

**CONSULATE GENERAL OF INDIA
SAN FRANCISCO**

MONTHLY COMMERCIAL REPORT— DECEMBER 2011

I. Major Commercial and Trade-Related Events

Clinigene International Ltd., a subsidiary of Biocon Ltd headquartered in Bangalore, India announced on December 21, 2011 a collaborative agreement with Seattle, Washington, USA based Pacific Biomarkers Inc (PBI). Clinigene is an India based Clinical Research Organization (CRO) that offers end-to-end clinical and laboratory services for accelerating clinical research, and PBI provides premier biomarker and specialty efficacy testing services to the drug development industry. The partnership provides PBI access to India, an emerging hub for drug development and contract research¹.

San Francisco, California, USA based private equity fund Gerken Capital Associates (GCA) announced on December 21, 2011 that it is looking to foray into the Indian markets with an initial corpus of \$200 million. The company, which manages assets worth \$1 billion, has appointed Alok Gupta, former chief of Axis Private Equity, as managing director of its India operations².

Norwest Venture Partners and Intel Capital based in Santa Clara, California, USA, and other private equity firms invested \$40 million in Gurgaon, India based Awari Technologies Pvt Ltd as announced on November 15, 2011. The funds will mainly be

used to finance Fashionandyou.com, a private shopping site for luxury brands and designer apparel & accessories owned by Awari Technologies Pvt. Ltd. Fashionandyou.com partners with high fashion and luxury brands, and holds private sales events for renowned Indian and global brands where prices are slashed by up to 80%³.

Intel Capital India Technology Fund, the Indian arm of Intel Capital of Santa Clara, California, USA joined others on November 16, 2011 in investing \$45 million in Happiest Minds Technologies Pvt Ltd. Happiest Minds provides a comprehensive and integrated suite of design, implementation, testing, infrastructure management and security services to help global organizations implement the right mix of IT solutions for business growth⁴.

Bangalore, India based Aditi Technologies announced on November 21, 2011 the acquisition of Seattle, Washington state, USA, based Cumulux Inc. Cumulux is a cloud services provider focused on helping customers build, operate and manage solutions on Platform as a service (PaaS) cloud platforms like Microsoft's Windows Azure. Aditi and Cumulux will build out an Azure delta force of architects and MVPs to

¹ http://www.biocon.com/docs/PR_21122011_v1.pdf

² http://articles.economictimes.indiatimes.com/2011-12-22/news/30546877_1_global-funds-equity-fund-axis-private-equity

³

<http://archive.constantcontact.com/fs076/1103027403863/archive/1108929138306.html>

⁴

<http://www.intel.com/pressroom/capital/pdfs/PortcoHappiestMinds1111.pdf>

drive Azure adoption in close collaboration with Microsoft across the US, UK and India⁵.

2.5 million manufacturing jobs and 800,000 retail positions.⁶

II. Details Of Local Developments/Policy Changes Affecting Bilateral Trade

The California Chamber of Commerce released on December 13, 2011 a list of new employment laws scheduled to take effect in 2012 that will have an impact on businesses in California. In addition to the new employment laws, an order by the National Labor Relations Board (NLRB) is also impacting businesses in California. By January 31, 2012, most private-sector employers must begin displaying an 11"x17" poster that provides information to their employees about unionizing and their right to strike. The list of all new laws is available at the url: <http://www.calchamber.com/hr-california/Pages/new-laws-2012.aspx>

At an annual economic briefing on December 12, 2011 sponsored by the law firm Allen Matkins, UCLA Senior Economist Jerry Nickelsburg said the Bay Area was leading the California economy and probably the nation's. The state's economic picture is a tale of two Californias: a prospering coastal region stretching from the Bay Area to San Diego, and the rest of the state suffering from jobs losses in residential construction and government. Allen Matkins found in the latest survey that many anticipate office rental rates in San Francisco and the Silicon Valley to rise from today's levels and vacancies to fall consistently over the next three years. Nickelsburg added, however, that 5.3 million jobs lost in the downturn are never coming back. He cites as "permanent displacements" 2 million construction jobs,

⁵ http://www.eetindia.co.in/ART_8800656449_1800001_NT_96486979.HTM

III. TRADE ENQUIRIES RECEIVED AND ATTENDED TO

Query From	Details
Anand Sharma of M/s Pashupati Polytex Pvt Ltd Tel:91-9634097009 Email:polyfibre@yahoo.in	Interested in exporting from India of various Recycled polyester Staple Fiber into the USA.
Marvin Chong of M/s Prime Wire & Cable Tel:626-202 9020 Email:marvin@primewirecable.com	Interested in importing from India Electrical products into the USA.
Amit Kumar of Tel:91-9910024343 Email:contact@lobhouse.com	Interested in exporting from India to the USA of Handicrafts, Gifts, Apparel, Home textiles, Semi-precious Jewelry, Silver and Souvenirs and Novelties products.
Nirav Tel:91-9879770008 & 91-2812587496 Email:coc@indiacofees.com ; info@nglimpex.com	Interested in exporting from India of Green Coffee beans, Roasted Coffee beans, Ground Coffee and Instant Coffee into the USA.
Manoharan Thomas of M/s Sky Blue Exports Tel:91-9843361184 email:skyblueexports@yahoo.in	Interested in exporting from India of Imitation , Fancy and Silver Jewelry products into the USA.
RM Sathick Basha of M/s Cursor Impex	Interested in exporting from India of Indian Handicrafts and

⁶ <http://www.bizjournals.com/sanfrancisco/blog/2011/12/california-economy-san-francisco-ucla.html>

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Tel: Email:cursorimpex@yahoo.in	Household decoratives, House and Kitchen wares, Costume and Fancy 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 and Raw Cotton into the USA.

Miscellaneous Manufactured Commodities was the largest export item from California to India in 2010 at \$1.751 billion which made up 53.14% of total exports from the state to India (2009 \$860 million). Computer and Electronic Products was the second largest export from California to India in 2010 at \$680.229 million which made up 20.64% of the total export from the state to India (2009 \$588 million). Agricultural Products was the third largest export item from the state to India in 2010 at \$313.360 million which made up 9.51% of the total export from California to India (2009 \$255 million).

IV. Number Of Trade Disputes Pending/Resolved

Pending – Nil

January 20, 2012

V. Number Of Business Visas Issued

Business Visas issued in December - 1330

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

None

VII. Potential Areas For Trade And Investment

California State: The largest state exporter to India from the USA in 2010 was California. Exports have increased from \$2.178 billion in 2009 to \$3.295 billion in 2010 a 51.28% increase over 2009. In the first nine months to September 2011 the total exports from California to India was \$2.747 billion compared to the comparative period in 2010 of \$2.496 billion, a 10.06% increase.

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Total U.S. Imports via CALIFORNIA

Top 25 6-digit HS Commodities Based on 2010 Dollar Value

U.S. Imports by State of Final Destination ([State Import Series](#)). Values in millions of dollars. Percent Change is from 2009 - 2010.

Rank	HS Code	Description	2008 Value	2009 Value	2010 Value	2008 % Share	2009 % Share	2010 % Share	% Change, 2009 - 2010
---	---	Total CALIFORNIA Imports and % Share of U.S. Total	348,269	270,414	327,135	16.6	17.3	17.1	21.0
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1	270900	CRUDE OIL FROM PETROLEUM AND BITUMINOUS MINERALS	31,047	15,099	21,843	8.9	5.6	6.7	44.7
2	870323	PASS VEH SPK-IG INT COM RCPR P ENG >1500 NOV 3M CC	22,689	16,757	20,463	6.5	6.2	6.3	22.1
3	870324	PASS VEH SPK-IG INT COM RCPR P ENG > 3000 CC	21,400	11,450	17,107	6.1	4.2	5.2	49.4
4	847130	PORT DIGTL AUTOMATIC DATA PROCESS MACH NOT > 10 KG	8,217	10,050	14,486	2.4	3.7	4.4	44.1
5	852872	RECEPTION APPARATUS FOR TELEVISION, COLOR, NESOI	14,021	12,479	12,336	4.0	4.6	3.8	-1.1
6	847330	PARTS & ACCESSORIES FOR ADP MACHINES & UNITS	9,448	9,132	12,051	2.7	3.4	3.7	32.0
7	851762	MACH FOR RECP/CONVR/TRANS/REGN OF VOICE/IMAGE/DATA	8,273	6,650	9,224	2.4	2.5	2.8	38.7
8	847170	AUTOMATIC DATA PROCESSING STORAGE UNITS, N.E.S.O.I	5,248	4,338	5,267	1.5	1.6	1.6	21.4
9	844399	PTS & ACC OF PRINTERS, COPIERS AND FAX MACH, NESOI	4,209	4,302	5,193	1.2	1.6	1.6	20.7
10	851712	PHONES FOR CELLULAR NTWKS OR FOR OTH WIRELESS NTWK	3,967	4,293	4,458	1.1	1.6	1.4	3.8
11	271019	OIL (NOT CRUDE) FROM PETROL & BITUM MINERAL ETC.	3,902	3,147	3,732	1.1	1.2	1.1	18.6
12	950300	TRICYCLE, SCOOTR, PEDAL CAR & SIM WHEELED TYS; ETC	3,287	2,960	3,618	0.9	1.1	1.1	22.3
13	844331	MACH WHICH PERFORM 2-PLUS	2,421	3,233	3,317	0.7	1.2	1.0	2.6

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		OF PRINT, COPY, FAX ETC							
14	854231	PROCESSORS AND CONTROLLERS, ELECTRONIC INTEG CIRCT	2,549	3,461	3,138	0.7	1.3	1.0	-9.3
15	847150	DIGITAL PROCESSING UNITS, N.E.S.O.I.	3,557	3,289	2,940	1.0	1.2	0.9	-10.6
16	300490	MEDICAMENTS NESOI, MEASURED DOSES, RETAIL PK NESOI	2,073	2,150	2,496	0.6	0.8	0.8	16.1
17	852859	MONITORS, NOT INCORP TELEVISION RECEP APP, NESOI	2,277	2,083	2,300	0.7	0.8	0.7	10.4
18	852580	TELEVISION CAMERA, DIGITL CAMRA & VID CAM RECORDER	2,212	1,656	2,146	0.6	0.6	0.7	29.6
19	950410	VIDEO GAMES USED W TV RCEIVR & PTS AND ACCESSORIES	3,027	1,750	2,123	0.9	0.6	0.6	21.4
20	854239	ELECTRONIC INTEGRATED CIRCUITS, NESOI	2,780	1,572	2,003	0.8	0.6	0.6	27.4
21	850440	STATIC CONVERTERS; ADP POWER SUPPLIES	1,845	1,520	2,001	0.5	0.6	0.6	31.7
22	640399	FOOTWEAR, OUTER SOLE RUB ETC & LEATHER UPPER NESOI	1,672	1,526	1,976	0.5	0.6	0.6	29.5
23	854232	MEMORIES, ELECTRONIC INTEGRATED CIRCUITS	2,373	1,630	1,917	0.7	0.6	0.6	17.6
24	401110	NEW PNEUMATIC TIRES OF RUBBER, FOR MOTOR CARS	1,791	1,606	1,821	0.5	0.6	0.6	13.4
25	611020	SWEATERS, PULLOVERS ETC, KNIT ETC, COTTON	2,173	1,746	1,800	0.6	0.6	0.6	3.1

'(Z)' indicates a percent change greater than 500. Revised June 9, 2011.