

**CONSULATE GENERAL OF INDIA
SAN FRANCISCO**

MONTHLY COMMERCIAL REPORT— FEBRUARY 2012

I. Major Commercial and Trade-Related Events

Nivio, announced on February 9, 2012 that it had secured \$21 million funding to expand its engineering efforts at their Palo Alto, California office. The funding round was completed by Videocon (& Group Companies) based in India together with AEC partners , a private equity firm based in Kansas City, USA. The funding will help Nivio to further roll out the cloud computing platform across Nivio's operating regions in Europe, Middle east, India and Australia¹.

Amazon of Seattle, Washington announced on February 2, 2012 the launch of Junglee.com, a new online shopping service enabling customers to find and discover products available in India².

Ujjivan Financial Services Pvt Ltd of Bangalore raised \$25 million from among others Sequoia Capital of Menlo Park, California as reported on February 1, 2012. The additional capital will help increase the microfinance company's loan book and make it compliant with reserve Bank of india's 15% capital adequacy requirement for NBFC-MFI's³.

¹ <http://blog.nivio.com/index.php/2012/02/we-smacked-it-raised-us21m/>

² <http://www.business-standard.com/india/news/amazon-debuts-jungleecom-in-india/156855/on>

³ http://articles.economictimes.indiatimes.com/2012-02-01/news/31012908_1_ujjivan-financial-services-microfinance-sector-lok-capital

Persistent Systems Ltd of Pune, Maharashtra announced on February 1, 2012 the acquisition of the Location business of Openwave Systems Inc of Redwood City, California. Openwave is a global software innovator and the inventor of the mobile internet. Persistent a leader in outsourced software product development (OPD) services⁴.

Cisco Systems of San Jose, California, one of the world's largest technology companies on February 15, 2012 bought a 17% stake in Qyuki, a creative social digital media platform that is expected to go live in May 2012. Qyuki, which was set up last year, will allow the co-creation of creative content. The technology platform will itself be built in such a way that the content can be distributed through any device. For Cisco, this deal points to a renewed interest in the Indian startup ecosystem, where it plans to invest up to \$60 million a year starting from 2012⁵.

Unitus Labs of Seattle, Washington state an international non-profit focused on reducing global poverty through economic self-empowerment, announced on February 6, 2012 the setting up of Unitus Seed Fund, a new seed stage venture fund that invests in indian startup businesses with potential for large-scale poverty impact. The fund also

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http://www.openwave.com/news_and_events/press_releases/2011/20120201_opvw_location_biz.html

⁵ http://articles.economictimes.indiatimes.com/2012-02-15/news/31063274_1_shekhar-kapur-cisco-systems-ventures

announced its first three investments in Indian startups Bodhicrew Services, Hippocampus Learning Centres and Milaap Social Ventures, all in India. Bodhicrew Services provides skill development for those working in the unorganized sector. It provides a complete domestic work solution to the rapidly growing middle class in India. Hippocampus Learning Centres provides affordable education services to the remote rural populations focusing exclusively on the 700 million rural population of India. Milaap Social Ventures is an online microlending platform which enables anyone around the world to lend money to the working poor in India through the website www.milaap.org ⁶.

Flipkart Online Services of Bangalore announced on January 31, 2012 that it had raised \$150 million in its fourth round of funding from its existing investors Accel Partners of Palo Alto, California and tiger Global Management LLC. Flipkart, which started as an online retailer of books in 2007, has slowly diversified into mobiles, cameras, movies and music and electronic goods⁷.

II. TRADE ENQUIRIES RECEIVED AND ATTENDED TO

Query From	Details
Himsun Ceramic Tel:91-02822-653414 Email:admin.himsun ceramic@gmail.com	Interested in exporting from India of various Wall and Floor ceramic Tiles into the USA.
Nilesh Shah of M/s	Interested in exporting

⁶ <http://unitusseedfund.com/updates/unitus-seed-fund-launches-in-india-with-three-seed-investments/>

⁷ <http://dealcurry.com/2012/01/31/Flipkart-Raises-150Mn-From-Accel-Partners-Tiger-Global.htm>

Kadam Exports Pvt Ltd Tel:91-79-26584335 Email:kadampsyllium@yahoo.com	from India Psyllium Husk and Powder products into the USA.
James Box Tel:707-764-3001 Email:boxcamera@suddenlink.net	Interested in taking box camera with him on his visit to India to capture beauty of India.
Rakesh Kumar of M/s SUN Exports Tel:91-7738327111 Email:info@sun-exports.com	Interested in exporting from India to the USA of Leather Footwear products.
Deepak Khandelwal of M/s Devki Exports Tel:91-9887078757 Email:devkiexports@gmail.com	Interested in exporting from India of Agro, Herbal and Spices products into the USA.
Sunil Agarwal of M/s baba International Tel:91-56205624044928 email:babainternational12@gmail.com	Interested in exporting from India of Handicrafts and Gifts products into the USA.
Satyanarayan Kumawat of M/s Vaibhav Udhyog Tel:91-1463246235 Email:vaibhavudhyog@gmail.com	Interested in exporting from India of Quartz and Silica products into the USA
Thanveer Ahamed of M/s Almighty Exports and Imports Tel:91-9789234354 Email:almightymdgroups@gmail.com	Interested in exporting from India of Fresh Fruits and Vegetables, Spices, Mineral water and Apparel and Garments products into the USA
Tarun Jajoo of M/s Jajoooverseas Tel:91-9660608005 Email:jajooagroherbalooverseas@gmail.c	Interested in exporting from India of Agro, Herbal and Spices products into the USA.

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Tarun Jajoo of M/s Jajoooverseas Tel:91-9660608005 Email:jajoofashionoverseas@gmail.com	Interested in exporting from India of various Jewelry products into the USA
Vipul Bhavsar of M/s Prachi Exports Tel:91-7965100001 Email:prachiexports0407@gmail.com	Interested in exporting from India of Guar Gum products into the USA
Ankur Goyal of M/s Goyal Traders Tel:91-09352241871 Email:ankur_goyal86@yahoo.co.in ; shakuntla.gupta68@yahoo.com	Interested in exporting from India of Agro, Herbal, Pharma, Food and Spices products into the USA
Ram Sharma of Planet Arts Tel: Email:info@indianrugmanufacturer.com	Interested in exporting from India of Rugs, Handicrafts, Home Textiles and Wooden Furniture products into the USA.
Kamlesh Nariani of M/s FireBulls Impex LLP Tel:91-9322514736 Email:kamlesh.nariani@yahoo.co.in ; menonatul@gmail.com	Interested in exporting from India of Cashews products into the USA.
Brent Beebe Tel:916-995-4713 Email:primexco_1@yahoo.com	Interested in details of Indian duties, tariffs and taxes for importing goods into India from the USA.

Commodities Inc of Tustin, California, USA for goods supplied. The consulate has forwarded Bharat Gluco's complaint to the US company and is awaiting their reply.

IV. Number Of Business Visas Issued

Business Visas issued in February -1965

V. Details Of Tenders Procured On Behalf Of Indian Companies/Organizations

None

VI. Potential Areas For Trade And Investment

Washington State: The seventh largest state exporter to India from the USA in 2011 was Washington. Exports have decreased from \$979.864 million in 2010 to \$661.164 million in 2011 a 32.52% decrease over 2010. Transportation Equipment was the largest export item from Washington to India in 2011 at \$354.181 million which made up 53.6% of total exports from the state to India (2010 \$727 million). Agricultural Products was the second largest export from Washington to India in 2011 at \$115.512 million which made up 17.5% of the total export from the state to India (2010 \$93.491 million). Computer and Electronic Products was the third largest export item from the state to India in 2011 at \$49.96 million which made up 7.6% of the total export from Washington to India (2010 \$50.675 million).

III. Number Of Trade Disputes Pending/Resolved

March 01, 2012

Resolved – Nil

Pending – 1) Mr Sanjay Gupta of Bharat Gluco Industries (P) Ltd , India complained of non-payment of outstanding debt by A G

For any queries, please contact:

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Total U.S. Imports via WASHINGTON

Top 25 6-digit HS Commodities Based on 2011 Dollar Value

U.S. Imports by State of Final Destination ([State Import Series](#)). Values in millions of dollars. Percent Change is from 2010 - 2011.

Rank	HS Code	Description	2008 Value	2009 Value	2010 Value	2011 Value	2008 % Share	2009 % Share	2010 % Share	2011 % Share	% Change, 2010 - 2011
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1	270900	CRUDE OIL FROM PETROLEUM AND BITUMINOUS MINERALS	7,752	4,510	6,058	8,805	16.0	12.0	14.2	18.7	45.3
2	880330	PARTS OF AIRPLANES OR HELICOPTERS, NESOI	2,479	2,960	3,108	3,843	5.1	7.9	7.3	8.2	23.7
3	271121	NATURAL GAS, GASEOUS	6,810	3,621	4,192	3,283	14.1	9.6	9.8	7.0	-21.7
4	950490	GAME MACH EX COIN; BD GAME; MAH-JONG; DMNOES; DICE	1,644	2,055	1,577	1,809	3.4	5.5	3.7	3.8	14.7
5	870323	PASS VEH SPK-IG INT COM RCPR P ENG >1500 NOV 3M CC	623	919	1,388	1,805	1.3	2.4	3.2	3.8	30.1
6	852871	RECEPTION APP FOR TV NT DESIGNED TO INC VIDEO DISP	1,092	1,061	1,236	1,255	2.3	2.8	2.9	2.7	1.5
7	841112	TURBOJETS OF A THRUST EXCEEDING 25 KN	564	432	889	1,094	1.2	1.1	2.1	2.3	23.1
8	950410	VIDEO GAMES USED W TV RCEIVR & PTS AND ACCESSORIES	3,521	3,123	2,106	867	7.3	8.3	4.9	1.8	-58.9
9	851712	PHONES FOR CELLULAR NTWKS OR FOR OTH WIRELESS NTWK	161	88	688	831	0.3	0.2	1.6	1.8	20.8
10	284420	URANIUM ENRICHED IN U235 ETC. PLUTONIUM ETC.	1,001	628	582	791	2.1	1.7	1.4	1.7	36.0
11	880320	UNDCARRGE & PTS	338	333	377	416	0.7	0.9	0.9	0.9	10.2

		GLIDERS & A/C, NON-POWERED/POWERED									
12	010290	BOVINE ANIMALS, LIVE, NESOI	359	347	387	350	0.7	0.9	0.9	0.7	-9.7
13	840721	OUTBOARD ENGINES FOR MARINE PROPULSION	177	65	320	327	0.4	0.2	0.7	0.7	2.2
14	870324	PASS VEH SPK-IG INT COM RCPR P ENG > 3000 CC	140	202	305	309	0.3	0.5	0.7	0.7	1.5
15	851762	MACH FOR RECP/CONVR/TRANS/REGN OF VOICE/IMAGE/DATA	488	343	388	308	1.0	0.9	0.9	0.7	-20.6
16	090111	COFFEE, NOT ROASTED, NOT DECAFFEINATED	171	134	166	306	0.4	0.4	0.4	0.7	84.3
17	271019	OIL (NOT CRUDE) FROM PETROL & BITUM MINERAL ETC.	165	58	85	303	0.3	0.2	0.2	0.6	254.8
18	720839	FLAT-HOT-ROLL IRN,NONALY STL,COIL,<3MM THICK,NESOI	409	106	198	290	0.8	0.3	0.5	0.6	46.8
19	940110	SEATS OF A KIND USED FOR AIRCRAFT	203	158	201	275	0.4	0.4	0.5	0.6	36.7
20	271011	LIGHT OILS& PREP (NOT CRUDE) FROM PETROL & BITUM	83	144	179	240	0.2	0.4	0.4	0.5	34.4
21	950300	TRICYCLE, SCOOTR, PEDAL CAR & SIM WHEELED TYS; ETC	287	241	246	238	0.6	0.6	0.6	0.5	-3.3
22	281820	ALUMINUM OXIDE, EXCEPT ARTIFICIAL CORUNDUM, NESOI	211	93	163	226	0.4	0.2	0.4	0.5	38.6
23	030429	FISH FILLETS, FROZEN, NESOI	234	209	230	223	0.5	0.6	0.5	0.5	-3.4
24	640299	FOOTWEAR, OUTER SOLE & UPPER RUBBER OR PLAST NESOI	231	211	209	213	0.5	0.6	0.5	0.5	1.8
25	852859	MONITORS, NOT INCORP TELEVISION RECEP APP, NESOI	130	92	128	188	0.3	0.2	0.3	0.4	46.1

'(Z)' indicates a percent change greater than 500. Updated February 10, 2012.