

Letter of Understanding

BETWEEN

THE PROVINCE OF MANITOBA

AND

THE CONFEDERATION OF INDIAN INDUSTRY, NORTHERN REGION

PREAMBLE:

The Province of Manitoba and the Confederation of Indian Industry (CII), Northern Region share a vision to promote mutually rewarding economic relationships between Manitoba and India in an increasingly competitive and dynamic global economy.

India is Manitoba's largest trading partner in South Asia, with C \$24 million in two-way trade in 2004. Furthermore, Indian exports to Canada have increased five-fold in the past 10 years, and Manitoba has seen a 20 percent increase in year-to-date imports in 2005.

In October 2003, the national governments of Canada and India released their joint plan, "*Partners for the 21st Century: Joint Statement by India and Canada*", that lays out a framework to increase trade and investment between the two nations.

The Province of Manitoba is active in supporting large and small Manitoba companies to expand and succeed internationally and in promoting Manitoba as a dynamic place to do business.

The Province's lead agency in this regard, the Manitoba Trade and Investment Corporation, helps build the Manitoba economy through increased exports as well as attracting and retaining foreign direct investment.

India's premier business agency, the Confederation of Indian Industry (CII), works to create and sustain an environment conducive to the growth of industry in India, partnering industry and government alike through advisory and consultative processes.

CII is a non-government, not-for-profit, industry-led and industry-managed organization, playing a proactive role in India's development process.


OPPORTUNITY:

This Letter of Understanding outlines the intentions of the Province of Manitoba and the Confederation of Indian Industry, Northern Region to establish a formal co-operative relationship between the CII, Northern Region and the Manitoba Trade and Investment Corporation.

The CII, Northern Region and the Government of Manitoba, through the Manitoba Trade and Investment Corporation, will provide technical assistance and advice to Manitoba and/or India firms that wish to expand their trade or investment exposure within India or Manitoba.

This co-operative relationship will include, but will not be limited to, the following:

- sharing best practices and lessons learned on investment and small business development policies and procedures, such as, but not limited to,



international business intelligence, product diversification, market access information and marketing advice to businesses;

- exchanging information on potential opportunities for mutual trade and/or business relationship development;
- co-ordinating joint trade and investment seminars, missions and other events designed to increase trade and tourism and to promote other mutual benefits to the economies of both jurisdictions, in compliance with the existing international relations co-operation frameworks; and
- providing logistical and personnel support to each other's incoming trade and investment missions.

CO-ORDINATION, TIMING AND IMPLEMENTATION:

Designates from Manitoba Trade and Investment and CII, Northern Region will be appointed to oversee the implementation of this arrangement.

This Letter of Understanding does not create any contractual or other legal obligations to perform by the Province of Manitoba or CII, Northern Region; nor will the Province of Manitoba or CII, Northern Region be subject to any legal liability resulting from non-performance of any provisions of this Letter of Understanding.

Amendments to this Letter of Understanding require the written consent of Manitoba and CII, Northern Region. This Letter of Understanding may be terminated upon three months written notice, with the consent of both participants.

This Letter of Understanding will be in effect for a period of one year from the date of signing and may be extended with the approval of both participants.

Dated, in Chandigarh, India, this 13th day of February, 2006.

Original signed by

The Honourable Gary Doer
Premier
Province of Manitoba

original signed by

Mr. Ajay S. Shriram
Chairman
Confederation of Indian Industry, Northern Region

