



Australia
India
Chamber of
Commerce

Membership Brochure



Message from the Chairman

We find ourselves in one of the most exciting times for Australia-India bilateral commerce and trade. India is set to be the world's fastest growing, trillion-dollar and third largest global economy in 2022⁽¹⁾. There is no single major market in the world with more growth opportunities for Australian business than India.

Across sectors including education, critical minerals, education, innovation, infrastructure, financial and professional services, New India has emerged as an undeniable economic powerhouse of the 21st century. With New India on track to top the globe in terms of economic growth in 2022⁽¹⁾, can Australian businesses afford not to engage with the country? And can New India afford not to secure ongoing relationships with a steadfast Australia?

While Australian businesses would do well to employ the engines of New India - an exciting, ambitious and bold market, destined for tangible growth - New India needs the fuel of exceptional Australia - a country with a consistent, resilient and globally outperforming economy.



The Australia Indian Chamber of Commerce (The AICC) exists as the premium business network launchpad to introduce, service and expand on the symbiotic Australian-India relationship. Our objective is to facilitate, nurture and transform Australia-India business to impact real commercial growth. We do this by connecting our members to an established and trusted network of like-minded industry professionals and government partners. The results of these facilitated introductions lead to tangible outcomes for both Australian and Indian businesses and their professionals.

Our passion is to see sustainable growth for our members both within Australia and across India. We look forward to facilitating even more meaningful connections in 2022 destined for tangible commercial success.

Chris Mooney

Australia-India Trade Snapshot

The Australia-India bilateral trade partnership is robust and could be forecast for exponential growth. India is the fourth largest export market for Australia, showing the importance for investment in the region. There is no single major market in the world with more growth opportunities for Australian business than India.



India has the potential to increase exports of goods and services to Australia from \$7 billion in 2018 to \$48 billion in 2035. To break it down, this would see India's goods exports to Australia growing from \$5 billion in 2018 to almost \$28 billion in 2035 and service exports to Australia increasing from \$2.4 billion to \$21 billion in 2035⁽²⁾.

Key Industries

Here, we've broken down potential opportunities for bi-lateral partnerships between Australia and India.



Mining & Resources

India has a growing demand for critical minerals that Australia holds in abundance such as lithium, coal, iron ore, copper, nickel, potash and phosphate⁽³⁾. India could secure supply of resources or enter into agreements, equity participation, or joint ventures with companies engaged in exploration and mining of critical minerals.

Power & Renewables

India's demand for energy is set to outpace domestic supply, providing the largest contribution to growth in global energy demand through to 2035^(4a, 4b). Australia's energy market is shifting its focus to sustainable, renewable sources of energy - something India has been focused on for some time. Indian counterparts could invest in renewable projects and solar farms in Australia while India could adopt smart grid technologies currently being developed in Australia. Australia could import high quality manufactured renewable energy equipment from India. Further, India and Australia could collaborate on renewable research programs.



Education

With the largest tertiary age (18-22) population globally, India hopes to upskill 400 million people by 2022. Demand for education spans every sector of India's economy. Australia's tertiary education industry is robust, with a curriculum designed to deliver graduates ready and capable to immediately join the skilled workforce. Australia is well placed to meet India's education needs across secondary, university, and vocational sectors. Research and development collaboration will help transform both our economies⁽⁵⁾.

Agribusiness

Australia's agriculture sector is sophisticated and robust, using around 50% of its arable land for cultivating crops and livestock, with almost half of its overall yield exported globally⁽⁶⁾. India's agriculture output is large and employs a considerable portion of the population. Furthermore, India has an appetite for commodities (especially pulses, grains, horticulture, oilseeds of which India has a shortfall), premium products, and services and technology. India has a demand for agri-services, consulting and technology where Australia has expertise, such as soil health, food waste and water management⁽⁷⁾.

Technology & Innovation

India has been ranked the top innovation destination in Asia and is the world's third largest destination for imported research and development⁽⁸⁾. Innovation will be crucial to maintaining India's projected economic growth over the next twenty years. Australian expertise in agri-tech, health, water management, energy efficiency, and renewables is highly valued in India's growth plan, and Indian expertise in data analytics, biotech, and mobile applications will prove to be invaluable to Australian innovation as technology advances further into the information age over the next two decades.

Defence & Security

India and Australia agreed to arrangements on defence and maritime cooperation, under the Comprehensive Strategic Partnership (CSP), including a Mutual Logistics Support Arrangement and a Defence Science and Technology Arrangement⁽⁹⁾. The key areas for opportunistic collaboration between India and Australia would be participation in global supply chains, technology sharing and research and development.

Financial Services

Digital finance is expected to add \$950 billion and 21 million jobs in India by 2025^(10a, 10b). India's fintech industry is estimated to be valued at over \$200 billion by 2025^(11a, 11b) and digital payments could surpass \$1 trillion by 2030^(12a, 12b). There is boundless opportunity for Australian businesses to partner with India's financial sector including in the general insurance and infrastructure segments as well as within niche markets that aren't dominated by state ownership. Telecommunications, the high uptake of mobile phone use, digital payment systems and mutual funds are markets anticipated to escalate.

Infrastructure

To meet demand through to 2040, India will need investments of \$6.3 trillion into infrastructure. Investment by Australian investors, superfunds and banks could be encouraged into India's infrastructure projects. Further partnerships exist for Indian businesses to collaborate with Australian municipal bodies and companies to leverage off of Australia's city planning expertise. Joint ventures could be increased between Indian infrastructure companies and their Australian counterparts⁽¹³⁾.

Healthcare

As India's population grows, the demand for healthcare will also increase. In response, India's healthcare sector will grow rapidly with increased medical infrastructure and government spending expected. Australia's highly advanced and refined healthcare system is built on historical background and analysis of data while focusing on preventative care. While India's healthcare is well developed in cities, there is room for improvement in terms of scope and reach across India⁽¹⁴⁾. Australia could utilise India's skilled IT workforce for medical coding and analytics. In reverse, Australian programs could be used to upskill India's nurses and allied healthcare staff and expert consultants from India could offer opinions, advice and consultation on medical report for Australian patients.

Pharma & Biotech

India is one of the world's largest exporters of reliable and cost effective pharmaceutical products in the world - yet only 1.6% of Australia's pharmas are imported from India. India could look to increase exports to Australia by engaging relevant agencies and chambers of commerce to assist with registration for the Australian market. Further collaboration could occur in areas such as vaccine development - the recent COVID-19 pandemic highlighting the importance of international scientific collaboration. In addition to the move to increase Indian pharmaceutical exports to Australia, traditional India health practices such as yoga and Ayurvedic medicine could be further promoted to Australians and Indian Disaspora who place importance on alternate medicine⁽¹⁵⁾.

Sport

India looks to Australia as a model in sports for achieving results so Australia's support and partnership into India's sport agenda could help to maintain further positive bilateral relationships with the two nations. Sports has become a priority for the Indian Government where demand now exists for better systems including performance at an elite level, sport management, training and governance - all of which Australia holds expertise. The sports industry in India reached \$2.7 billion US dollars in 2018 and with the growing consumer class in India, the demand for sports training, goods and sponsorship is developing. Partnerships could be sought within the sport technology field across multiple levels including Governments, training academies, private players and information and communication companies.⁽¹⁶⁾

Creative Industries

Globally, the creative sector has a share of 5.5% of total output, in terms of value added. Like many other industries, the creative and arts sectors have taken a huge hit following the effects of the global pandemic. It's significant output, however, shows this industry is one that requires both government support and policy as well as investment. Australia needs to take a deliberate approach and build on the existing successes of the cultural and creative economy in order to revive it's creative industries following the significant blows they have taken in the wake of the pandemic. India has strategies in place, strategically combining industries that rely on individual creativity, and that have the potential for wealth and job creation through the generation of intellectual property. This alone presents ample opportunities within the creative sectors across both nations for partnership and collaboration.⁽¹⁷⁾

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Who We Are

The Australia Indian Chamber of Commerce (the AICC) exists as the premium business network launchpad to introduce, service and expand on the symbiotic Australian-India relationship. We provide every member with access keys to How India and How Australia - essentially taking out the guesswork to ensure members are armed with the knowledge and competency to navigate and thrive in a new territory.

AICC is an enterprise-led organisation consisting of high-calibre professionals from Australia and India who are fueled by shared values and mutual commercial interests. Legitimate impact is created when we, as the conduit between the two markets, connect our members to an established and trusted network of like-minded businesses, professionals, industry, and government partners.

By sharing knowledge, insights, connections and bilateral business opportunities, AICC provides a pathway to definitive growth that leads to tangible, measurable commercial outcomes. We enjoy a unique position in the Australian business community through our established relationships with key businesses and industry bodies as well as state and federal governments where an open dialogue promotes two-way trade and countless economic opportunities.

AICC National Office is situated in Melbourne, Victoria. We have recently established divisions in ACT, New South Wales, South Australia, and Queensland with further divisions to be rolled out in 2022.

The AICC Launchpad connecting Australia and India

The AICC is the launchpad for Australian businesses into a New India. We drive and deliver definitive growth between the two nations. The AICC exists as your conduit for networking, collaboration and knowledge sharing. It is a hub of Australian and Indian businesses, as well as a multitude of helpful and specific resources.

The AICC Launchpad is a sector specific network allowing connection with government agencies, incentive programmes, professional services, regulatory bodies, trade advisors, and businesses. The network assists members to develop a market entry strategy providing guidance, specific and appropriate connections and by facilitating communication designed to ensure strong bilateral connections are formed and fostered.

The Launchpad also connects the members of the AICC in one place; it's a digital ecosystem that grows as the organisation does. We help to facilitate discussions when face-to-face meetings are impractical or unfeasible. The AICC Launchpad can provide ongoing and active support to members looking to collaborate and share knowledge.



Membership Benefits

As an AICC Member you will enjoy access to a range of networks and activities that propel you on a pathway to success.

The AICC services every member with the keys to profitable bilateral trade and investments, connects members to government agencies and incentives, facilitates enterprise-led partnerships, mentorships and advisory, and arms members with invaluable knowledge and insights for guaranteed measurable growth.

As an AICC Member you will enjoy access to a range of networks and activities that propel you on a pathway to success. Benefits will vary according to membership level and can include: becoming part of the Australia India knowledge group, opportunities to host events, access to The AICC's speakers and networks, member only events and keynote speaker addresses, member only resources, information and data, inbound and outbound delegation events to promote bilateral trade, networking and access to state and federal government representatives.



Exciting Times Ahead

The AICC enjoys a unique position in the Australian business community through our established relationships with key businesses and industry bodies as well as state and federal governments where an open dialogue promotes two-way trade and countless economic opportunities. The AICC was established as a Chamber of Commerce on 9 April 2020.

As we continue to expand in 2022, further exciting state and national business events and industry-led activities will be made available to our members. This August, we look forward to inviting our members to The AICC Gala Dinner: Celebrating 75 years of India's Independence.

Follow Us



What Our Founding Members Say About The AICC

“It was a pleasure and delight to be part of the vibrant AICC Community. My journey with AICC so far is very rewarding, enriching, and professionally elevating. It provided me with a great number of networking opportunities that I could never imagine before I joined the AICC team. I strongly recommend joining the AICC team if you wish to make a difference in the Australia-India relation space”

Mohan Yellishetty PhD, MAusIMM CP (Min), Associate Professor, *Resources Engineering*

“State Bank of India is delighted to be a Foundation Member of AICC. We became a founding member, as we understand the importance for a strong business focus and outcome driven chamber to drive bilateral business between Australia and India. We wish AICC every success in its endeavours.”

Pankaj Kumar, Vice President (Credit), *State Bank of India, Sydney Branch*

“MinterEllison is proud to be a founding member of Australia India Chamber of Commerce (AICC). We recognise the importance of Australia’s relationship with India in strengthening the Indo Pacific region and look forward to further developing opportunities between the two countries through our partnership with the AICC.”



Founding Patron

The AICC has been established with the support of a wide network of people of influence. The Hon. Ted Baillieu, former Premier of Victoria serves as the Founding Patron of The AICC.

Membership Benefits

Premium Member \$3,850/year

Larger corporations with offices in more than one location in Australia. Membership applies nationally regardless of the number of offices around Australia.

- Complimentary invite to private events
- Priority right to sponsor events
- Opportunity to host & curate tailored events
- Newsletter & Updates advertising
- Opportunities on website and publications
- Co-host Event
- Priority Speaking Opportunity
- Priority Right to Sponsor Event
- Profile in AICC Publication
- Complimentary Invite to Events
- Access Member Directory
- Member Price at Events
- Member Only Discount

Business Member \$605/year

Small and Medium Enterprises, typically located in only one State in Australia.

- Access Member Directory
- Member Price at Events
- Member Only Discount
- Newsletter & Updates

Student Member \$55/year

- Member Price at Events
- Member Only Discount
- Newsletter & Updates

For our Members Based in India

Enjoy an exclusive 20% discount on AICC Membership and access to AICC activities and events including:

- Member-only virtual events, keynote speaker addresses, and networking opportunities;
- Member-only resources, information and data;
- Access to Australian State and Federal Government representatives;
- Access to industry business leaders in Australia;
- Invitations to inbound and outbound delegation events to promote bilateral trade.

**For further information,
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