



# INDIA PORTS REVERSE TRADE MISSION

September 22 - September 29, 2012

Washington, DC | Baltimore, MD | San Diego, CA | Long Beach, CA | Los Angeles, CA



**The U.S. TRADE AND DEVELOPMENT AGENCY** is sponsoring a Ports Reverse Trade Mission to familiarize Indian officials with U.S. technologies, equipment and services related to the port sector.

India has an extensive coastline with 13 public sector and 185 private ports. About 95% of India's external merchandise trade by volume, and 7% by value, is handled through maritime transport. Billions of dollars have been envisaged for 276 projects at major ports, including construction of berths, procurement of equipment, deepening of channels, and other applications. In January 2011, the Indian Government announced plans to invest \$66 billion in the port sector and \$27 billion in the shipping sector to increase India's port capacity from one billion to 3.2 billion tons by 2020.

Most of the development is expected to be in the form of public-private partnerships with procurements at the state level, particularly with the Ministry of Shipping and in the states of Tamil Nadu, Kerala, Gujarat, Maharashtra and Karnataka, which are spearheading efforts to develop ports. One project includes a \$295 million container terminal at Ennore port, near Chennai. To promote foreign investment, the Government of India allows 100 percent FDI in the sector and 100 percent income tax exemption for a period of 10 years on projects.

## Export opportunities for U.S. companies:

- Development of greenfield port projects
- Engineering and construction services for container terminals, cargo handling jetties, multipurpose berths and dry cargo jetties
- Container freight stations and LNG re-gasification terminals
- Marine liquid terminals/crude oil handling facilities
- Mechanized cargo handling
- Dredging and related equipment
- Shipbuilding and repair
- Mechanized boats
- Advanced IT projects for safe communications and process documentation
- Cargo handling equipment/machinery
- Port security technologies and products

## Invited Organizations:

The delegation will include up to 10 delegates from the following organizations, as well as a USTDA's India country representative:

- Ministry of Shipping
- Jawaharlal Nehru Port Trust
- Gujarat Maritime Board
- Chennai Port Trust
- Ennore Port Ltd.
- Visakhapatnam Port Trust
- Cochin Port Trust
- Kolkata Port Trust
- Mundra Port
- Krishnapatnam Port

## Opportunities for U.S. companies

This visit will enable U.S. companies to connect with key decision-makers and learn about the latest developments and project opportunities in India's Port Infrastructure sector. **USTDA will hold an all-day business briefing in San Diego, CA on September 27th**, where the Indian delegates will present commercial opportunities for U.S. firms and participating companies will have the opportunity to schedule short one-on-one meetings with members of the delegation. [▶▶ CLICK HERE to register to attend the business briefing](#)

**CONTACT INFORMATION:** Meridian International Center is organizing this reverse trade mission on behalf of USTDA. For further information, please contact Andrea Klein at [aklein@meridian.org](mailto:aklein@meridian.org) or 202-939-5899.



The National Export Initiative was launched in 2010 in order to create jobs for Americans by doubling U.S. exports in five years and opening new markets for U.S. firms. USTDA supports the NEI's mission as a member of the President's Export Promotion Cabinet.