

CONSULATE GENERAL OF INDIA
SAN FRANCISCO
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TRADE NEW HIGHLIGHTS – December 2017

1. Four Indians Indicted By US Federal Government for Cheating Pune NRI Out Of Rs 121 Crore

In a case of brazen fraud involving \$18 million (Rs 121 cr) committed by an Indian BSE-listed company in the United States, the Federal Court in Seattle, Washington, on December 13, issued an Indictment Order against four Indians. They are wanted for duping a company run by an NRI in the USA. The indictment order (a copy with mid-day) is a result of an extensive investigation carried out by both the Federal Bureau of Investigation (FBI) and Department of Justice for past three years to expose a meticulously planned and executed multi-million white collar crime in the USA, before the perpetrators fled and returned to India.

2. Mondelez bets on India to taste \$1bn online sales by 2020

Mondelez said its Indian business will be crucial to building its global ecommerce sales as the maker of Cadbury and Oreo strives for \$1 billion in online sales by 2020. "As a company, we have taken a big bet to build a billion dollar business online in snacking by 2020. A third of that would come from Asian, the Middle Eastern and African regions and India will really be a key market for us. By 2020, online business will get to about 5% of our overall sales in India from less than 1% now," said Ganesh Kashyap, head of e-com, AMEA at Mondelez International USA. Until now, the country's largest confectioner has been selling its products online through marketplaces such as Big Basket and Amazon. Since last year, it has been deepening its relationship with them by having product customization and promotions, exclusive to online. For instance, it set up a virtual chocolate store on Amazon India, launched Bournvita biscuits, Cadbury Fuse, Marvellous Creations and Silk Oreo first on various online portals before rolling them out at traditional retail stores.

3. PayPal Launches Ops in India

Digital payments company PayPal has launched its domestic operations in India. PayPal has been offering cross border payments in India for close to a decade and claims to control a third of India's B2C export payments. Rohan Mahadevan, CEO, PayPal Pvt Ltd & SVP, General Manager APAC of PayPal, said, "India's digital payments journey is on a high growth trajectory and we are proud to be a part of it. We are excited about our prospects in a market that is highly inspirational and aspirational." PayPal has setup an Indian subsidiary with local call centers with multi lingual support.

4. CII's Startups Mission to Silicon Valley USA

Mr. Kris Gopalakrishnan led a CII start up Mission to the San Francisco Bay area Silicon Valley from Dec 11 –13 2017. The delegation included around 20 startup executives from all over India. Delegates from the CII Startups Mission to the US were featured, including: Mr. Kris Gopalakrishnan (Mission Leader) Chairman ,CII Start-up Council and Chairman, Axilor Ventures & Co-founder, Infosys; Mr Vijay K Thadani, Vice Chairman & Managing Director, NIIT Limited and Co-Founder, NIIT University; Dr. Sadhu Trilochan Sastry, Chief Executive Officer, India Farm Foods and Professor, IIM Bangalore; Dr. BVR Mohan Reddy, Executive Chairman, Cyient Limited; and Mr Suhaan Mukerji, Managing Partner, PLR Chamber.

The Delegation visited incubators and accelerators such as HIVE, GSV Labs as well as UBER, Cisco and Stanford. All the accelerators and incubators including 500 Startups, GSV Labs etc spoke of their focus on market segments, industry partnerships and successes in helping US startups. Chairman, USISPF John Chambers hosted a working lunch for the delegation.

TOP COMMODITIES OF EXPORTS/IMPORTS TO STATES UNDER THIS POST'S JURISDICTION IN December 2017

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

HS Code	Product	Value \$	State
84379090	MACHINERY, EXCEPT ELECTRICAL	288,127	Alaska
84193100	AGRICULTURAL PRODUCTS	18,400,619	Arizona
03021100	FISH, FRESH/CHILLED/FROZEN & OTHER MARINE PRODUCTS	297,644,639	California
61011010	APPAREL MANUFACTURING PRODUCTS	292,919,729	Hawaii
84713010	COMPUTER AND ELECTRONIC PRODUCTS	1,487,060	Idaho
98051000	FOOD MANUFACTURES	701,928	Montana
59031010	LEATHER & ALLIED PRODUCTS	11,929,967	Nevada
61011010	APPAREL MANUFACTURING PRODUCTS	17,379,478	Oregon
84452011	TEXTILE MILLS PRODUCTS	8,080,200	Utah
98020000	CHEMICALS	28,230,147	Washington
65069100	PLASTICS & RUBBER PRODUCTS	329,350	Wyoming

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

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

HS Code	Product	Value \$	State
98020000	CHEMICALS	513,244	Alaska
73110090	TRANSPORTATION EQUIPMENT	28,845,332	Arizona
84193100	AGRICULTURAL PRODUCTS	342,822,195	California
72042920	WASTE AND SCRAP	5,597,000	Hawaii
84713010	COMPUTER AND ELECTRONIC PRODUCTS	16,242,089	Idaho
84193100	AGRICULTURAL PRODUCTS	15,004,697	Montana
82079010	PRIMARY METAL MFG	860,545,323	Nevada
84713010	COMPUTER AND ELECTRONIC PRODUCTS	31,166,196	Oregon
98051000	FOOD MANUFACTURES	6,233,747	Utah
73110090	TRANSPORTATION EQUIPMENT	117,910,461	Washington
98020000	CHEMICALS	9,723,881	Wyoming

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

TOTAL EXPORTS/IMPORTS TO STATES UNDER THIS POST'S JURISDICTION YTD December 2017

Exports from India to States under this Post's Jurisdiction

State	2014 (\$)	2015 (\$)	2016 (\$)	YTD (June) 2017 (\$)
Alaska	4,747,146	2,152,153	5,273,335	623,449
Arizona	193,560,967	224,399,081	213,932,075	127,876,202
California	4,397,270,816	3,855,630,622	3,632,108,749	1,824,719,770
Hawaii	5,568,812	8,839,393	5,790,710	3,763,157
Idaho	18,530,812	14,100,519	11,273,403	6,593,084
Montana	66,540,359	21,649,743	2,281,820	2,096,897
Nevada	169,465,648	221,396,873	262,817,749	335,265,339
Oregon	189,840,228	140,653,944	132,326,754	71,822,063
Utah	116,596,460	85,084,540	98,595,480	51,162,710
Washington	386,811,401	452,733,326	361,830,153	203,297,478
Wyoming	7,333,503	6,957,939	3,386,747	922,652

Source: Foreign Trade Division, U.S. Census Bureau *Latest data as per June 2017

Imports by India from States under this Post's Jurisdiction

State	2014 (\$)	2015 (\$)	2016 (\$)	YTD (Sep) 2017 (\$)
Alaska	255,806	1,320,449	2,026,284	655,862
Arizona	73,130,917	102,718,442	114,368,708	114,707,424
California	5,270,535,205	4,568,402,045	5,129,286,116	3,734,491,384
Hawaii	794,002	9,766,185	15,308,110	7,665,465
Idaho	14,012,128	27,794,604	33,904,830	36,806,829
Montana	42,318,205	33,391,085	52,150,420	20,909,537
Nevada	567,849,540	1,720,866,386	812,179,250	1,305,111,420
Oregon	153,495,498	90,702,304	123,006,058	79,326,755
Utah	240,348,276	201,899,345	101,459,188	41,862,709
Washington	2,134,362,701	1,150,560,756	816,180,471	754,399,199
Wyoming	11,221,271	6,552,562	12,912,385	17,057,665

Source: Foreign Trade Division, U.S. Census Bureau *Latest data as per Sep 2017

TRADE ENQUIRES

Here are some of the trade enquiries that this post received during month of December 2017 and they have been attended to appropriately.

Company	Exports from India
SivaKumar Raja	Coir Products
VSK Exports	Textiles & Garments
Agilam Universe	Lemon Fruit
Metro Frozen Folks Food Pvt	Frozen Vegetables
Green Field Exports	Towels in Cotton and Terry
VRAM universal exports	Coconut, Coir
ALPL Cotton Apparel	Caps. Hats, Cotton Bags