at Gulf Food, Dubai



The Business Delegation was invited by H.E. Mr. Mohammad Ali Rashed Lootah, President & CEO, Dubai Chambers for the **GULFOOD Breakfast Briefing** on 20 February 2024.

Aimed at equipping participants with essential information on the latest trends shaping Dubai's F&B landscape, the event attracted the attendance of 400 delegates from local and international businesses. The session highlighted the promising opportunities Dubai offers to companies operating in the sector, which are supported by the emirate's advanced logistics capabilities and favourable business environment. According to data from Euromonitor, the UAE's F&B sector generated US\$ 16.4 billion in retail sales, including both fresh food and packaged food. Consumer spending on food via e-commerce platforms reached a value of US\$ 1.1 billion in 2023 and is expected to increase at a Compound Annual Growth Rate (CAGR) of 9.5% between 2023 and 2027. Dubai's F&B sector attracted new foreign direct investment worth US\$ 577 million from 2019 to 2023, according to data from FDI Intelligence. These investments were made by 48 international companies from 23 countries.



H.E. Mr. Mohammad Ali Rashed Lootah, President and CEO, Dubai Chambers, informed that Dubai is continuing to strengthen its position as a significant global hub for the world's food and beverage trade, which creates promising opportunities for companies operating in the sector to expand and grow. The sector is developing innovative solutions to contribute to global food security while ensuring it keeps pace with the global drive for sustainability. Organising Gulfood – the world's largest F&B event – in Dubai creates an ideal platform for producers, suppliers, and traders from across the globe to connect and build cross-border partnerships. Dubai International Chamber is committed to accelerating the growth of the industry by supporting the expansion of Dubai-based F&B companies into promising global markets, as well as attracting foreign investors to leverage the rewarding opportunities available in the emirate in this vital sector.

The UAE accounted for the largest share of venture capital investments in the Middle East's restaurant tech sector from 2018 to 2023. The country attracted investments exceeding US\$ 1 billion in this area according to data from PitchBook. The UAE also ranked second among Middle Eastern countries in terms of the value of venture capital investments in the agritech sector during the same period, attracting investments worth US\$ 335.4 million.

Fresh Food

According to data from Euromonitor, retail sales of fresh food in the UAE will rise from US\$ 9.8 billion in 2023 to US\$ 12.4 billion in 2028, achieving a CAGR of 4.7%. Meat accounts for the largest share of sales in this category; the value of meat retail sales reached US\$ 2.6 billion in 2023 and is expected to achieve a compound annual growth rate of 5.8% from 2023 to 2028. Vegetables followed in second place with sales of US\$ 2.4 billion in 2023 and a compound annual growth rate of 4.3% forecast during the same period.

Packaged Food

Retail sales of packaged food in the UAE are expected to rise from US\$ 6.6 billion in 2023 to US\$ 8.3 billion in 2028, achieving a CAGR of 4.6%. Staples such as corn, rice, and wheat account for the largest share of sales in this category, with sales of staple foodstuffs reaching US\$ 2.3 billion in 2023 and an expected CAGR of 5% between 2023 and 2028. These were followed by dairy products, with sales of US\$ 2 billion in 2023 and an anticipated compound annual growth rate of 4% in the same period.

Beverages

Retail sales of beverages in the UAE are forecast to rise from US\$ 1.6 billion in 2023 to US\$ 2 billion in 2028, representing a CAGR of 4.6%. Bottled water accounts for the largest share of sales in this category, recording sales of US\$ 635 million in 2023 with an expected CAGR of 5.4% from 2023 to 2028. This was followed by soft drinks, with sales of US\$ 422 million in 2023. Ready-to-drink coffee sales are expected to achieve a CAGR of 14.2% from 2023 to 2028, after recording sales



of US\$ 32 million last year, while sales of ready-to-drink tea – which amounted to US\$ 8 million in 2023 – are expected to record a CAGR of 13.9% during the same period.

Growing Demand

Dubai International Chamber's presentation revealed that continuous growth in Dubai's population and increases in tourism flows to the emirate are contributing to a growing demand for high-quality F&B products and services. The emirate is on course to continue to strengthen its position as a major commercial hub for the F&B sector at both the regional and global levels, creating rewarding opportunities for companies across all categories of the sector.

The presentation also highlighted steady growth in retail sales of basic foods, meat, and beverages, both in terms of market size and quantities sold, together with growing demand among UAE consumers for locally produced food products, creating opportunities for local manufacturers to increase their market share.

The business meeting featured a panel discussion with the participation of Saleh Lootah, Chairman of the UAE Food and Beverage Manufacturer's Business Group, which operates under the umbrella of Dubai Chamber of Commerce. During the session, Mr. Lootah underlined the important role played by the Business Group in enhancing the sector's competitiveness.

The PHDCCI & VCCI delegation spent quality time in visiting the various Country Pavilion including that of India and updated themselves with the latest products and services on offer in the Food & Beverages Sector globally.



BUSINESS DELEGATION TO
UAE DUBAI SHARJAH ABU DHABI
18-21 February 2024

Meeting at the Embassy of India, Abu Dhabi, UAE





The PHDCCI and VCCI Business Delegation travelled to Abu Dhabi to meet the officials at the Embassy of India, Abu Dhabi. The delegation was received by **Ms. Risha Oberai, Second Secretary (Economic Affairs & Commercial Affairs)** and **Mr. Aneez Shahal, Third Secretary (Economic Affairs & Commercial Affairs), Embassy of India.**

Mr. A. Amarnath, Deputy Chief of Mission, Embassy of India, Abu Dhabi addressed the members about the predicted Business Growth between India & UAE and considering the opportunities, emphasised that this is the right time to venture out into the UAE.

Mr. Sudarsan Swamy, President of the Vizagapatam Chamber of Commerce & Industry (VCCI) discussed with Mr. A. Amarnath, Deputy Chief of Mission about the various issues being faced by the Indian Industry. He emphasised on the need for investments so as to increase exports of value added products (like Prawns, organic coffee pineapple, cashew, etc.,) from the Vizag region. He also emphasised on the need for direct Air connectivity between Dubai / Abu Dhabi and Vizag as it's a prerequisite for any business to operate. In this connection he also handed over a formal representation for doing the needful.

The Embassy had organised an interactive session with the **IBPC (Indian Business & Professional Council), Abu Dhabi.** The members had an opportunity to interact and connect with Indian Professionals & Businesses from various sectors and understand the model with which the businesses operate in the UAE.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

Meeting with DP World and visit to Jabel Ali Port, Dubai, UAE



The PHDCCI and VCCI Business Delegation was invited by **Mr. Amitesh Mishra, Senior Manager – Business Development Trade Development & Logistics, DP World** to introduce the services of DP World and a visit to the Jabel Ali Port.



BUSINESS DELEGATION TO UAE DUBAI SHARJAH ABU DHABI

18-21 February 2024

GLOBAL TRADE ENABLER

DUBAI UNITED ARAB EMIRATES

WE ARE DUBAI:
YOUR #1 GLOBAL HUB FOR TRADE,
TOURISM, EVENTS AND LIFESTYLE

A DIVERSIFIED ECONOMY
EMBRACING TECHNOLOGICAL AND
RESEARCH-BASED INDUSTRIES
WITH EVENTS AT ITS HEART

KEY FACTS

A thriving international city located on the Arabian Gulf.

Home to more than 200 nationalities speaking more than 140 languages

Tolerant, hospitable and welcoming

DUBAI IN NUMBERS

#1 World's most cosmopolitan city

1st Arab Nation in the 2019 global innovation index

1st MENA Nation – 2018 new and doing business ranking

Top 20 ranking in the 2020 logistics performance index

CONNECTOR AND ENABLER OF TRADE

Gateway in the UAE's largest domestic market in the region

Hub to the GCC, Africa and South Asia regions

Connecting to 3.5bn regional population

Access to 62% of global GDP within 8 hour flight radius

350 BUSINESS UNITS IN 75 COUNTRIES

EUROPE & RUSSIA

ASIA PACIFIC & AUSTRALIA

AMERICA

MIDDLE EAST

AFRICA

INDIA & SOUTH ASIA

EUROPE & RUSSIA

ASIA PACIFIC & AUSTRALIA

AMERICA

MIDDLE EAST

AFRICA

INDIA & SOUTH ASIA

WHAT WE DO

PORTS & TERMINALS

Building and operating world-class, multipurpose container terminals.

ECONOMIC ZONES

Building ecosystems of opportunity for global trade.

MARINE SERVICES

Delivering comprehensive global solutions for the whole maritime industry.

LOGISTICS

Door-to-door cargo solutions that bring the world closer together.

PROVIDING SOLUTIONS TO CARGO OWNERS

Traditional Container Customers

Shipping Lines

Beneficial Cargo Owners

- Automotive
- Oil & Gas
- Manufacturers
- Healthcare
- Technology
- Consumer

DP WORLD UAE REGION

CITY FOR TRADE

100 SQKM of dedicated industrial and trade zone

Jebel Ali's economic activities contribute up to **33% of Dubai's GDP**

Jebel Ali Port

Jebel North

Jebel South

Jebel East

Jebel West

Jebel South East

Jebel South West

Jebel North East

Jebel North West

Jebel East East

Jebel East West

Jebel West East

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Jebel North West East East

Jebel North West East West

Jebel North West West East

Jebel North West West West

DP WORLD UAE

We are in the business of enabling smarter trade along the supply chain from manufacture to consumption

Jebel Ali Port

Jebel North

Jebel South

Jebel East

Jebel West

Jebel South East

Jebel South West

Jebel North East

Jebel North West

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Jebel North West West West

THE REGION'S LARGEST POLYFUNCTIONAL PORT

Jebel Ali Port developed specialized facilities and equipment to offer the ability to handle all types of cargo

Container terminals

4 Terminals

Capable of handling: **+22.4** MN containers

RORO

1 MN CEU handling capacity

27k CEU storage capacity

General Cargo

27 Berths

+1.2 MN SQM yard

Liquid Bulk

11 Berths

+2MN SQM storage area

CT 1

CT 2

CT 3

CT 4

CT 5

CT 6

CT 7

CT 8

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UAE PARKS & ZONES

4 specialized industrial & logistic zones across strategic locations in Dubai Jafza, NIP, Duqamz, Textile City

Jafza

Region's logistics and trade hub spread across 57 KM²

USD 156 Bn Worth of trade facilitated through Jafza

9,500+ Independent logistic companies

570 of top global logistics providers providing facilities to shippers

100 of the top 1000 multinational corporations have their Jafza base

BENEFITS

- 0% corporate tax
- 0% duties on imports/exports for re-export
- 0% VAT on transactions with Jafza and outside UAE
- 100% Ownership of Companies
- 0% Personal income Tax
- No Restriction on Foreign Talent or Employees
- No Restriction on Capital Repatriation
- On-site Customs

PRODUCTS

- Industrial plots
- Use/warehouse
- Offices
- Built to suit solutions
- On-site residences

NIP

Dedicated Zone for Manufacturing spread across 21 KM²

300 Fully operational facilities

Mainland Laws

Dedicated for Manufacturing

Multistory Car Park – 204,000SqM

Infrastructure ready land for setting up factories & Distribution centres



BUSINESS DELEGATION TO UAE

DUBAI SHARJAH ABU DHABI

18-21 February 2024

EXCEPTIONAL MULTIMODAL CONNECTIVITY

One-of-a-kind multimodal environment under a single customs bonded area enabling efficient trade flows

SEA CONNECTIVITY
Jebel Ali port (JAX)
Direct connectivity to 350+ ports of call, served by 350+ shipping lines through more 80 weekly services

AIR CONNECTIVITY
International (JAX/ICD)
Served by more than 140 airlines to 270 destinations around the world moving 2.5M tons of cargo

ROAD CONNECTIVITY
Capability to reach UCC & Levant countries in 3 to 5 days

RAIL CONNECTIVITY
Ethad Rail will have a depot within Jebel Ali Port, connecting it to the rest of the UAE and GCC

Adjacent to E11, E311 & E611 highways. Proximity to key Industrial & Trading clusters in Dubai & UAE



DP WORLD LOGISTICS

Our in-house entity providing End to End solution ensuring your products are delivered to your customers efficiently and cost effectively



FREIGHT FORWARDING
• Sea Freight: FCL, LCL, GC, SDR, Heavy Equipment, Oversized cargo.
• Air Freight: General Air Freight, Charter services, Perimeter Solutions.
• Road Transportation: Trucking services, Domestic & GCC countries.
• Solutions: 24/7 Solutions.
• Sea to Air solutions.
• Customs clearance, Documentation, Insurance.

CONTAINER FREIGHT STATION (CFS)
• Order: Storage Area 250,000 sqm
• Covered Storage Area 30,000 sqm
• Inland Terminal Transport (ITT)
• Cross Docking & Cross Dock Solutions
• Jebel Ali Automotive Hub Solutions
• Jebel Ali DTT Solution (Delay in Transit)
• Two-Jobbing & transshipment from Terminal 1 to Terminal 2

TRUCKING & DISTRIBUTION
• Variety of Trucks: FTL, LTL, Reefer
• Experienced Staff & Operators
• Live Fleet Services
• Track & Trace
• Fast Turnaround
• Insurance & Safety

VALUE ADDED SERVICE
• PACKAGE / RE-PACKAGING
• BULK TO BULK
• LABELLING
• ASSEMBLY
• RE-TESTING
• VAS & SECURING

WAREHOUSING SOLUTIONS
• Cold Storage 7,000 sqm, -10°C to +20°C
• Cold Storage 10,500 sqm, -20°C to +13°C
• Dry Warehouse 25,000 sqm
• Jebel Ali Hub Storage 14,000 sqm

DP WORLD – INDIA UAE BRIDGE

SHARED STRATEGY

"Make In India to Make for the World"

Dubai Economic Agenda 'D33'



Increasing India's Exports to USD 2 Tn

The production-linked incentive (PLI) Measures to Increase Exports from India



- 100 future transformational projects
- Double Foreign Trade by 2033
- Adding 400 cities as trading partners

Supporting global manufacturing, developing downstream and value added reexports



BILATERAL NON-OIL TRADE: INDIA-UAE



UAE – INDIA TRADE OPPORTUNITY

Comprehensive Economic Partnership Agreement (CEPA) opens new doors for trade between the UAE and India

90% of the trade covered under CEPA
The CEPA is likely to benefit \$26 billion worth of Indian products, currently subjected to 5% import duty by the UAE

40%
Value-addition in UAE required to eliminate tariffs in India



TRADE OPPORTUNITY



INDIA UAE SUCCESSFUL PARTNERSHIP





KEY TAKEAWAYS

The Delegates during their interactions with various stakeholders in Dubai, Abu Dhabi and Sharjah, UAE, learnt about the immense potential of bilateral trade and economic relations that existed between India and UAE. The signing of Comprehensive Economic Partnership Agreement has further deepened the economic relations between India and the UAE, covering the following major aspects:

- Greater access for UAE exports entering the Indian market through the reduction or removal of tariffs on more than 80 per cent of products.
- An open and non-discriminatory environment for cross-border trade with India.
- Enhanced market access for UAE's service providers across 11 sectors and more than 100 sub-sectors.
- The removal of unnecessary technical barriers (TBT) for UAE and Indian exporters.
- The use of international standards as a basis for technical regulations.
- Enhanced access for UAE businesses to Indian government procurement opportunities.
- A Joint Committee to assess, revise and propose amendments to the CEPA, including improving market access.

The delegates while learning about the key aspects of the CEPA are in discussions with their counterparts in UAE on harnessing the benefits of the CEPA for mutual interest.

The proposed Bharat Bazar at the Jebel Ali Free Trade Zone Authority, UAE will also act as a great platform to showcase the Indian products in the diverse UAE market. The complex is expected to be a major attraction for Indian expats living in Dubai and the UAE. It will house a variety of Indian stores, restaurants, as well as entertainment and leisure facilities. The Delegates also expressed their keenness in exploring opportunities at the complex with the support of DP world.



BUSINESS DELEGATION TO
UAE DUBAI SHARJAH ABU DHABI
18-21 February 2024

DELEGATE PROFILE

ENERGY & POWER



Mr. M. Sudarsan Swamy
President, Vizagapatam Chamber of Commerce and Industry
Managing Director
SM Renergy Pvt. Ltd.



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Mr. Samay Mangalagiri
Partner
SM Renergy Pvt. Ltd.

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Website : <https://subagroup.in/smrenergy>

Field of Activity : Energy

Business Profile : SM Renergy was established with a primary focus on creating sustainable and cost-effective solutions for the generation and supply of solar energy. The company's main objective is to build, develop, and manage a substantial operating portfolio of distributed solar PV assets in India. The company aims to showcase solar energy as the most affordable and reliable power source. Since expanding to the Middle East in 2019, SM Renergy has successfully delivered major projects for entities like DEWA and Masdar. Notably, they are actively involved in setting up the UAE's largest rooftop solar PV project at Seaworld, Abu Dhabi, demonstrating their commitment to advancing solar energy solutions.



BUSINESS DELEGATION TO
UAE DUBAI SHARJAH ABU DHABI
18-21 February 2024

HEALTHCARE & WELLNESS



Dr. Piyush Juneja
Founder
Indianvaidyas



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Website : <https://indianvaidyas.com/>

Fields of Activity : Healthcare with specific focus on AYUSH

Business Profile : Indianvaidyas is a company committed to making holistic healthcare with special reference to AYUSH accessible and affordable. Functioning as a distinctive healthcare solution provider, the company connects ailing patients with authentic healthcare experts, aiming to provide impeccable services on a global scale. The platform not only furnishes detailed information about healthcare experts but also facilitates users in easily seeking their services with a simple click. Additionally, Indianvaidyas operates a user-friendly marketplace for healthcare products with special focus to AYUSH, empowering users to compare prices before making informed purchases. The company is dedicated to revolutionizing the accessibility of healthcare, positioning it as a global healthcare choice for individuals seeking holistic well-being.

INFORMATION & TECHNOLOGY



Mr. BDVNSS Lingam
CEO & Founder
Colour Moon Technologies Pvt. Ltd.



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Email : sales@thecolourmoon.com
Website : <https://thecolourmoon.com>

Field of Activity : Information Technology

Business Profile : Colour Moon Technologies was founded by Mr. BDVNSS Lingam IN 2008 with a clear mission to provide cutting-edge technological solutions to businesses. Headquartered in Vizag and expanding its footprint to Vijayawada, Hyderabad, and Jaipur (Rajasthan), the company has established a robust presence, catering to a diverse clientele both nationally and internationally. They specialize in web and app development, software development, digital marketing, and game development and distinguishes itself by consistently delivering compelling and user-centric solutions. The company has an unwavering commitment to innovation and client satisfaction, the company has fostered enduring partnerships, earning a distinguished reputation for excellence in the dynamic technology landscape.



BUSINESS DELEGATION TO
UAE DUBAI SHARJAH ABU DHABI
18-21 February 2024

SHIPPING, LOGISTICS, FORWARDING & WAREHOUSING



Mr. Venkata Krishna Kumar Kancharla
Vice President, Vizagapatam Chamber of Commerce and Industry
Director
K. Ramabrahmam & Sons Pvt. Ltd.



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Mr. Ram Prasad Kancharla
Director
K. Ramabrahmam & Sons Pvt. Ltd.

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Field of Activity : Transportation, Logistics, Supply Chain and Storage
Business Profile : K Ramabrahmam & Sons Private Limited operates as a family-owned business, specializing in a range of services, including Steamer Agents, C&F Agents, Stevedoring, and Warehousing. With a commitment to excellence and a legacy of reliable services, the company has established itself as a prominent player in the industry. K Ramabrahmam & Sons Private Limited takes pride in its dedication to providing efficient and comprehensive solutions in steamer operations, cargo and freight handling, as well as warehousing services.



Mr. Rajesh Poosarla
Managing Director
PBL Transport Corporation Pvt. Ltd

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Website : <https://pbltransport.co.in>



Fields of Activity : Transportation
Business Profile : PBL Group aims to provide top-tier services in Handling, Transportation, and Equipment Rental, focusing on major cities in India. With exponential growth, a rich legacy, and a commitment to excellence, the group has become a key player in the transportation and handling services sector. In 1995, PBL Transport Corporation Private Limited, a sister undertaking, expanded operations, solidifying the group's presence with offices across India. Leveraging support from various entities, the group excels in turnkey transportation and project cargo services, maintaining a reputation for reliability and excellence in the industry.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024



Mr. Sravan Kumar Gadagottu
Director
Shravan Shipping Services



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Website : <https://sravanship.com/index.php>

Field of Activity : Logistics

Business Profile : Shravan Shipping was founded in 1997 by G Sambasiva Rao and G Hanumasree, emphasizes efficiency with its well-equipped fleet, including trailers, trucks, forklifts, cranes, and more. Its an ISO 9001-2015 certified Logistics Company based in Visakhapatnam that Operates Container Freight Stations (CFS) near Visakhapatnam and Gangavaram Ports. The company specializes in end-to-end logistics services for global industries. In addition to its core services, Shravan Shipping operates 13 lakh sqft of warehouse space, two CFS in the Port of Visakhapatnam, and a cold storage facility with four sub-zero temperature chambers and 13,000 pallet positions for EXIM cargos. As authorized dealers for Carrier (Reefer containers) in South India, Shravan Shipping is a key player in handling Reefer containers.



Mr. Jagapathi Raju Rudraraju
Managing Partner
Commercial Plastics Industrial Services

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Field of Activity : Warehouse Services

Business Profile : Commercial Plastics was established in 1976 and initially manufactured 'Polyethylene and High Polystyrene and High Impact Films'. These films were primarily supplied to various dairies for the packaging of milk and dairy products. In 2000-21, a strategic shift was made by the company and they obtained Customs License, transitioning its business focus to 'Public Bonded Warehousing.' Since 2014, the business has evolved further, redirecting its efforts towards General Warehousing, a trajectory that continues to define its operations. This reflective adaptability underscores the company's commitment to meeting evolving market demands while upholding superior standards in warehousing services.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

AGRICULTURE & FOOD PROCESSING



Mr. Pawan Kumar Gunturu
Managing Director
Sprint Exports Pvt. Ltd.



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Fields of Activity : Seafood Export and Import

Business Profile : Sprint Exports Pvt. Ltd. is a seasoned seafood exporter from India, boasting over a decade of experience in the industry. Commencing its operations with a leased processing facility in Bhimavaram, Andhra Pradesh. Sprint Exports took a significant stride in 2011 by establishing its own processing facility in Visakhapatnam. This strategic move empowered the company to ensure the delivery of high-quality seafood products. With purchase centers along the Andhra Pradesh coast, the company covers key locations, using well-equipped centers supervised by trained staff. The company maintains a fleet of refrigerated vehicles for timely transport, preserving raw material freshness. In a bid to diversify and enhance capacity, Sprint Exports has commissioned a modern processing plant adhering to EU standards, producing value-added IQF products. Approved by HACCP, FDA, EU, BRC, and ACC, SEPL's infrastructure ensures rigorous quality and safety standards, solidifying its reputation as a reliable and quality-focused seafood exporter.



Ms. Valsaraj Jeeja
Director
Coastal Corporation Ltd.



Formerly Known as Coastal Trawlers Limited

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Field of Activity : Seafood Export



Ms. Vineesha Valsaraj
Managing Director
Coastal Biotec Pvt. Ltd.

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Field of Activity : Manufacture of Ethanol for blending with Petrol

Business Profile : Coastal Corporation Limited boasts a rich history spanning 40 years in the global processing, production, and distribution of seafood, they offer a premium line known for freshness and natural flavors. The company boasts of three state-of-the-art processing plants with a total capacity of 72.5 metric tons per day, sourced equipment from leading manufacturers ensures superior quality. All



facilities feature climate-controlled sections, prioritizing workforce well-being and product integrity from sourcing to packaging. Coastal Corporation prioritizes sustainability and transparency, specializing in responsibly sourced sea-caught and aquaculture shrimps, free from preservatives, antibiotics, and hormones. Coastal Corporation Limited has recently ventured into the field of biotechnology with an ambitious aim to provide ethanol for blending in petrol, the company is poised to make a significant impact in the energy sector.



Ms. Revathy Kumar Kancharla

Owner

Treats by Revathy

Experience flavors of Andhra JANTIKULU with her secret recipes.



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Website : <https://www.janthaks.com>

Field of Activity : Snacks

Business Profile : Ms. Revathy, the visionary behind the brand has masterfully crafted a distinctive narrative for Jantikulu, a snack widely savored in Andhra Pradesh. The brand was born out of a passion to elevate the snack's popularity, bringing a refreshing twist to traditional salted versions of Jantikulu. They have introduced innovative flavors such as Peri Peri, Jaggery, Buttery, Candied, Millets, Ragi, Jowar, Himalayan Salt & Pepper, and Spicy Garlic to cater to a diverse audience. The recipes employed in crafting these delectable snacks have been cherished through generations within Ms. Revathy's family, adding a touch of heritage to each bite. Not only do these snacks tantalize the taste buds, but they also embody a commitment to health, providing a guilt-free munching experience.



Mr. Kalyan Potluri

Founder & Managing Partner

Adwik Impex



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Field of Activity : Distributor of Food & Beverage products by Xingfa Group

Business Profile : Adwik Impex, the exclusive distributor for Xingfa Group's Food & Beverage products in India, specializes in premium food additives tailored for the seafood processing industry. Their adept culinary team tackles challenges in phosphates for seafood and meat processors. Engaging in impactful research and development through strategic collaborations with advanced laboratories, Adwik Impex is recognized for its creativity, customer-centric approach, and proactive initiatives. With a mission to deliver high-quality products that significantly enhance customer value, the company aspires to be the leading supplier of food additives in India's seafood industry.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

CONSTRUCTION & REAL ESTATE



Ms. Divya Pasupuleti
Director
Abhilash Constructions



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Field of Activity : Construction

Business Profile : Abhilash Constructions was founded in 1987, ABHILASH CONSTRUCTIONS traces its roots to the vision and dedication of its founder, Sri. P. Anand Kumar (C.M.D.). They are known for pioneering residential infrastructure development in various localities, taking pride in constructing the initial projects in every developing area. Their mission is to enable every aspiring consumer to fulfill the dream of owning a house and to deliver some of the finest developments in the city of destiny. The company's 36-year legacy stands as a testament to its commitment to quality and innovation in the construction industry, earning them a well-deserved reputation and respect in the field.



Mr. Inder Nuthakki
Managing Partner
Shaurya Constructions



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Field of Activity : Construction

Business Profile : Shaurya Constructions is a leading real estate firm in Vizag since 2011, dedicated to redefining luxury housing with a commitment to quality and aesthetics. Their projects seamlessly blend opulence, style, and global standards to create aspirational lifestyles. From minimalist to opulent preferences, they offer functional luxury homes with modern conveniences and 24/7 security. Operating with transparency and professionalism, Shaurya Constructions ensures homes that epitomize the perfect fusion of luxury, quality, and convenience.



BUSINESS DELEGATION TO
UAE DUBAI SHARJAH ABU DHABI
18-21 February 2024

FINANCE, TAXATION, MANAGEMENT & LAW



Mr. Deepak Goyal

Owner

Maruti Associates



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Field of Activity : Financial Services

Business Profile : Maruti Associates (MA) was founded in 2001 by Deepak Goyal, an ex-banker from the UK. Specializing in trade financing, MA has built a strong reputation as a leading service provider for importers and exporters globally. With a network of 60 associates, including ex-bankers, Chartered Accountants, and Financial Professionals, MA has been trusted online by Dun & Bradstreet since 2011. Catering to medium-sized enterprises (SMEs) and large Corporate Houses, MA offers various trade financing strategies such as Export Factoring, Import financing, and Local factoring in UAE and North America. The company serves sectors including commodities like Sugar, Soybeans, Palm oil, LNG gas, and various chemicals. The company addresses importers' trade financial requirements through bank instruments like DLC, SBLC, and BG, without the need for collateral. They have a track record of handling transactions totaling 1 billion USD and provide BGs for International Companies and Contractors.



Ms. Anusha Andhavarapu

Partner

Smarm & Associates



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Mr. Sazad Hussain Mohammed

Partner

Smarm & Associates

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Field of Activity : Chartered Accountant

Business Profile : Established and developed by experienced and energetic accounting professionals, SMARM & ASSOCIATES was founded with the aim of fortifying the professional services it offers. The team works collectively, providing opportunities for both individual and firm-wide development. Operating under the guiding principle of PASSION+STRENGTH=WIN (PSW), derived from the belief that teamwork never fails, each member is dedicated to a shared cause. Within the PSW framework, client satisfaction is prioritized in the delegation of duties. The firm asserts that every PSW member contributes with passion, demonstrating collective strength, ultimately securing the highest position in rendering professional services.



BUSINESS DELEGATION TO
UAE DUBAI SHARJAH ABU DHABI
18-21 February 2024

HOTELS & HOSPITALITY



Mr. Venkata Krishna Gannamaneni
Joint Managing Director
Daspalla Hotels Pvt. Ltd.



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Field of Activity : Hotels & Hospitality

Business Profile : The Daspalla group of Hotels, led by its Joint Managing Director, possesses a rich and diverse corporate background with over 23 years of experience in leadership roles across various sectors, including IT, Food, and Hospitality. With a dedicated focus on the hospitality sector for the past 7 years, the company is adept at delivering exceptional service and management expertise. Currently operating in the regions of Andhra Pradesh and Telangana, the Daspalla group is strategically positioned under the visionary leadership of its Joint Managing Director. In a proactive move to explore new business avenues, the company is gearing up to participate in the Dubai Food Expo, signaling an interest in expanding its footprint and venturing into the export of food products from India to the dynamic UAE markets.



Mr. Sampath Kethavarapu
Director
Sreekanya Devallu & Sons Hotels Pvt. Ltd.



Member ITC's hotel group
An ISO 9001 Certified Hotel

Mobile : +91 9848194377
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Field of Activity : Hospitality, Food & Beverage and Real estate

Business Profile : Shreekanya Devallu & Sons is a three-generation family enterprise that possesses a diverse portfolio of business interests, including Cine Exhibition, Hospitality, and Real Estate. Over the years, the family has successfully navigated and thrived in these varied industries, leaving an indelible mark on each.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

MEDIA & ENTERTAINMENT



Mr. KNVS Gurumurthy She
Managing Partner
Shreekanya (Cineglitz & Cinemax)



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Field of Activity : Movie Theaters

Business Profile : The inception of Theatre Shreekanya aimed to transform movie-watching in Visakhapatnam. Achieving milestones with Sree Kanya Cinemax and Sree Kanya Cineglitz, both theaters feature advanced amenities like Dolby Atmos, 4K, and 3-D projections. The company is committed to environmental sustainability, they incorporate pollution control technologies. Their mission is to redefine the cinematic experience, staying adaptive and innovative. As a brand, they aspire to be both inspirational and accessible.

TEXTILES



Mr. Riaz Khan Mohammad Abdul
Partner
Men's Avenue



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Field of Activity : Apparel

Business Profile : The store is a comprehensive destination for men's ready-to-wear and made-to-order festive and formal attire, offering a seamless blend of craftsmanship and quality. Renowned as master craftsmen, they meticulously curate the finest fabrics to ensure each garment is a testament to precision and elegance. They are dedicated to providing a diverse range of high-quality attire that caters to both festive occasions and formal events.



BUSINESS DELEGATION TO
UAE DUBAI SHARJAH ABU DHABI
18-21 February 2024

GIFTS & DECOR



Ms. Hema Swamy
Proprietor
HN Invitations and Design



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Field of Activity : Stationery & Design

Business Profile : HN Invitations and Design is a boutique showroom that holds expertise in providing exquisite packaging solutions for gifts, with a particular emphasis on Wedding packaging. They boast an extensive range of packaging options, including carry bags, potlies, and envelopes, all of which can be meticulously customized to suit the unique preferences and themes of the customers. The showroom has a dedicated team committed to delivering personalized and high-quality packaging solutions that enhance the overall presentation of invitations and gifts for special occasions.

MARINE, OFFSHORE & DEFENCE - SHIP BUILDING & REPAIRS



Mr. Sarb Raj Singh Anand
Director - Defence & Strategic Projects
MCI Group of Companies

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Email : bd@mcigroup.co
Website : www.mcigroup.co

Field of Activity : Ship Building & Repairs

Business Profile : The driving passion to constantly improve, constantly strive, constantly challenge the status quo saw a micro enterprise transform into a global entity. Founded in 1990 the MCI Group, which has a blue chip reputation, is extremely proud of its extremely humble beginning. The group is a highly diversified, multi - locational conglomerate with key interests in Marine, Oil & Gas & Defence. MCI WORLD has been recognized by Indian Ministry of Defence (MoD) as a reliable partner for Manufacturing, Repairs & Maintenance of many critical equipment pertaining to Surface & Strategic Assets. MCI WORLD hold high expertise in Marine Engines, Gas Turbines, Robotics, Controls & Automation, Fire Fighting Systems, High Pressure Air & Hydraulics Systems, Underwater Automated Surveys, Advanced Non Destructive Testing, Oily Water Separators, Gas Detection System, etc.



BUSINESS DELEGATION TO
UAE DUBAI SHARJAH ABU DHABI
18-21 February 2024

IMPORT & EXPORT



Mr. Bhanoji Venkat
Managing Director
Interland Exports



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Website : <https://interlandexports.com>

Field of Activity : Export and Import of various commodities

Business Profile : Interland Exports deals with a variety of commodities and since its inception has maintained a steadfast presence in the education sector, collaborating with numerous universities to provide exceptional educational services. The Company ventured seamlessly transitioned into the export/import trading business, leveraging its extensive experience to establish a strong foothold in the global marketplace. They possess an unwavering commitment to quality and a vision for continued growth and is poised to be a leading force, bridging the realms of education and international trade for a brighter future.



**BUSINESS DELEGATION TO
UAE** DUBAI SHARJAH ABU DHABI
18-21 February 2024

PHDCCI SECRETARIAT TEAM



Mr. Niraj

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Mr. Abhishek Banwara

Secretary – International Affairs

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Business Profile : PHD Chamber of Commerce and Industry (PHDCCI) has been working as a catalyst for the promotion of Indian industry, trade and entrepreneurship for the past 119 years. It is a forward looking, proactive and dynamic PAN-India apex organization. As a partner in progress with industry and government, PHDCCI works at the grass roots level with strong national and international linkages for propelling progress, harmony and integrated development of the Indian economy. PHDCCI, acting as the “Voice of Industry & Trade” reaching out to more than 1,50,000 large, medium and small industries, has forged ahead leveraging its legacy with the industry knowledge across multiple sectors to take Indian Economy to the next level. At the global level, we have been working with the Embassies and High Commissions in India and overseas to bring in the International Best Practices and Business Opportunities.



BUSINESS DELEGATION TO
UAE **DUBAI** **SHARJAH** **ABU DHABI**
18-21 February 2024

Notes



PHD CHAMBER
OF COMMERCE AND INDUSTRY
VOICE OF INDUSTRY AND TRADE

About PHDCCI

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“Voice of Industry & Trade”

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