



Australia
India
Chamber of
Commerce

HOW INDIA[®]

Membership Brochure



2024

Message from the Executive Chairman

We're in one of the most exciting times for Australia-India bilateral trade. India has emerged as an undeniable economic powerhouse of the 21st century and as one of the world's largest and fastest growing major economies, it is set to be on par with the USA by 2035.



Across sectors including education, critical minerals, education, innovation, infrastructure, financial and professional services, New India has emerged as an undeniable economic powerhouse of the 21st century. With New India on track to top the globe in terms of economic growth in 2022⁽¹⁾, can Australian businesses afford not to engage with the country? And can New India afford not to secure ongoing relationships with a steadfast Australia?

While Australian businesses would do well to employ the engines of New India - an exciting, ambitious and bold market, destined for tangible growth - New India needs the fuel of exceptional Australia - a country with a consistent, resilient and globally outperforming economy.

The Australia Indian Chamber of Commerce (AICC) exists as the premium business network launchpad to introduce, service and expand on the symbiotic Australian-India relationship. Our objective is to facilitate, nurture and transform Australia-India business to impact real commercial growth. We do this by connecting our members to an established and trusted network of like-minded industry professionals and government partners. The results of these facilitated introductions lead to tangible outcomes for both Australian and Indian businesses and their professionals.

There is no single major market in the world with more growth opportunities for Australian business than India. Now is the time to capitalise on this pivotal transformation.

Chris Mooney

Australia-India Trade Snapshot

The Australia-India bilateral trade partnership is robust and could be forecast for exponential growth. India is the fourth largest export market for Australia, showing the importance for investment in the region. There is no single major market in the world with more growth opportunities for Australian business than India.



India has the potential to increase exports of goods and services to Australia from \$7 billion in 2018 to \$48 billion in 2035. To break it down, this would see India's goods exports to Australia growing from \$5 billion in 2018 to almost \$28 billion in 2035 and service exports to Australia increasing from \$2.4 billion to \$21 billion in 2035⁽²⁾.

National Industry Groups

The key to our National Industry Groups' success is leadership by a premium corporate member. Notable achievements include a partnership between Minter Ellison and Monash University for critical minerals, resulting in a comprehensive white paper presented to governments in both Australia and India. This initiative has secured match funding of \$10 million from both governments.

Our latest venture, the agriculture group, shows promising early progress, particularly in introducing Australian products like almonds and baby formula to the Indian market. These groups are the driving force behind our chamber, fostering trade and investment between Australia and India. We encourage those interested to join our active National Industry Groups and become trailblazers, enhancing bilateral trade and investment. Our members are the backbone of our success, and their engagement is crucial.

Chris Mooney
Executive Chair



Critical Minerals & Energy Transition

India has a growing demand for critical minerals that Australia holds in abundance such as lithium, coal, iron ore, copper, nickel, potash and phosphate⁽³⁾. India could secure supply of resources or enter into agreements, equity participation, or joint ventures with companies engaged in exploration and mining of critical minerals.

India's demand for energy is set to outpace domestic supply, providing the largest contribution to growth in global energy demand through to 2035 ^(4a, 4b). Australia's energy market is shifting its focus to sustainable, renewable sources of energy – something India has been focused on for some time. Indian counterparts could invest in renewable projects and solar farms in Australia while India could adopt smart grid technologies currently being developed in Australia. Australia could import high quality manufactured renewable energy equipment from India. Further, India and Australia could collaborate on renewable research programs.



Education & Training

With the largest tertiary age (18-22) population globally, India hopes to upskill 400 million people by 2022. Demand for education spans every sector of India's economy. Australia's tertiary education industry is robust, with a curriculum designed to deliver graduates ready and capable to immediately join the skilled workforce. Australia is well placed to meet India's education needs across secondary, university, and vocational sectors. Research and development collaboration will help transform both our economies⁽⁵⁾.

Agribusiness (Food & Beverage)

Australia's agriculture sector is sophisticated and robust, using around 50% of its arable land for cultivating crops and livestock, with almost half of its overall yield exported globally⁽⁶⁾. India's agriculture output is large and employs a considerable portion of the population. Furthermore, India has an appetite for commodities (especially pulses, grains, horticulture, oilseeds of which India has a shortfall), premium products, and services and technology. India has a demand for agri-services, consulting and technology where Australia has expertise, such as soil health, food waste and water management⁽⁷⁾.

Technology, Innovation & Startups

India has been ranked the top innovation destination in Asia and is the world's third largest destination for imported research and development⁽⁸⁾. Innovation will be crucial to maintaining India's projected economic growth over the next twenty years. Australian expertise in agri-tech, health, water management, energy efficiency, and renewables is highly valued in India's growth plan, and Indian expertise in data analytics, biotech, and mobile applications will prove to be invaluable to Australian innovation as technology advances further into the information age over the next two decades.

Financial Services (Fintech)

Digital finance is expected to add \$950 billion and 21 million jobs in India by 2025^(10a, 10b). India's fintech industry is estimated to be valued at over \$200 billion by 2025^(11a, 11b) and digital payments could surpass \$1 trillion by 2030^(12a, 12b). There is boundless opportunity for Australian businesses to partner with India's financial sector including in the general insurance and infrastructure segments as well as within niche markets that aren't dominated by state ownership.

Telecommunications, the high uptake of mobile phone use, digital payment systems and mutual funds are markets anticipated to escalate.

Real Estate & Infrastructure

To meet demand through to 2040, India will need investments of \$6.3 trillion into infrastructure. Investment by Australian investors, superfunds and banks could be encouraged into India's infrastructure projects. Further partnerships exist for Indian businesses to collaborate with Australian municipal bodies and companies to leverage off of Australia's city planning expertise. Joint ventures could be increased between Indian infrastructure companies and their Australian counterparts ⁽¹³⁾.

Luxury Brands & Tourism

India's burgeoning middle class is experiencing a significant growth spurt, propelling the nation's economy forward and attracting global attention. As of 2023, India's middle class is estimated to encompass around 350 million individuals, making it one of the largest in the world. This demographic is characterized by a rising disposable income, with the average household's income projected to increase by 9%

annually over the next decade.

The expanding middle class has spurred a surge in consumer spending, particularly on luxury goods and tourism. In 2022, luxury market revenues in India reached approximately \$7 billion, with an expected growth rate of 10% annually. Brands like Louis Vuitton, Gucci, and Rolex are increasingly targeting this segment, recognizing their growing purchasing power and appetite for high-end products.

Tourism, both domestic and international, is another area experiencing a boom. In 2023, Indian outbound tourism saw a 20% increase, with middle-class travelers accounting for a significant portion. Popular destinations include Southeast Asia, Europe, and the United States, where Indian tourists are known for their substantial spending on shopping, dining, and experiences.

This economic dynamism underscores India's transition from an emerging market to a formidable economic force, with its middle class at the helm of this transformation, driving demand and influencing global market trends.

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Who We Are

The Australia Indian Chamber of Commerce (AICC) exists as the premium business network launchpad to introduce, service and expand on the symbiotic Australian-India relationship. We provide every member with access keys to How India and How Australia - essentially taking out the guesswork to ensure members are armed with the knowledge and competency to navigate and thrive in a new territory.

AICC is an enterprise-led organisation consisting of high-calibre professionals from Australia and India who are fueled by shared values and mutual commercial interests. Legitimate impact is created when we, as the conduit between the two markets, connect our members to an established and trusted network of like-minded businesses, professionals, industry, and government partners.

By sharing knowledge, insights, connections and bilateral business opportunities, AICC provides a pathway to definitive growth that leads to tangible, measurable commercial outcomes. We enjoy a unique position in the Australian business community through our established relationships with key businesses and industry bodies as well as state and federal governments where an open dialogue promotes two-way trade and countless economic opportunities.



AICC National Office is situated in International Chamber House, 121 Exhibition Street, Melbourne, Victoria.

The AICC Launchpad connecting Australia and India

The AICC is the launchpad for Australian businesses into a New India. We drive and deliver definitive growth between the two nations. The AICC exists as your conduit for networking, collaboration and knowledge sharing. It is a hub of Australian and Indian businesses, as well as a multitude of helpful and specific resources.

The AICC Launchpad is a sector specific network allowing connection with government agencies, incentive programmes, professional services, regulatory bodies, trade advisors, and businesses. The network assists members to develop a market entry strategy providing guidance, specific and appropriate connections and by facilitating communication designed to ensure strong bilateral connections are formed and fostered.

The Launchpad also connects the members of the AICC in one place; it's a digital ecosystem that grows as the organisation does. We help to facilitate discussions when face-to-face meetings are impractical or unfeasible. The AICC Launchpad can provide ongoing and active support to members looking to collaborate and share knowledge.



Membership Benefits

As an AICC Member you will enjoy access to a range of networks and activities that propel you on a pathway to success.

The AICC services every member with the keys to profitable bilateral trade and investments, connects members to government agencies and incentives, facilitates enterprise-led partnerships, mentorships and advisory, and arms members with invaluable knowledge and insights for guaranteed measurable growth.

As an AICC Member you will enjoy access to a range of networks and activities that propel you on a pathway to success. Benefits will vary according to membership level and can include: becoming part of the Australia India knowledge group, opportunities to host events, access to The AICC's speakers and networks, member only events and keynote speaker addresses, member only resources, information and data, inbound and outbound delegation events to promote bilateral trade, networking and access to state and federal government representatives.



Exciting Times Ahead

The AICC enjoys a unique position in the Australian business community through our established relationships with key businesses and industry bodies as well as state and federal governments where an open dialogue promotes two-way trade and countless economic opportunities. The AICC was established as a Chamber of Commerce on 9 April 2020.

Throughout 2023 and 2024 we've arranged delegations and held events across Australia and India, and this plan is only growing.

In short, the AICC provides you with the support and expertise to answer that question, 'How India?'

Follow Us



What Our Founding Members Say About The AICC

“It was a pleasure and delight to be part of the vibrant AICC Community. My journey with AICC so far is very rewarding, enriching, and professionally elevating. It provided me with a great number of networking opportunities that I could never imagine before I joined the AICC team. I strongly recommend joining the AICC team if you wish to make a difference in the Australia-India relation space”

Mohan Yellishetty PhD, MAusIMM CP (Min), Associate Professor, *Resources Engineering*

“State Bank of India is delighted to be a Foundation Member of AICC. We became a founding member, as we understand the importance for a strong business focus and outcome driven chamber to drive bilateral business between Australia and India. We wish AICC every success in its endeavours.”

Pankaj Kumar, Vice President (Credit), *State Bank of India, Sydney Branch*

“MinterEllison is proud to be a founding member of Australia India Chamber of Commerce (AICC). We recognise the importance of Australia’s relationship with India in strengthening the Indo Pacific region and look forward to further developing opportunities between the two countries through our partnership



Founding Patron

The AICC has been established with the support of a wide network of people of influence. The Hon. Ted Baillieu, former Premier of Victoria serves as the Founding Patron of The AICC.

Membership Benefits

Platinum Member \$12,000/year

As a Platinum Member, you will receive all Gold Member benefits and unlimited licences, plus the following:

Access, Events & Connections

- Invitation to exclusive Chairmans Club events.
- Workshop with senior AICC leader to understand your objectives and maximise opportunities and connections.
- Facilitated introductions and meetings with key contacts.
- Priority rights to sponsor events.

Trade Missions & Summits

- Priority access to inbound and outbound trade missions.

Brand Presence in Australia India Trade Space

- Opportunity to apply for leadership of a National Industry Group.
- Your logo on the AICC website.

Gold Member \$4000/year

As a Gold Member, you will receive all Small Business Member benefits with 30 licences, plus the following:

Access, Events & Connections

- Business matching opportunities.
- Opportunity to sponsor AICC events.
- Priority invitations to AICC events.
- Opportunity to host events.

Small Business Silver Member \$1000/year

Market Intel & Updates

- AICC Monthly e-newsletter.
- AICC Quarterly Business Update.
- NIG updates.
- White papers.

Access, Events & Connections

- Business listed in Members Directory.
- Invites to selected NIG events.
- Opportunity to curate relevant events.

Other

- Right to use AICC Member logo on brand communications.
- Member discounts.

Global Member \$1000/year

Enjoy an exclusive 20% discount on AICC Membership and access to AICC activities and events including:

- Member-only virtual events, keynote speaker addresses, and networking opportunities;
- Member-only resources, information and data;
- Access to Australian State and Federal Government representatives;
- Access to industry business leaders in Australia;
- Invitations to inbound and outbound delegation events to promote bilateral trade.

For further information,
please contact us on

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