



TradeMissions

Capture Business Opportunities in India

One of the most exciting emerging markets in the world

Ai Group and Victorian State Government invite you to participate in the 2010 "Built Environment" Business Mission to key cities in India.

This Mission is designed to provide a cost-effective entry to the Indian market, expose mission members to one of the world's fastest growing economies and provide a comprehensive business-matching program for mission participants to identify real project opportunities.

Opportunities for Architectural/Construction and Engineering Services (ACE).

According to the Ministry of Industry, India requires new investments of the magnitude of US \$386 billion by 2010 to develop and improve its infrastructure. The Indian market for ACE equipment and services has been growing steadily as projects are implemented in several infrastructure industries. This trend is likely to continue as more projects are implemented. The most promising areas of growth are roads, civil aviation, urban infrastructure, and housing.

India's construction industry contributes 5 percent of the nation's gross national product, and was estimated at US \$36 billion in 2005. Based on this estimate, the Indian market for ACE services was US \$810 million, and is growing approximately at 15-20 percent per year. Private sector investment in industry and housing, and government investment in India's infrastructure are the growth drivers.

Imports constitute approximately 40 percent of the Indian market for ACE equipment and services. The U.S. is a dominant supplier having a share of 25 percent, followed by the United Kingdom, Japan, Korea, Germany and France. **The import market is currently valued at US \$324 million and is estimated to grow at the rate of 12 percent per year. Over the next two years, imports are likely to exceed US \$375 million per year.**

Business Mission to India

Mission Date:
4 – 8 October 2010

Destinations:
Bangalore and Chennai, India

Sectors with significant opportunities :
Architectural and Engineering consulting services, particularly in commercial and low cost developments
Construction management and supervision services
Building products and services

Key activities:
Visit to Green Building Congress in Chennai
Follow up to June inbound mission.

Find out more:

Complete this registration form to secure an appointment to discuss the mission further,

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|----------------------------|----------|-----------|
| Name: | Company: | |
| Postal address: | City: | Postcode: |
| Telephone: | Fax: | Email: |
| Product/service for Export | | |

Please fax your registration of interest to 03 9867 0157

For further enquiries contact Louise McGrath on 03 9867 0158 or email louisem@aigroup.asn.au.