

**B**ed, bath and home retail brand, Kiaana, which set up a presence in the Indian market some years ago as a direct to retail player, is looking at expanding its footprint pan-India. Having forayed into the market with its popular brand of comforters, complete with new-age fabrics, solids and bold colour palettes, the company is now looking at taking operations to the next level. Plans are afoot to establish a presence across north and south Indian markets, besides expansion in the western region. Currently, they are present in over 200



retail outlets and are looking at adding another 30-40 such multi-brand outlets to increase their distribution network. "We're also looking at setting up exclusive brand

outlets by the end of the next fiscal, starting with Mumbai and Delhi," points out **Pankil Mehta**, MD, strategist & marketing head, **Kiaana Pvt. Ltd.** A tie-up with Shoppers Stop was recently added on as well. The company is busy building its online presence, through tie-ups with players like Flipkart and bedbathmore.com, among others. Mehta adds that going forward, online could contribute to 25 per cent of overall sales, or more. "Despite being a largely unorganised segment, there is scope to scale up in this category," he notes. ♦



**IPE Global** is a social development sector consulting company of South Asia. Founded by a few alumni from London School of Economics in 1998, today the group has presence across 31 countries, which includes India, Afghanistan, Bangladesh, China, Nepal and Bhutan. Recently, IPE Global acquired Triple Line Consulting Limited, a UK-based international development consulting firm. "With this acquisition our sector operations expanded to include monitoring and evaluation, grant management, private sector development, social development and gender & inclusion," says **Ashwajit Singh**, MD of the company, who is also a chartered accountant. With thrust areas like healthcare, education, skill development, urban and rural infrastructure, the company currently has an order book of approximately ₹400 crore with 130 live projects across geographies. "In the last five years, the company has witnessed a year on year growth of over 35 per cent. The group has implemented 700 projects for multilateral, bilateral international agencies and for national, state and local governments working in the process with over 500 government departments", adds Singh. Some of their partners include state governments, multilateral and bilateral donors like USAID, UNICEF and international donor agency like ADB. ♦



**R**edefining the traditional audio aftermarket segment, **HARMAN**, a leading audio and infotainment group, in collaboration with **Sahil Audio International** announced the launch of JBL Autostage, a unique audio category concept. It is the first complete plug and play audio upgrade package, which reduces costs of installation and fabrication fees associated with traditional aftermarket

products. This new car audio package will be available in two versions: Carstage (2000W peak power) and Sportstage (3000W peak power). HARMAN's JBL brand has always been at the forefront of innovation, introducing award winning products that deliver great sound and dynamic design. Speaking on the occasion **M. Lakshmi Narayan**, managing director, HARMAN India said, "JBL Autostage is

a revolutionary offering that displays HARMAN's commitment to providing innovative, affordable and high quality audio products that have been designed exclusively for the Indian market. In an industry first, Indian consumers will be able to upgrade their in-car audio experience with great ease both at the time of installation as well as at the time of payment. We believe that this product will be a game changer and will help to further cement JBL's position as a market leader in the car aftermarket category." **Sahil Sani**, CEO, Sahil International, added, "We are delighted to announce the launch of India's first plug and play audio, a unique innovation in the automotive sound category." ♦

**E**mployer branding is increasingly becoming crucial for companies to attract good talent. **People Business**, a global human resource management consulting firm helps large companies retain and grow talent as well as attract new talent. It prepares employees for leadership roles. "How do we transform leaders? The only thing that has worked is executive coaching and experiential learning," says **Mervyn Raphael**, managing director,

People Business. "It is not about skills and talent. It is about mindset and behavior." It is also trying to make an impact on the top and middle rung of the organisations. It identifies 20 per cent of the people that make 80 per cent of the impact and helps them grow within the organisation. People Business guarantees measurable returns on investment. It has worked with clients across sectors. It has offices in Mumbai, Delhi, Bangalore,



Singapore, Dubai, London and North America and at any given time it is working with 15-20 companies. ♦

The 120 year-old Underwriters Laboratories Inc, a US-based product safety testing and certifications company, is working behind the scenes to make the products in everyday use safe. It tests and certifies the products before they are introduced in the market. And some are tested after serious safety issues concerning the product come up. But, how does it do safety testing on a variety of products? "We're a safety science company," says **Suresh Sugavanam**,



managing director, **UL India**. "We invest heavily

in research." UL India has an initiative called 'In India for India' where it works with 17 regulatory bodies in areas of water, medical devices and renewable energy among others. It helps regulators and companies with advice, testing and inspection. UL India sees opportunity in energy, textiles, toys, jewellery and leather, etc. "At any given time, we've about 2,000 customers," says Sugavanam. "We work with government and regulator to decide what needs to be regulated." ♦



When the world was busy creating clones, **Bilcare** created its trademarked nonClonable ID technology, says **Pratul Naik**, executive director, Bilcare, the Pune-based pharmaceuticals packaging pioneer. "This is now finding applications in addressing counterfeiting in diverse industrial and governance sectors, including life-saving medicines," he explains. Naik, who received Frost & Sullivan's growth, innovation and leadership award 2014, feels "This endorsement is testimony to the potential value our technology can add across sectors." It ensures not only secured identity and authentication but the ability to track and trace products and people in real time and adherence to e-governance in various government projects. The award, which recognises and rewards innovation, technology and leadership best practices adopted by marquee companies across sectors, was presented at the research and consulting major's annual growth, innovation and leadership executive congress last fortnight. This year's focus was on recognising emerging innovative and disruptive technologies that are radically disrupting, collapsing and transforming industries. The Bilcare technology enables products to be authenticated as they move through the supply chain to the end consumer across varied sectors. ♦



**Meru Cabs**, India's largest radio taxi service, has introduced Cab Wallet

feature in its mobile taxi booking app in partnership with a payment gateway provider Citrus pay. The wallet can be used for the payment of the cab ride and at select third party retailers. Money can be loaded into the wallet by credit, debit card or net banking. "We see increased adoption of smartphones and we understand how a good Cab App makes the travel experience enjoyable," says **Sidhartha Pahwa**, CEO, Meru Cabs. "The app gives

control and convenience in the hand of the customer." The Meru Cabs app has also won the Best Cab App award 2014 by Trip Advisor. The app has a 'Trip Tracker' feature to ensure safety of customers, especially women. "Citrus Cash fills the requirement to make fast payments with its zero-click checkout process and has been designed to provide maximum convenience to users," says Amrith Rau, managing director, Citrus Payment Solutions. ♦



**Bernhard Wrabetz**, Austrian Ambassador to India; **Maulik Jasubhai**, vice-consul for Austria & vice-chairman & chief executive, Jasubhai Group; and **Wolfram Moritz**, Austrian Trade Commissioner, announced an upcoming Austrian cultural week in Mumbai during 24 October-2 November 2014, to foster greater business cooperation between Austria

and India. The idea is to promote Austria as an interesting destination for tourism, investment and to promote Austria as a provider of technology and industrial products for the grandiose Indian market. "The Austrian culture week will showcase Austria's cultural, economic & intellectual splendour. I think it's the right moment to come here," says Ambassador Wrabetz.

"As far as the economic ties between India and Austria are concerned I think the potential is endless. There are more than 40 Austrian companies located in Mumbai and surrounding." The highlights of the Austrian week in Mumbai include a Musical Concert by the Salzburg Chamber Youth Orchestra, a traditional Viennese Ball and an Austrian Food & Film Festival. ♦



After Prime Minister Narendra Modi's successful visit to Japan, three Indian companies have expressed interest in getting listed on the Tokyo Stock Exchange. Kapil Malhotra, founder and MD, Total Solutions group, an investment banking advisor, based in New Delhi, who was in Japan during the PM's visit, invited **Hidetoshi Nagaya**, head, global listings, **Tokyo Stock Exchange** to India to meet potential Indian companies which would like to approach the Japanese capital market. "We don't have any Indian company listed there yet," said Nagaya. "But, we've got positive feedback from Indian companies. We hope they'll list on the TSE in the near future." Three companies expressed interest in taking talks forward. ♦

**Ed Fast**, Canada's **minister of international trade**, and Jitendra Singh, India's minister of science and technology, launched a call for proposals for joint R&D projects under the Canada-India Science and Technology Cooperation Agreement. This will promote scientific collaboration between Indian and Canadian scientists in safe and sustainable infrastructure and integrated water management. "The possibilities of research collaboration between Canada and India are



limitless, as are the benefits to Canadians and Indians alike," said Fast. "Pure research drives the economy of the future

through the discovery of new technologies and new products that improve the lives of us all." The new memorandum of understanding (MoU) between Canada's Natural Sciences and Engineering Research Council and India's Department of Science and Technology (DST) creates a framework for DST to collaborate directly with the India-Canada Centre for Innovative Multidisciplinary Partnerships to Accelerate Community Transformation and Sustainability (IC-IMPACTS). ♦



After accompanying Canada's foreign affairs minister John Baird and international trade minister Ed Fast on a trade mission to Delhi, Canadian national revenue minister **Kerry-Lynne Findlay** (3rd from left) and **Bob Dechert** (extreme left), parliamentary secretary to Canada's justice minister, flew to Mumbai to meet state government and business leaders to bolster Canada-India trade and investment partnerships. At a breakfast meeting hosted by the Indo-Canadian Business Chamber (ICBC), Findlay discussed the reforms Canada has undertaken in its tax regime to make the country a better place to do business, with lower government costs than in the US, albeit with access to the US market through NAFTA. Dechert mentioned oil & gas, infrastructure, life sciences and ICT as the sectors of highest potential for

bilateral trade and investment. Findlay said the Canada-India Income Tax Agreement of 1996 aimed at avoiding double taxation and preventing tax evasion. Dechert said that while bilateral merchandise trade totalled \$5.8 billion in 2013, there was a two-way commitment to triple it by next year. Canada has a strong network of trade support in India, with Trade Commissioners in all eight Canadian diplomatic missions across the country and five Export Development Canada (EDC) representatives. "To date, EDC has supported close to 300 Canadian companies with contracts worth \$1.86 billion," he added. Attending were ICBC chairman **Imran Panju** (2nd from left), ICBC president **Rontu Basu** (4th from left) Consul General **Richard Bale** (2nd from right) and ICBC secretary **Apurva Mehta** (extreme right). ♦

Abbott India, the subsidiary of the US-headquartered pharmaceutical and healthcare products major Abbott Laboratories, has inaugurated and launched its first nutraceutical plant in India at Jhagadia, Gujarat with an investment of ₹450 crore. The plant will produce nutraceutical products for Indian as well as global markets. Interestingly, all the nutraceutical products like



Ensure range of nutritional drinks for elderly people and paediatric nutritional drink like PediaSure were marketed in India while they were manufactured in the US. On the occasion of the launch, **John Landgraf**, executive vice-president, global nutrition, **Abbott**, said, "We want to be closer to our customer in India. This plant will ensure we make our own products here, monitor

their quality and cater to specific health needs of local communities. We love the prime minister's 'Make in India.'" Abbott currently sells 10 nutrition products in India and will initially manufacture at least six of these here. "These six are our high-value products, contributing 90-95 per cent of our total nutrition sales," said Amal Kelshikar, managing director, Abbott Nutrition. Bhaskar Iyer, India representative, Abbott Nutrition spoke about the company's expansion plans. Abbott has been in India for over 100 years but is rarely in the media limelight. ♦