

CONSULATE GENERAL OF INDIA
SAN FRANCISCO
MONTHLY COMMERCIAL REPORT OCTOBER 2019

TRADE NEWS HIGHLIGHTS –October 2019

1. Healthtech Startups Agatsa Raises 1 Million

Health solutions provider, Agatsa raised \$1 million in funding on 1 Oct. from Indian Angel Network (IAN) and the Technology Development Board (TDB), Department of Science and Technology, Government of India. With this funding, Agatsa will scale up its operations and marketing along with expanding its global outreach on 1st of October.

Since launch, Agatsa has recorded ECG readings for over 1 lakh users and more than 6,000 doctors are using the SanketLife devices. Agatsa has also cracked partnership deals with various B2B clients, offering emergency response to elderly population and cardiac patients. Going forward, Agatsa is planning to introduce a wearable device offering early detection of 17 different diseases such as diabetes, epilepsy, obesity, anxiety, and neuropathy, etc.

2. India-US hold 9th Defence Technology and Trade Initiative meeting in New Delhi

As part of the Indo-US Bilateral Defence Cooperation, the 9th Defence Technology and Trade Initiative (DTTI) meeting was held between India and the US on 24 October. The meeting was co-chaired by Secretary (Defence Production) Subhash Chandra and Under Secretary of Defense for Acquisition and Sustainment of the United States Ellen M Lord. "These meetings are held to bring leadership focus to the bilateral defence trade relationship and create opportunities for co-production and co-development of defence equipment," stated a press release. "A significant achievement of the meeting was the signing of 'Statement of Intent' with respect to key deliverables in the near, medium and long terms. This will assist in bringing sustained focus on some of the projects and signal commitment of both sides towards continued collaboration on mutually beneficial issues.

3. India Cuts Corporate Tax Rates for Corporations

India has considerably reduced corporate tax rates on 2 Oct. for companies incorporated in that country, effective for fiscal year 2019- 2020. Companies not claiming any exemptions or incentives will be allowed a rate of 22%, down from 30%. Companies that elect the lower rate also will not be subject to the alternative minimum tax, which has also been reduced, from 18.5% to 15%. New companies engaged in manufacturing will be allowed an even lower rate of 15%, reduced from 25%. This benefit is available to companies incorporating in India on or after 1 October 2019 that are making new investments in manufacturing, so long as they do not claim exemptions or other incentives, and

begin production by 31 March 2023. The reductions are estimated to cost India about INR 1.45 trillion (about US \$20.3 billion) annually. However, the government expects revenues from increased business activity to rise by enough to create a net revenue gain. This reduction motivates new investments and new business in India.

4. Facebook plans to tap start-ups, small and medium businesses in India

On 19 Oct. Facebook Inc. is nurturing a lot of start-ups and small and medium businesses to tap their innovations and be part of their fast growth by providing mentoring and technology to help them scale. These include businesses such as consumer electronics startups, cafe chains, used-car retailers, travel commerce firms and female wellness brands.

The social media giant on October 31st announced a collaboration with venture capital SAIF Partners, aimed to enable the growth of small and medium businesses (SMBs) and entrepreneurship in the country.

The partnership is a part of Facebook's VC Brand Incubator Program, which is an industry-first initiative launched in June for building the ecosystem for SMB growth. It provides young businesses with timely skilling and guidance. In just five months, the VC Brand Incubator Program has tied up with three venture capital funds - Sauce.VC, Fireside Ventures, and now SAIF Partners. In partnership with these three venture capital funds, Facebook has already skilled, trained, and mentored more than 70 brands at various stages of their growth journey.

"Our vast experience with SMBs tells us that strong digital skills and timely guidance can help them succeed and increase profits quickly.

5. WeWork India in discussion with investors to raise \$200 million

WeWork's India franchise has seen talks with existing backer ICICI Bank on \$100 million in new funding break down since The We Company's botched stock market launch and is in discussions on raising \$200 million from other investors, the venture's chief shareholder Jitu Virwani said on 10 October. Real estate mogul Virwani's Embassy Group, backed by US private equity fund Blackstone Group, set up WeWork India two years ago and had been in talks to sell the bulk of the operation to the brand's global parent The We Company.

Major Visits:

- Railway Board Chairman Shri V.K Yadav visited San Francisco from 16-18 October 2018 for deliberations with academic leadership of prominent universities in the U.S West Coast to explore academic collaborations with the newly established National Rail and Transportation University (NRTI)

TOP COMMODITIES OF EXPORTS/IMPORTS TO STATES UNDER THIS POST'S JURISDICTION YTD OCTOBER 2019

Top Commodities of India Exports to States under this Post's Jurisdiction

HS Code	Product	Value \$	State
82079010	PRIMARY METAL MFG	3,989,016	Alaska
84193100	AGRICULTURAL PRODUCTS	33,028,393	Arizona
61011010	APPAREL MANUFACTURING PRODUCTS	518,264,082	California
84452011	TEXTILE MILLS PRODUCTS	1,167,552	Hawaii
84452011	TEXTILE MILLS PRODUCTS	2,231,818	Idaho
61011010	APPAREL MANUFACTURING PRODUCTS	347,232	Montana
99979100	MISCELLANEOUS MANUFACTURED COMMODITIES	204,622,820	Nevada
61011010	APPAREL MANUFACTURING PRODUCTS	34,564,465	Oregon
98020000	CHEMICALS	22,859,692	Utah
84452011	TEXTILE MILLS PRODUCTS	68,895,357	Washington
99979100	MISCELLANEOUS MANUFACTURED COMMODITIES	2,938,089	Wyoming

Source: Foreign Trade Division, U.S. Census Bureau as per Oct 2019 data

Top Commodities of Indian Imports from States under this Post's Jurisdiction

HS Code	Product	Value \$	State
7802000	WASTE AND SCRAP	136,446	Alaska
73110090	TRANSPORTATION EQUIPMENT	482,193,367	Arizona
99979100	MISCELLANEOUS MANUFACTURED COMMODITIES	2,470,259,322	California
7802000	WASTE AND SCRAP	8,981,394	Hawaii
84713010	COMPUTER AND ELECTRONIC PRODUCTS	2,337,066	Idaho
84193100	AGRICULTURAL PRODUCTS	10,662,850	Montana
82079010	PRIMARY METAL MFG	950,153,027	Nevada

84713010	COMPUTER AND ELECTRONIC PRODUCTS	76,667,966	Oregon
98051000	PRIMARY METAL MFG	72,383,586	Utah
73110090	TRANSPORTATION EQUIPMENT	114,000,425	Washington
98020000	CHEMICALS	27,467,825	Wyoming

Source: Foreign Trade Division, U.S. Census Bureau

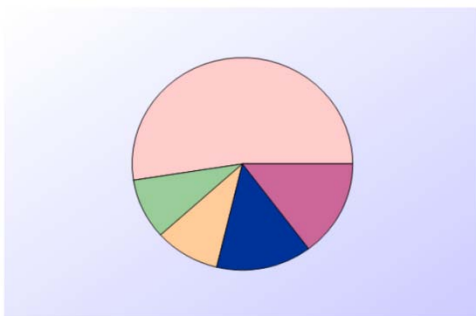
TOTAL EXPORTS/IMPORTS TO STATES UNDER THIS POST'S JURISDICTION YTD October 2019

Exports from India to States under this Post's Jurisdiction

State	2016 (\$)	2017 (\$)	2018 (\$)	YTD) SEPT 2019 (\$)
Alaska	5,273,335	2,944,686	8,372,567	5,730,237
Arizona	213,932,075	237,183,347	245,497,492	195,591,026
California	3,632,108,749	3,949,537,323	4,015,398,894	3,515,596,861
Hawaii	5,790,710	7,353,103	11,471,352	5,771,036
Idaho	11,273,403	17,815,286	20,600,944	10,549,454
Montana	2,281,820	4,979,671	6,103,863	2,918,957
Nevada	262,817,749	389,764,827	300,185,184	315,050,052
Oregon	132,326,754	172,763,994	184,808,069	107,272,319
Utah	98,595,480	103,552,344	120,135,210	113,678,796
Washington	361,830,153	424,890,608	480,015,101	508,728,666
Wyoming	3,386,747	2,651,827	5,160,833	7,389,028

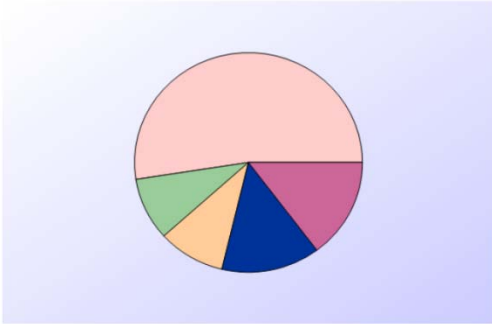
Source: Foreign Trade Division, U.S. Census Bureau *Latest data as per Oct 2019

Major products of Exports from India to California in 2019



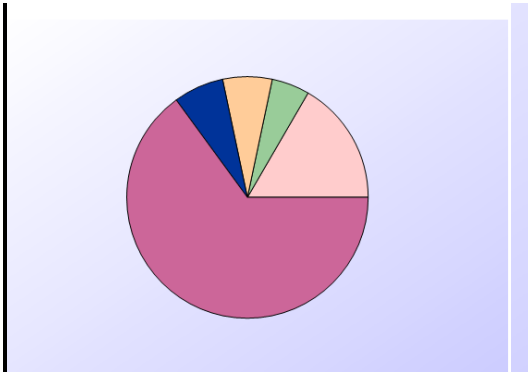
Product	Value (\$)	Percent
315--APPAREL MANUFACTURING PRODUCTS	\$518,264,082	14.7 %
114--FISH, FRESH/CHILLED/FROZEN & OTHER MARINE PRODUCTS	\$492,680,184	14 %
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$336,436,557	9.6 %
314--TEXTILE MILLS PRODUCTS	\$323,842,469	9.2 %
All Others	\$1,844,373,569	52.5 %
Grand Total	\$3,515,596,861	100 %

Major products of Exports from India to Washington in 2019



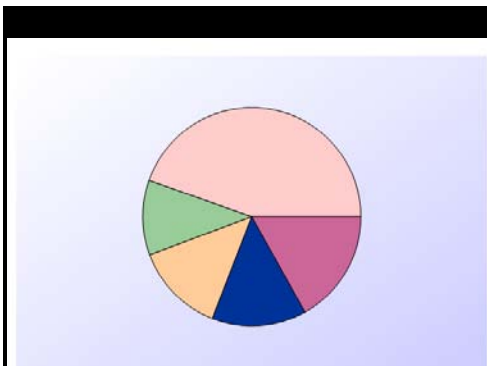
Product	Value (\$)	Percent
314--TEXTILE MILLS PRODUCTS	\$68,895,357	13.5 %
331--PRIMARY METAL MFG	\$67,372,057	13.2 %
334--COMPUTER AND ELECTRONIC PRODUCTS	\$51,778,691	10.2 %
315--APPAREL MANUFACTURING PRODUCTS	\$51,070,313	10 %
All Others	\$269,612,248	53 %
Grand Total	\$508,728,666	100 %

Major products of Exports from India to Nevada in 2019



Product	Value (\$)	Percent
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$204,622,820	64.9 %
316--LEATHER & ALLIED PRODUCTS	\$21,244,502	6.7 %
315--APPAREL MANUFACTURING PRODUCTS	\$20,823,142	6.6 %
311--FOOD MANUFACTURES	\$15,988,111	5.1 %
All Others	\$52,371,477	16.6 %
Grand Total	\$315,050,052	100 %

Major products of Exports from India to Arizona in 2019



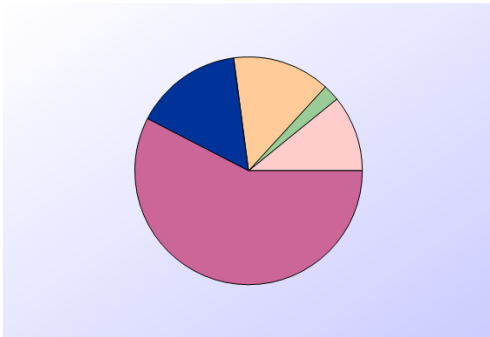
Product	Value (\$)	Percent
111--AGRICULTURAL PRODUCTS	\$33,028,393	16.9 %
325--CHEMICALS	\$27,408,086	14 %
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$26,233,650	13.4 %
980--GOODS RET TO CA (EXP); US GOODS RET & REIMPS (IMP)	\$21,669,953	11.1 %
All Others	\$87,250,944	44.6 %
Grand Total	\$195,591,026	100 %

Imports by India from States under this Post's Jurisdiction

State	2016 (\$)	2017 (\$)	2018 (\$)	(YTD) SEPT 2019 (\$)
Alaska	2,026,284	769,332	646,532	426,331
Arizona	114,368,708	157,528,131	131,458,629	589,727,333
California	5,129,286,116	5,014,214,769	6,121,547,199	4,290,655,984
Hawaii	15,308,110	10,070,427	11,546,406	15,087,897
Idaho	33,904,830	43,634,543	10,426,063	10,425,185
Montana	52,150,420	23,590,911	8,546,025	17,420,118
Nevada	812,179,250	1,798,617,635	1,672,336,718	1,110,274,865
Oregon	123,006,058	110,592,122	150,023,911	134,815,290
Utah	101,459,188	58,710,833	224,284,439	119,377,845
Washington	816,180,471	980,670,243	280,843,372	398,103,878
Wyoming	12,912,385	17,098,991	21,601,728	27,628,391

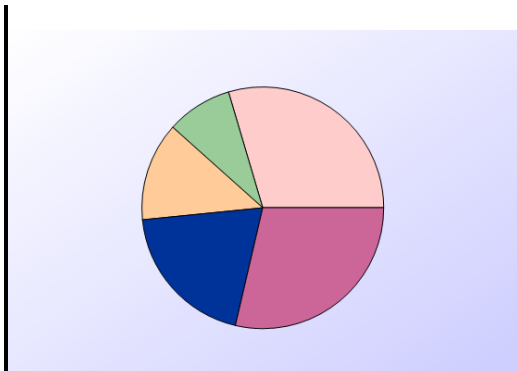
Source: Foreign Trade Division, U.S. Census Bureau *Latest data as per Oct. 2019

Major products of Imports by India from California in 2019



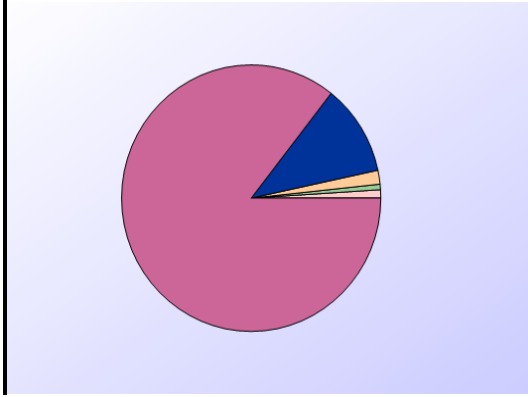
Product	Value (\$)	Percent
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$2,470,259,322	57.6 %
111--AGRICULTURAL PRODUCTS	\$657,614,333	15.3 %
334--COMPUTER AND ELECTRONIC PRODUCTS	\$596,387,973	13.9 %
910--WASTE AND SCRAP	\$100,807,012	2.3 %
All Others	\$465,587,344	10.9 %
Grand Total	\$4,290,655,984	100 %

Major products of Imports by India from Washington in 2019



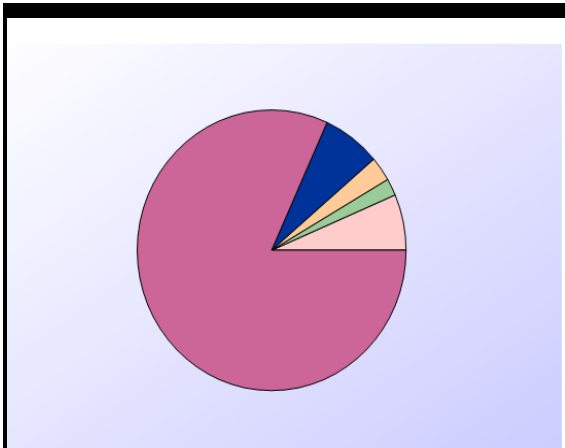
Product	Value (\$)	Percent
336--TRANSPORTATION EQUIPMENT	\$114,000,425	28.6 %
111--AGRICULTURAL PRODUCTS	\$78,753,231	19.8 %
334--COMPUTER AND ELECTRONIC PRODUCTS	\$52,551,595	13.2 %
325--CHEMICALS	\$35,039,147	8.8 %
All Others	\$117,759,480	29.6 %
Grand Total	\$398,103,878	100 %

Major products of Imports by India from Nevada in 2019



Product	Value (\$)	Percent
331--PRIMARY METAL MFG	\$950,153,027	85.6 %
339--MISCELLANEOUS MANUFACTURED COMMODITIES	\$122,753,843	11.1 %
334--COMPUTER AND ELECTRONIC PRODUCTS	\$18,693,613	1.7 %
333--MACHINERY, EXCEPT ELECTRICAL	\$7,354,727	0.7 %
All Others	\$11,319,655	1 %
Grand Total	\$1,110,274,865	100 %

Major products of Imports by India from Arizona in 2019



Product	Value (\$)	Percent
336--TRANSPORTATION EQUIPMENT	\$482,193,367	81.8 %
334--COMPUTER AND ELECTRONIC PRODUCTS	\$41,128,185	7 %
111--AGRICULTURAL PRODUCTS	\$16,711,432	2.8 %
335--ELECTRICAL EQUIPMENT, APPLIANCES & COMPONENTS	\$11,615,546	2 %
All Others	\$38,078,803	6.5 %
Grand Total	\$589,727,333	100 %

TRADE ENQUIRES

Here are some of the trade enquiries that this post received during month of October 2019 and they have been attended to appropriately.

Company	Exports from India
Marx Engitech	Metal Parts & Components
KK PAPERS	waste paper suppliers
K2 Exporters	copper scrap, aluminum scrap, steel scrap
NRB INDUSTRIAL BEARINGS LIMITED	Industrial bearings
ASWAKOV	Fiber, yarn, fabric
Mona Exports	Home textiles, home furnishings, accessories
FLAVOUR CERAMIC	Wall Tiles, Floor Tiles, Vitrified Tiles, Porcelain Tiles