



# AECCI GLOBAL CONNECT 2025

6th Edition of ANNUAL PUBLICATION



## Bridging Nations-Building Partnerships



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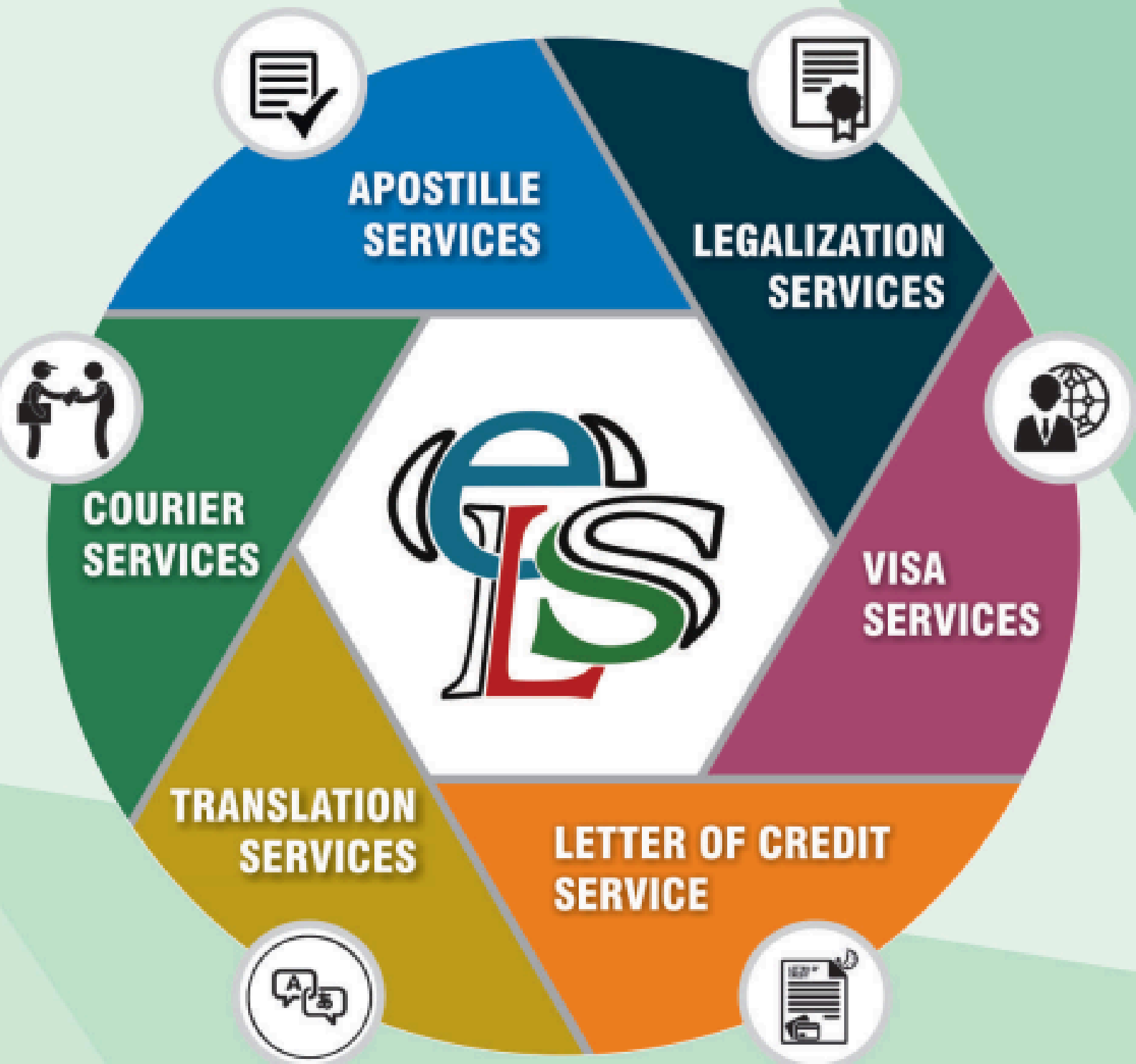


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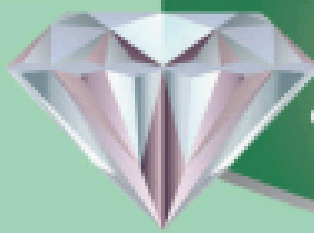


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# Chairman's Message



**Jaheer J. Bukhari**  
**Board-Chairman**  
**Asian Exporters' Chamber of Commerce and Industry (AECCI)**

## About the Hon'ble Chairman Mr. Jaheer J Bukhari

Mr. Zaheer Bukhari is a dynamic young professional with extensive experience in the exports business, consulting, and mentoring. Bringing over 25 years of expertise, he has traveled widely across geographies and established strong connections within the corporate sector.

Under his leadership, AECCI is committed to fulfilling its mission: “to serve exporters and help them create wealth.”

Mr. Zaheer believes in sustainable capacity and talent building, with an objective that goes beyond business—driven by a strong zeal for societal betterment.

# FROM 'THE Board-CHAIRMAN'



**Dear Members,**

AECCI is on a mission to forge global partnerships. Their aim is empower Indian exporters, facilitate cross-border trade initiatives and pave ways for new business collaborations between AECCI & the Government and industry representatives.

AECCI has exciting new initiatives for 2025. Designed enhanced e-platform offering and the International Arbitration Centre, virtual B2B forums will facilitate seamless international collaboration.

We encourage sustainable collaborations between India and 54 of the world's most dynamic markets. Together we chart a path towards sustainable and inclusive economic growth.

We value your trust and look forward to making the AECCI Global Connect 2025 a milestone moment in international trade collaborations.

Warm regards,

A handwritten signature in blue ink, reading 'Akheer Bhatnagar'.

**AECCI- Board Chairman**





## **MESSAGE**

***Dear AECCI Members and Partners,***

***Copenhagen,  
30.10.2025***

It is with immense pride and optimism that I pen this message to you. The dynamic readers of AECCI's publications are the pulse of global commerce. AECCI is a vibrant institution, founded in 2015 by visionary professionals in Navi Mumbai, has evolved into a beacon for exporters, importers, and innovators across Asia and beyond making itself a dynamic network connecting Indian businesses to 25+ global markets empowering exporters, importers, manufacturers, and service providers through voluntary partnerships that drive sustainable trade, economic prosperity, and global competitiveness.

AECCI's unwavering commitment to fostering voluntary partnerships and sustainable trade resonates deeply in today's interconnected world. In an era where India's exports are surging toward a projected 15–20% annual growth, platforms like AECCI Global Connect stand as testaments to our collective resolve. These efforts not only bridge commercial distances but also empower SMEs in sectors like textiles, engineering, and agriproducts to thrive globally.

India is now the world's fourth-largest economy, fuelled by consumption, investment, and reforms like GST. We have a 600-million-strong middle class. India is the voice of the Global South and participates in several important multilateral fora such as BRICS and QUAD. While

India is making partnerships across the world, it is important that our businesses also expand into different markets and seek synergies and capitalise on complementarities existing in those markets. Specifically in the area of green and clean technologies, we may look at the Nordic market; and within the Nordic, the Danish ecosystem offers immense possibilities for cooperation and collaboration. We have Green Strategic Partnership between India and Denmark which offers opportunities for such cooperation. I welcome you to visit Denmark as a delegation and have discussion with relevant stakeholders, policymakers in the area of your expertise and interest.

In this world it is important to remain connected and remain aware. In this context the AECCI's leadership in bringing the businesses together under the theme of "Bringing Nations, Building Partnerships" cannot be emphasised more. I extend my heartfelt congratulations on engaging with the AECCI publications.

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I am happy to learn that AECCI will be publishing the 6<sup>th</sup> edition of their flagship annual magazine called AECCI Global Connect 2025- themed "Bridging Nations. Building Partnerships". It gives me great pleasure to extend my warm greetings and best wishes to you all on this special occasion.

We are, among others, privileged to have focus on India-Algeria relations including a way forward and get associated with AECCI. Through this section, one can get a good sneak-peek into the thriving and promising ties between India and Algeria that are moving ahead with a new energy and new enthusiasm. Our section will help bridge India-Algeria fraternity and evolve a path on nurturing more goodwill.

I commend AECCI for promoting global outlook and better understanding of issues of interest to India.

I wish AECCI every success in their endeavours.



(Dr. Swati V. Kulkarni)  
Ambassador of India to Algeria

### **A brief note on India-Algeria cooperation**

Diplomatic relations between India and Algeria were established in July 1962, the year Algeria gained independence from French colonial rule. Since then, relations between the two countries have been warm and cordial. We have supported the Algerian liberation movement since its inception. One of the primary forces behind the Algerian liberation struggle, the National Liberation Front (FLN), had its office in India in late 1950s and early 60s. After independence, both countries were part of the Non-Aligned Movement and shared developing country solidarity.

#### **Bilateral Visits**

There have been several high level exchanges of visits by the leaders of the two countries. The impetus has been renewed recently. President of India paid historic State visit to Algeria from 13-16 October 2024. During the visit, first India-Algeria Economic Forum was organized to tap the vast potential of economic cooperation. Since then, bilateral engagements between the Chambers of Commerce and Industries and between the traders are being encouraged. The Federation of Indian Chambers of Commerce and Industry (FICCI) and the Algerian Chambers of Commerce and Industry (CACI) are in discussion to revive Joint Business Council (JBC). Immediately thereafter, we saw several high-level engagements that helped in augmenting mutual trust and respect between the two nations.

#### **Bilateral Trade Exchanges**

The trade in 2024-25 was USD 1.71 billion- with Indian exports amounting to USD 947.04 million & imports into India stood at USD 760.06 million. The balance of trade is in India’s favour. Bilateral trade reached a peak of USD 2.9 billion in 2018 and declined drastically to USD 1.5 billion in 2021 due to the impact of Covid-19 and strong import compression strategies of Algeria arising from its forex crisis. The trade rebounded in 2022-23 and reached USD 2.1 billion - exports from India to Algeria were USD 613 million and imports were USD 1.5 billion. The trade in 2023-24 was USD 1.73 billion- with Indian exports amounting to USD 848.16 million & imports into India stood at USD 885.54 million. Major items exported from India to Algeria were rice, pharmaceutical products, polyethylene terephthalate, granite, iron & steel and boneless meat and from Algeria to India were Petroleum oils, LNG, natural calcium phosphates, saturated methanol and urea.

	<b>2018-19</b>	<b>2019-20</b>	<b>2020-21</b>	<b>2021-22</b>	<b>2022-23</b>	<b>2023-24</b>	<b>2024-25</b>
<b>Indian exports (in Million)</b>	<b>1299</b>	<b>968</b>	<b>732</b>	<b>935</b>	<b>613</b>	<b>848.16</b>	<b>947.04</b>
<b>Algerian exports (in Million)</b>	<b>1622</b>	<b>1520</b>	<b>657</b>	<b>625</b>	<b>1500</b>	<b>885.54</b>	<b>760.06</b>
<b>Total (in Billion)</b>	<b>2.92</b>	<b>2.49</b>	<b>1.39</b>	<b>1.56</b>	<b>2.11</b>	<b>1.73</b>	<b>1.71</b>

## Indian Companies in Algeria

Indian companies have also created their space in the Algerian infrastructure development projects. M/s Shapoorji Pallonji International Ltd., M/s Dodsal Engineering and Construction FZE, M/s Larsen & Toubro Limited – Power Transmission & Distribution and M/s Larsen & Toubro Hydrocarbon have executed the EPCs projects successfully in Algeria in the construction, hydrocarbon, energy and railway sectors. M/s Engineers India Limited are currently providing consultancy services to the Algerian hydrocarbon company Sonatrach.

## Indian Investment in Algeria

Indian investments in Algeria amount to about USD 50 million. Such investment is in pharmaceuticals, electricals and agro-economic sectors.

## Investment Opportunities

Algeria is attracting investments in the country. 'Made in Algeria' is being promoted by the government. The Algerian Investment Promotion Agency (AAPI) has listed the areas of potential investments that cover exploration, production and project development in the hydrocarbon sector; mineral extraction and processing, food processing, fertiliser production, veterinary and phyto-sanitary products and packaging of agricultural and agri-food items; irrigation, hydroelectric power production and sustainable water resource management; renewable energy programmes; production of chemicals plastics and other derivatives of natural gas; maritime fishing, Aquaculture, Construction, Repair and Maintenance Activities for Aquaculture Vessels; mechanical, aerospace and naval Industries, electrical, electronic and household appliance industries, chemical industry, materials industry (Construction materials, cellulose, paper of all types, refractory bricks, glass, fiberglass, glass wool, and processed glass), textiles and leather, iron and steel industries, advanced technology industries, wood and furniture industries; tourism;

## information and communication technology.

The economic ties remain stable and flow according to the trends prevailing in both economies, which include import restrictions of Algeria, fall of oil prices and other factors. Still, there are non-tariff barriers which may tend to reduce the quantum of exports from India to Algeria. The prominent amongst these are language barriers, distance, customs challenges, difficulties in money transfers, currency conversion and repatriation dividends.

## Cultural cooperation:

People-to-people connect has also seen a growth due to the Indian cultural events being organized by us in Algeria. Indians are known in Algeria as 'Jaane Tu'. Indian films are so popular that a few Algerians have learnt Hindi through them.



## Way forward

Algeria is appreciative of the Indian products, services and professionalism. It is a potential market for the Indian investment and exports of Indian goods. The participation of both the countries in each other's trade fairs is increasing. 64 Indian companies participated in Maghreb Pharma 2025 in Algeria.

High level engagements have been intensified to create an atmosphere of ease between the two nations. We are working towards reviving the Joint Business Council between Federation of Indian Chambers of Commerce and Industry (FICCI) and Algerian Chamber of Commerce and Industry (CACI). We are also pursuing the Memoranda of Understanding pertaining to and Algeria to provide a formal platform to the bilateral activities. The bilateral relations of India and Algeria are progressing steadily giving a fillip to the confidence to the authorities as well as the traders of both countries.

So, on the whole, the close ties in all domains provide the Indian investors a good opportunity to translate them into enhanced economic linkages. We, in the Embassy, remain seized with stepping up our thriving and promising partnership.

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# AECCI Editorial Note



*Swarn Dhiman (Editor)  
AECCI Global Connect 2025*

Dear Reader,

With a deep sense of purpose, pride, and optimism we present the 6th Edition of AECCI Global Connect,. This annual publication stands as a reflection of AECCI’s unwavering commitment to develop meaningful global trade relationships and empowering Indian businesses to expand confidently across international markets. AECCI Global Connect 2025 captures the spirit of cooperation by bringing together insights, experiences and possibilities from across continents.

The magazine highlights AECCI’s growing global footprint, strengthened through partnerships with international experts, trade consultants and legal experts. These collaborations not only enhance market access for our members but also provide on-ground support, regulatory guidance and dispute resolution frameworks, which are known to be the key enablers for sustainable global expansion.

Each article, insight, and collaboration featured in this edition reinforces our belief that informed decision-making and trusted partnerships are the foundation of successful international trade.

I extend my sincere appreciation to our leadership, global partners, contributors and members for their continued trust and support.

As you explore the magazine, we hope it encourages you to leverage AECCI’s global platform to unlock new possibilities and achieve sustained growth in the dynamic world of international commerce.

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The Asian Exporters' Chamber of Commerce & Industry (AECCI) continues to strengthen its global footprint through impactful international collaborations that enhance the capabilities and competitiveness of Indian exporters.



*Over the past year, AECCI has expanded its network of international partners, deepened engagement with overseas expert institutions and created new avenues for trade, compliance support and market access.*

AECCI's collaborations are not just formal agreements, rather they are active partnerships that help Indian businesses understand the complexities of global markets. Whether it's legal guidance for a deal in the UAE or compliance support for an export shipment to Africa, our international partners make global trade smoother and more accessible.

These partnerships help, connecting members to experts in international law, commercial consulting, cross-border trade facilitation and export-import advisory and provide critical support for Indian enterprises seeking to enter or grow in global markets.

Through this initiative- AECCI is working closely with various global legal and consultancy firms in the UAE, West Africa, Europe and US to offer members structured.

## Through its collaborative network, AECCI provides:

- Access to specialized global legal and trade expertise
- Guidance on cross-border compliance and documentation
- Thorough market research and compliance understanding.
- Insights into export-import regulations across multiple jurisdictions
- Connectivity with global buyers, suppliers, and trade bodies
- Opportunities to participate in international trade fairs

***"Engaging with more than 50 trade and legal experts across 50 countries represents a milestone in AECCI's journey. This global collaboration will unlock new avenues for trade, empower our business community, and set the stage for stronger international partnerships and opportunities for growth in the coming years."***



## ***Looking Ahead-***

As AECCI expands its global alliances, AECCI remains committed to expanding its global alliances, creating more value-driven partnerships, and offering comprehensive support to businesses navigating international trade. With a vision of building a connected, empowered, and globally competitive exporter community, AECCI continues to lead as a trusted facilitator of cross-border commerce.

AECCI is a prominent trade body, established in 2015 as a Chamber of Commerce & Industry and recognized by the Ministry of Commerce & Industry, Government of India (MOC&I).

AECCI's mission is to lead trade development, ensure economic prosperity through a pro-business climate, represent the unified voice of the trade community, and reduce business gaps through strong global networks.

Its vision is a voluntary partnership of businesses and professionals working together to build a healthy and prosperous economy, while ensuring an enriching business experience for the community.

AECCI emphasises core values like ethics, commitment and safe trade practices, while providing tools, resources and solutions to address every possible friction in business.

## ***AECCI's Key Milestones***



**Asian Exporters'**  
Chamber of Commerce  
A n d I n d u s t r y

### **June 2015 – Establishment of AECCI**

AECCI was founded with the founding objective to support industry, trade and services; and to contribute to overall economic growth.

From day one, the idea was to create an independent, credible institution that could represent exporters and MSMEs, and help them improve in both- domestic and international business environments.

AECCI established multiple Wings to provide expert advice to the trade community, like- Export Wing, Legal Wing, HR Support Wing, Business Advice Wing, Professional Wing, Women Wing, Event & Seminar Wing. These Wings enable AECCI to cater to different needs – from export facilitation and legal support to HR solutions, business advice, professional networking and mentorship, offering a comprehensive support system.



## ***Official Recognition by MOC&I (Jan 2018)***

***AECCI got recognised by the Government of India (Ministry of Commerce & Industry). This recognition validates AECCI's authority to certify the origin of good being exported from India and certify other documents required by the exporters.***

### ***Launch of Trade Assistance Centres (TAC)***

In 2019, AECCI established its first two Trade Assistance Centres (TACs) in the Andheri and Fort areas of Mumbai. By 2023, the Chamber had expanded its centres to Hyderabad and Ahmedabad. These TACs were created to provide documentation and consultancy services to members located in more distant regions, making AECCI's support easily accessible.

### ***Launch of AECCI's E-Platform:***

In response to the challenges faced by the community during the COVID-19 pandemic, AECCI launched its E-Platform with the aim of providing digital attestation, certification, and online consultation.

Today, the E-Platform serves as a one-stop solution for all of AECCI's benefits and services. Membership management, consultations, VISA recommendations, and global meetings – all are now facilitated seamlessly through this platform.

This digital transformation reflects AECCI's commitment to ease of doing business, accessibility and the modernising of export-service infrastructure.

To resolve commercial disputes for traders in India and abroad, AECCI established the International Arbitration Center, known as AECCI-IAC. The center provides alternative dispute resolution (ADR) through arbitration or mediation, offering a faster and more efficient option compared to traditional litigation. The process is designed to be fair, impartial, efficient, confidential, and aligned with international best practices.

AECCI encourages its members to include the “AECCI-IAC Model Clause” in their export/import contracts, so that any disputes can be referred to the AECCI Arbitration Center under agreed terms, ensuring an amicable and fast solution.

AECCI-IAC comprises 20 arbitration experts, including retired judges of the Supreme Court and High Courts of India, senior advocates and other distinguished professionals from the legal and trade fraternity.

## ***Launch of the Virtual B2B Forum & 50+ International Collaboration***

With the launch of AECCI’s “Virtual B2B Forum”, i.e. a digital networking and business matching platform, AECCI has made its e-services accessible to the entire trade community. Through this initiative,

AECCI has become the first chamber to establish a global presence in over 50 countries, by signing cooperation agreements with trade and legal experts worldwide.

AECCI’s B2B Platform- provides businesses with the opportunity to book their appointments online, engage in one-to-one discussions with global experts, share business requirements, explore new markets and participate in international trade meetings , and this is how the AECCI is supporting its members expanding the global footprint.

AECCI's cross-border collaborations have become a key feature of its offerings, enabling knowledge-sharing through AMA sessions, webinars and interactive one-to-one sessions with international experts. Today, the Virtual B2B Forum stands out as a reliable and easily accessible platform, empowering exporters to expand their business globally.

## *The Significance of the Journey*

Over the past decade, AECCI has evolved from a newly established chamber into a well-established, purpose-driven institution, providing both digital and physical services to businesses in India and abroad. The Chamber offers a comprehensive range of services – from initial guidance for startups, support for the growth of existing units, and international trade advice, to B2B meetings and amicable dispute resolution. Through its legal guidance and support, AECCI helps exporters mitigate risks associated with international trade.



With this exceptional array of services, AECCI continues to remain relevant and accessible to exporters across geographies, catering to businesses ranging from small exporters to large corporates.

Partnerships are built through people. Behind every successful initiative, every joint activity, every business connection, there is a human effort someone following up, coordinating, communicating and staying connected. For AECCI, that has been my responsibility, and it has been one of the most fulfilling experiences of my journey.

As part of the AECCI international collaborations, since 2023 I have had the privilege of working closely with esteemed law firms, trade consultancy companies, businesses, export bodies from more than 50+ countries. These relationships were not built overnight.

They were the result various mails, follow-ups, and endless communication. What often begins as a formal email grows into a meaningful collaboration.

In 2024, AECCI strengthened its global network across Europe, Middle East, Africa, Latin America, and Southeast Asia. I was fortunate to be part of this process scheduling meetings, aligning time zones, sharing information, drafting responses and ensuring every partner felt supported and connected. Many of these law firms and trade consultants are now active collaborators, assisting our members with compliance, market access, documentation and dispute resolution across borders.

One initiative that stands out for me is our Virtual B2B Connect e-platform. Delegates and experts from different countries participated to explore trade opportunities, investment, and dispute resolution mechanisms.



***Adv. Rohini P K***  
***AECCI-Legal***  
***Wing***

My role involved ensuring coordination, schedules meetings, updates and follow-ups. That the platform added real value and helped build lasting business connections.

International collaboration is not just about signing the cooperation agreements or exchanging brochures. It is about understanding their expectations and some partners prefer detailed mails, others respond faster on WhatsApp. Some expect formal presentations; others want friendly conversation. Learning this rhythm has helped me build genuine connections.

Today, AECCI proudly collaborates with trade consultants and legal experts across 50+ countries. These alliances support our members in market expansion, investments in foreign countries, dispute management and international trade regulations.

As an advocate, moving from our domestic legal procedures under CPC and CrPC to now interacting with international law experts and consultants, AECCI has opened new exposure to cross-border dispute mechanisms and international law, which go far beyond a traditional litigation.

As we prepare for AECCI Global Connect 2025 – “Bridging Nations. Building Partnerships.” I feel proud to contribute. This edition will showcase how business is not only driven by products and markets, but also by trust and collaboration. I am grateful to play a small role in that journey.

Looking ahead, I am excited for more introductions, more cooperation and more bridges between nations.



**Adv. Rohini P K**



## AECCI – INTERNATIONAL ARBITRATION CENTRE (AECCI-IAC)

(Run by Asian Exporters' Chamber of Commerce & Industry (AECCI), Navi Mumbai – a Ministry of Commerce & Industry, GOI recognised Chamber)

Inviting **law professionals, arbitration practitioners, and law students** to join our **Friday Webinar Series – Arbitration**, a curated set of **digital learning sessions** focusing on contemporary arbitration practice.

The **Friday Webinar Series – Arbitration** aims to provide practical exposure, professional insights, and interactive discussions for both experienced practitioners and young legal aspirants.

### Indicative Topics

- ✓ Drafting Effective Arbitration Clauses
- ✓ Arbitration in International Trade Contracts
- ✓ Digital Hearings in Arbitration
- ✓ Evidence and Disclosure in Arbitration
- ✓ Enforcement of Domestic and Foreign Awards

## KEY HIGHLIGHTS

- ✓ Part of the **AECCI-IAC Friday Webinar Series – Arbitration**
- ✓ Practical and practice-oriented approach
- ✓ Interaction with experienced arbitration professionals
- ✓ **Online / Digital format**
- ✓ **Certificate of Participation** issued by AECCI-IAC

### These webinars are ideal for:

- ✓ Advocates, arbitrators, in-house counsels, and professionals
- ✓ Law students and young professionals exploring arbitration and ADR
- ✓ For Further details regarding **Friday-wise schedule**, please contact at **8433720996**
- ✓ To know more about AECCI-IAC, please visit:  
<https://www.aecci.org.in/aecci-arbitrationcenter>

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### Our Speakers



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CHWRE



MR. PIOTR  
NOWACZYK



Established in 1998, **Ameria CJSC** is one of Armenia's leading multidisciplinary advisory firms, providing comprehensive and individually tailored management consulting, legal, tax, financial, and research services to both public institutions and private sector clients. For more than two decades, Ameria has played a pivotal role in shaping Armenia's economic, social,

and institutional development. Its multidisciplinary team combines deep sectoral expertise with international best practices, delivering strategic advisory, public policy design, financial consulting, and analytical research across key sectors – including but not limited to infrastructure, high-tech, energy, hospitality, employment, social protection, trade, and governance.

Ameria operates through its specialized divisions, enabling the firm to deliver integrated solutions that respond effectively to the complex and evolving needs of clients. Its proven track record includes supporting major public sector reforms and institutional modernization programs in fields such as public administration, civil service, judiciary, environmental governance, public finance management, social protection, and labour market systems, while assisting private clients in corporate strategy, organizational transformation, business process reengineering, and performance evaluation system design.

Ameria also maintains a strong in-house research capability, conducting both customized studies tailored to client needs and unsolicited analytical publications on Armenia's economy, key sectors, and development challenges, distributed through a subscription-based platform. These studies have become valuable resources for government stakeholders, development partners, and investors seeking data-driven insights into Armenia's policy and market environment.

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***Dr. Tigran Jrbashyan, Partner, Ameria  
Management Advisory***

Ameria has been an active participant in international development cooperation, having served as a member of EU Framework Contracts for Beneficiaries 2013 (Lot 7 – Governance and Home Affairs) and FWC SIEA 2018 (Lot 2 – Infrastructure, Sustainable Growth and Jobs), implementing assignments in Armenia and abroad across sectors such as transport, sustainable energy, digital transformation, private sector development, employment, and trade. The firm is also a member of the International Consulting Alliance (ICA) – a global network of development advisory and research organizations – enabling Ameria to mobilize cross-border expertise and deliver international-standard consulting solutions.

In addition to its advisory work, Ameria serves as the national team for the implementation of the National Transfer Accounts (NTA) project in cooperation with UNFPA and is currently developing the National Time Transfer Accounts (NTTA) framework, integrating unpaid care work into Armenia's economic analysis – an important step for advancing gender equality and recognition of the care economy. Ameria is also the exclusive national partner of the Global Entrepreneurship Monitor (GEM) in Armenia, having published GEM Armenia National Reports in 2020 and 2025, contributing to global entrepreneurship research and policymaking.

Through its blend of local insight, international standards, and proven institutional credibility, Ameria continues to deliver results-oriented, sustainable, and innovative solutions that advance Armenia's development agenda and foster impactful reforms and investments across the country.



*Your views on collaboration with  
AECCI and the benefits it brings to the business  
community*

Ameria values its partnership with the AECCI as a strategic platform for fostering trade, investment, and knowledge exchange between Armenia, India, and other Asian markets. This collaboration embodies the shared commitment to the theme "Bridging Nations. Building Partnerships.", by facilitating access to market intelligence, enabling linkages among exporters, investors, and service providers, and promoting bilateral and regional trade in a transparent and sustainable manner.

Through joint dialogues, expert consultations, and trade-oriented initiatives, Ameria and AECCI actively promote business connectivity, innovation-led development, and mutual learning. The partnership is guided by a shared vision to enhance bilateral and regional trade and investment flows, empower entrepreneurs, and cultivate inclusive commercial relationships grounded in fairness and shared prosperity.

For Ameria, working with AECCI strengthens Armenia's role as a gateway to Eurasia, opening access to vibrant Indian and Asian business networks. For Indian enterprises, the partnership offers trusted advisory support and market entry expertise into Armenia and its neighbouring economies.

Together, Ameria and AECCI exemplify a forward-looking alliance—uniting knowledge, opportunity, and trust to build stronger economic bridges across regions.

*Key focus areas of service or expertise your organization offers that could benefit Indian businesses and exporters*

- **Investment and Trade Facilitation** – Support for market entry, investment planning, due diligence, trade structuring, incentive analysis, and sectoral investment assessments in Armenia and the wider Eurasian region.
- **Public-Private Partnership (PPP) and Infrastructure Advisory** – Feasibility studies, project structuring, financial modelling, and institutional design, including advisory support for the establishment of industrial zones, technoparks, and innovation clusters.
- **Corporate and Investment Advisory** – Development of business and investment plans, project appraisals, and financial feasibility assessments, helping corporate clients identify viable opportunities, evaluate risks, and implement strategic investments aligned with Armenia's and the Eurasian Economic Union's (EAEU) regulatory and market frameworks.
- **Legal and Tax Consulting** – Comprehensive regulatory, corporate, and fiscal advisory services for foreign investors entering Armenia and the EAEU markets.
- **Research and Analytics** – In-depth sectoral, market, and policy studies, benchmarking, and competitive analysis to inform strategic decision-making for governments, investors, and private enterprises.
- **Innovation and Entrepreneurship Development** – Fostering collaboration between Indian technology and startup ecosystems and Armenia's expanding high-tech, software, engineering, and export-oriented manufacturing sectors.



*Any additional insights or useful information for  
the Indian business community  
interested in exploring opportunities in your region*

Armenia is strategically located at the crossroads of Europe and Asia, serving as both a bridge and a partner in the region's expanding economic networks.

As a member of the EAEU, Armenia provides access to a market of more than 180 million consumers through harmonized technical regulations and duty-free trade among member states. At the same time, the country is deepening its economic integration with European Union, benefitting from its Comprehensive and Enhanced Partnership Agreement (CEPA) with EU and a growing portfolio of free-trade arrangements signed by EAEU with international partners.

This unique positioning makes Armenia a strategically advantageous gateway connecting the EAEU, EU, and wider Eurasian region.

With an educated workforce, a liberal investment climate, and dynamic ICT and high-tech sectors, Armenia is steadily enhancing its competitiveness and aligning its standards with European market requirements.

The country's geographic proximity to both EAEU and EU markets, coupled with its national focus on green and digital transitions, opens new investment horizons in high technology, renewable energy, hospitality, agro-processing, healthcare, education, and advanced manufacturing.

As one of Armenia's leading advisory firms, Ameria stands ready to assist Indian exporters, investors, and partners in navigating Armenia's evolving market landscape and establishing sustainable, long-term collaborations built on mutual growth, innovation, and shared values.

***Approaching its third decade of excellence, Ameria remains dedicated to connecting local insight with global expertise, fostering trust-based partnerships, and translating data into development.***



A recognized thought leader in Armenia's modernization process, Ameria spearheads initiatives in high-tech policy, circular economy, migration and diaspora engagement, employment, and sustainable infrastructure. The firm's philosophy reflects the belief that effective advisory services extend beyond technical competence—they require vision, integrity, and a commitment to human-centered progress.

Through its collaboration with the AECCI and other international partners, Ameria continues to build bridges of opportunity between Armenia, India, Europe, and the global business community, advancing a shared vision of inclusive, sustainable, and interconnected growth



***EVL&T GmbH,  
(Austria)***

## ***About EVL&T***

EVL&T is an international import-export and trade facilitation company based in Vienna, Austria – at the very heart of the European Union. From here, we connect Europe with Asia and the Middle East through reliable sourcing, trade support, logistics coordination, and market entry services.

### ***Our View on the Collaboration with AECCI***

*We see the Indian market as one of the most important and fastest-growing global trade partners. India plays a key role in our long-term strategy, and this partnership with AECCI is a major step toward strengthening that connection.*

*Through AECCI's strong network in India and EVL&T's presence in the center of Europe, we believe we can act as a powerful bridge between Indian exporters and European buyers.*

**Mit freundlichen Grüßen**  
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**+43 1 5320 180 220**  
**EVL&T GmbH - LuMa**  
**Sterngasse 3/2/6,**  
**1010 Vienna,**  
**Austria**



## ***How We Can Support Indian Businesses & Exporters***

- Direct access to EU markets through our Vienna-based operations
- Support with buyers, distributors, and reliable trade partners in Europe.
- Logistics coordination, documentation guidance, and trade compliance support
- Market entry assistance and long-term partnership development

***Our goal is to-***

***Help Indian exporters grow sustainably in Europe,  
by making cross-border trade simpler, safer, and more efficient.***

## ***PARRISWHITTAKER*** ***Bahamas***



**WHITTAKER**

### ***PARRISWHITTAKER & AECCI***

The collaboration between PARRISWHITTAKER and AECCI is poised to revolutionize the landscape for our esteemed members, offering a myriad of advantages. AECCI and the Bahamian partner unite forces to create a powerhouse of resources, knowledge, and opportunities for our members. Seize the advantages of this strategic collaboration and propel your international trade ventures to new heights. Welcome to a world of limitless possibilities!

### ***Key Areas of Collaboration***

***Regional Support:*** AECCI and the Bahamian law firm will act as designated resources for traders facing business challenges in their respective regions.

***Industry Focus:*** Collaboration extends support to industries such as Agriculture, Pharmaceutical, and Chemical sectors, which prominently operate in the Bahamas. The law firm promptly assists companies requiring support or guidance in operational and functional endeavors.

***Trademark and Patent Protection:*** Activities related to trademark and patent protection, brand registration, and licensing will be carried out in compliance with regulations and best practices in each region.

***Joint Initiatives:*** Jointly determined cooperative initiatives, including webinars and workshops, will be executed to foster the interests of members in both countries.

***Legal Support:*** Provision of legal support within each respective country ensures that members receive expert advice and assistance in legal matters.

***Information Sharing:*** Both parties commit to sharing trade law-related information to keep members informed and updated on relevant legal developments.

**ParrisWhittaker**

**Phone: +1.242.352.6112**

**Email: [info@parriswhittaker.com](mailto:info@parriswhittaker.com)**

**<https://parriswhittaker.com/>**

**ADVOKATI CVIJANOVIĆ**  
**Bosnia & Herzegovina**



Law offices "Cvijanović" are one of the largest law firms in the Republika Srpska, one of the two entities in Bosnia and Herzegovina. The law firm was founded in 1966 and has evolved to provide legal services to domestic and foreign clients in almost all legal areas. The firm represents a combination of experience and youth, knowledge gained over the years and energy brought by new generations.

**Our cooperation with AECCI-** has numerous benefits, because we are recognized by our domestic clients as a law firm that can provide a commercial link between East and West. The Bosnia and Herzegovina market has a strong need for international investors and foreign labor from Asia, which is especially evident in the field of construction.

Our many years of experience and over 20,000 clients, the largest of which is the Bosnian-Herzegovinian telecom operator and all related legal entities, numerous public enterprises, banks and many other companies, guarantee exceptional opportunities for Indian companies to achieve fruitful cooperation in the fields of construction, telecommunications, energy, finance and more.

***We are open to mediate and support all kinds of investments by Indian companies in Bosnia and Herzegovina, which has a very mild fiscal and tax policy, with an income tax rate of 10%. Which is very attractive for foreign investors.***

Our law firm is capable and responsible to connect foreign investors with the needs of the domestic market, to provide support to investors, but also to protect the invested capital. We are open to cooperation and guarantee dedication to the work and a high level of success in providing legal services."

**ADVOKATI CVIJANOVIĆ**  
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**Web : [www.advokaticvijanovic.com](http://www.advokaticvijanovic.com)**



**(ABDO-Brazil)**

## **About ABDO**

Founded in 1990, ABDO Advogados is a Brazilian law firm with a multidisciplinary team and offices in Southern Brazil, acting nationwide and internationally. We combine technical excellence with pragmatic execution to structure businesses, preventing risks and resolving complex disputes.

### ***Collaboration with AECCI makes a difference***

***ABDO and AECCI share the same goal: to shorten the distance between markets and make cross-border business safer and faster. For Indian companies and exporters, this collaboration means an experienced legal partner able to translate not only the law, but also the cultural and regulatory nuances that often decide outcomes. Every case is unique; the right first conversation can save months.***



**Dr. Jamil Abdo**  
**Founding Partner:**  
**ABDO Advogados**  
**OAB/RS 22.830**  
**abdo@abdo.com.br**  
**en.abdo.com.br**



### ***How we can help Indian businesses***

- Corporate and commercial: entity setup, JV and distribution frameworks, shareholders' agreements, agency and franchise, contract review and negotiation.
- Tax and customs: indirect taxes, special regimes and incentives, import structures, dispute prevention and litigation.
- Labor and immigration: hiring models, compliance, visas and work authorizations.
- IP and technology: trademarks, patents and enforcement in Brazil.
- Dispute resolution: negotiation, mediation, arbitration and court litigation, including cross-border credit recovery.

### ***Practical insights for entering Brazil***

1. Time and sequencing matter: align corporate, tax and regulatory steps before signing commercial terms; this avoids rework and costs.
2. Contracts should reflect local enforceability: governing law, jurisdiction, currency and performance guarantees need Brazil-specific calibration.
3. Compliance is market access: anti-corruption, data protection (Brazilian General Data Protection Law) and sector rules are not only legal issues, but commercial enablers for B2B.
4. Labor differs by practice: choose the right hiring model early (employment x service provision) to prevent hidden liabilities.
5. Tax is strategic: map import duties, ICMS, IPI, PIS/COFINS and available incentives before pricing; often the structure pays for itself.

***INVITATION- Our role is to reduce uncertainty and accelerate decisions. If you are assessing opportunities in Brazil—or expanding ongoing operations — our team will be pleased to discuss the most effective path forward.***



## ***Canada's Leading Advisors in Anti-Dumping, Countervailing, and SIMA Compliance for Indian Exporters***

Based in Ottawa, Canada and led by Richard Chung, CPA, former senior CBSA investigator with 23+ years' experience, RC International Trade Consultants (RCITC) has emerged as Canada's leading consulting company focused on Anti-dumping, Countervailing, and Special Import Measures Act (SIMA) matters.

With 100+ years of combined expertise as a Canadian international trade consulting company, our team supports Indian exporters challenged by Canadian trade investigations, having worked across Asia (including India), Europe, and South America.

### ***Why Canada Matters for Indian Exporters***

With the United States increasingly imposing broad Section 232 and 301 tariffs, many Indian exporters are reassessing their North American strategy. Canada has emerged as a more



attractive, stable, and rules-based market, offering exporters fairer access and long-term stability and certainty, providing the Exporters obtain exporter-specific normal values.

RCITC assists Indian exporters through every stage of Canadian trade investigations.

**Richard Chung, CPA – President & CEO**  
**RC International Trade Consultants (RCITC),**  
**Ottawa, Canada**  
 [www.rc-itc.com](http://www.rc-itc.com)  
 [rc.itc@rogers.com](mailto:rc.itc@rogers.com)  
**Tel: +1 (613) 866-6150**



## ***RCITC Services for Indian Exporters***

- RCITC will provide comprehensive support to guide Indian Exporters through the Canadian Trade Investigation procedures. Our services ensure full compliance with the Canada Border Services Agency (CBSA) requirements and protect the Exporters' commercial and legal interests.
- RCITC will deliver expert legal and regulatory guidance on all SIMA-related obligations and assist the Exporters in preparing complete, accurate, and compliant responses to CBSA Exporter's Request for Information (RFI), including confidential and non-confidential versions.
- If required, RCITC will participate in the CBSA on-site verification visit to address any procedural or substantive issues raised. RCITC will also monitor the CBSA Administrative Record, identify adverse third-party submissions, and recommend appropriate action.
- RCITC will prepare all factual submissions, Case Briefs, and Rebuttal Arguments, and will represent the Indian Exporters in all communications with the CBSA. Throughout the proceeding, RCITC will provide timely updates on deadlines, developments, and strategic considerations.

## ***Why RCITC?***

- ✓ Led by former CBSA investigators.
- ✓ Expertise in financial and cost accounting, and export systems.
- ✓ Affordable representation.
- ✓ Successful track record across industries.
- ✓ Coordinated local and global support.



## ***Bridging India and Central-Eastern Europe: Your Strategic Gateway to EU Markets.***

***By Pavel Marek, CEO, SELMA International Trade & Consulting Company***

### ***Opening the Gateway Between Two Dynamic Regions***

In today's interconnected economy, success in international trade depends on understanding cultural nuances, regulatory landscapes, and business practices that define each market. Based in the Czech Republic, SELMA International Trade & Consulting Company serves as a strategic bridge connecting Indian businesses with Central and Eastern Europe (CEE)—one of the European Union's most dynamic economic regions.

Our mission is clear: to transform geographic distance into competitive advantages for businesses on both sides, facilitating sustainable partnerships between India and the CEE region encompassing the Czech Republic, Slovakia, Poland, Hungary, Romania, Bulgaria, and the Baltic states.

### ***Why Central-Eastern Europe Matters for Indian Business***

The CEE region offers Indian exporters a compelling proposition: European Union membership with access to 450 million consumers, harmonized regulations, and legal certainty—combined with competitive operational costs, highly skilled workforce, and strategic geographic positioning.

CEE has emerged as Europe's manufacturing powerhouse, particularly in automotive, machinery, electronics, and advanced manufacturing. The region's sophisticated supply chains demand high-quality components

**Pavel Marek**  
**CEO and founder**  
**SELMA s.r.o.**  
**SELMA International Trade & Consulting**  
**Company,**  
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**www.selma.cz**



and materials—areas where Indian industry excels. Additionally, rapid digital transformation creates growing demand for IT services and technology solutions, aligning perfectly with India's renowned capabilities in information technology.

### ***Key Sector Opportunities:***

- **Automotive & Machinery:** Tier-1 and Tier-2 supplier opportunities in Europe's second-largest automotive cluster
- **Pharmaceuticals:** Growing demand for APIs and generic medications under EU GMP standards
- **Information Technology:** Software development, IT services, and digital transformation projects
- **Engineering Services:** Technical collaboration, R&D partnerships, and precision manufacturing
- **Textiles & Sustainable Materials:** Quality sourcing aligned with EU sustainability requirements.

### ***Our AECCI Partnership: Building Trust Across Continents***

Our recognition as a Collaborative Partner with the Asian Exporters' Chamber of Commerce and Industry represents a shared commitment to fostering meaningful international trade relationships. This partnership provides Indian businesses with a trusted gateway to European markets, significantly reducing the barriers of navigating EU regulations, understanding cultural business practices, and identifying reliable partners.

***Through AECCI's network, we facilitate knowledge exchange and stay informed about the evolving needs of Indian industry, enabling us to better match CEE opportunities with Indian capabilities.***

## ***COMPREHENSIVE SERVICES FOR MARKET ENTRY SUCCESS***

***SELMA offers end-to-end support for Indian businesses at every stage of their European journey:***

- Detailed market analysis and competitive intelligence
- B2B matchmaking with vetted partners
- Export-import compliance guidance
- EU standards certification support (CE marking, ISO)
- Cultural bridging and business protocol training
- Sector-specific expertise across key industries
- Language support (Czech, English, and access to other CEE languages)

***Understanding business etiquette can make or break international deals. We provide cultural intelligence to ensure smooth communication and mutual understanding.***

### ***THE PATH FORWARD***

The next decade presents unprecedented opportunities for India-CEE trade. European companies are actively diversifying supply chains, creating openings for Indian manufacturers. Digital transformation demands Indian IT expertise. Enhanced logistics infrastructure is reducing shipping times and costs between our regions.

At SELMA International Trade & Consulting Company, successful international business is built on expertise, trust, and commitment. Our role as an AECCI Collaborative Partner positions us to serve as your reliable guide for CEE market entry and expansion.

***The bridge between India and Central-Eastern Europe is open. We invite you to cross it with us.***

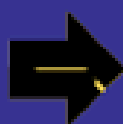


## Introducing Econ's EXIM Gateway

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603 0 | 6th floor | Hilton Center | Plot no.66 | Sector No.11 | CBD Belapur | Navi Mumbai-400614 | Maharashtra-India

## *Zhong Lun Law Firm China*



### *Purpose of Collaboration*

Zhong Lun Law Firm is widely recognized for its proficiency in managing high-stakes transactions throughout China. The firm is committed to providing top-tier, commercially driven legal advice. Operating out of Beijing, Zhong Lun has solidified its standing as one of China's leading corporate and commercial law firms, thanks to a steadfast dedication to personalized client care and the delivery of insightful, commercially sound legal guidance.

### *The strategic alliance between AECCI and Zhong Lun Law Firm*

will serve as a dependable partnership in tackling regional trade challenges by offering tailored legal solutions that address specific local concerns. Focusing on key industries such as Pharmaceuticals & Healthcare, Education, and Construction, this partnership is poised to bolster businesses operating across China and India.

### *Areas of Cooperation*

***The collaboration spans a wide array of joint initiatives, including:***

- Engaging in mutual trade discussions to address shared challenges
- Crafting frameworks for effective dispute resolution
- Offering expert legal advice on regulatory compliance and policy matters
- Hosting a comprehensive series of online seminars, webinars, training sessions, trade exhibitions, and business forums

This partnership marks a crucial step in strengthening global legal connections, fostering productive relationships, and advancing shared objectives between AECCI and Zhong Lun Law Firm.

### **Zhong Lun Law Firm**

**Address: 22-24/F & 27-31/F, South Tower of CP Center, 20 Jin He East Avenue, Chaoyang District, Beijing 100020, China**

**Telephone: +86 10 5957 2288; Fax: +86 10 6568 1022/1838**

**<https://en.zhonglun.com/>**

## ***QINGDAO DAYING LEGAL SERVICES CO. LTD*** ***China***

### ***Purpose of Collaboration***

The partnership between QINGDAO DAYING LEGAL SERVICES CO. LTD and AECCI aims to provide active, collaborative, and mutually beneficial support to both parties. Additionally, the collaboration will focus on supporting traders facing business challenges within their respective regions.

The cooperative efforts between both the organisations will focus on various significant domains, including trade consultation, resolving trade disputes, sharing trade law-related information, and facilitating arbitration resolution between involved parties.

Furthermore, both parties will jointly execute cooperative initiatives such as webinars, workshops, trade fairs, delegation exchanges, and business meetings to foster the interests of their members in both countries.

### ***Conclusion***

We believe that this partnership will significantly enhance the support and services available to our members and clients, further strengthening trade ties between India and China.

Together, AECCI and the Qingdao Daying Legal Services Ltd. are committed to providing high-quality assistance and innovative solutions to meet the evolving needs of our members and clients.

**Qingdao Daying Legal Services Co. Ltd.,  
Office at No. 76, Hong Kong Middle Road, Shinan District, Qingdao  
City, Shandong Province, Room 1002-1003, Crowne Plaza Yizhong,  
China.**

## ***INDIA'S EMERGING EXPORT CORRIDORS***

**Authored by- Adv. B. Inbavijayan.**

**Mr. I. Pranav, Ms. S. Heishya**



India has emerged as one of the robust and fastest-growing economies globally through resilience and adaptability. Over the past decades, it has positioned itself within the international economic order by capitalizing on demographic dividends, thereby fostering entrepreneurial dynamism and technological advancement. The nation's structural transformation from an agrarian base to an industrial and service-oriented economy underscores sustained growth across multiple strategic sectors.

India's export trajectory is underscored by its strategic objective of attaining a trade volume of US\$ 2 trillion by 2030. Empirical data reveal that exports reached a historic peak in FY23 and sustained momentum through FY24, driven by robust services growth and diversification of markets. The Union Budget 2025 reflects a paradigmatic policy shift, designating exports as the fourth engine of national growth in pursuit of the 2030 target. Achieving this ambition necessitates comprehensive reforms in trade finance, cross-border factoring, and institutional capacity-building, particularly to strengthen MSMEs and enhance India's global competitiveness.

The pursuit of the 2030 objective necessitated a revision of India's Model Bilateral Investment Treaty (BIT), with the intent of rendering it more conducive to investor interests. This recalibration seeks to align India's investment treaty framework with prevailing global economic realities, while simultaneously ensuring a balance between investor protection, the preservation of sovereign regulatory autonomy, and the establishment of effective dispute resolution mechanisms.

For international trade to operate effectively, it must be underpinned by a robust and well-coordinated transportation infrastructure. The PM Gati Shakti National Master Plan is a landmark initiative aimed at transforming India's infrastructure by integrating roads, railways, waterways and airways into a unified digital platform with the help of GIS-based mapping and inter-ministerial coordination. The plan strengthens supply chains under the vision of Atmanirbhar Bharat, while boosting competitiveness in global trade.

International trade requires a strategic approach of developing innovative diplomatic channels and arrangements for smooth functioning of trade. This has encouraged development of new trade corridors. India's Think West policy has positioned the Gulf as a pivotal partner in trade and connectivity, with bilateral trade reaching US\$ 84.4 billion with the UAE and US\$ 52.7 billion with Saudi Arabia, contributing to a total India-GCC trade of US\$ 162 billion in 2023-24. While hydrocarbons remain central, cooperation now extends to technology, infrastructure, renewable energy, and food security, strengthened by the Comprehensive Economic Partnership Agreement (CEPA) with the UAE in 2022 and ongoing negotiations for a wider India-GCC Free Trade Agreement.

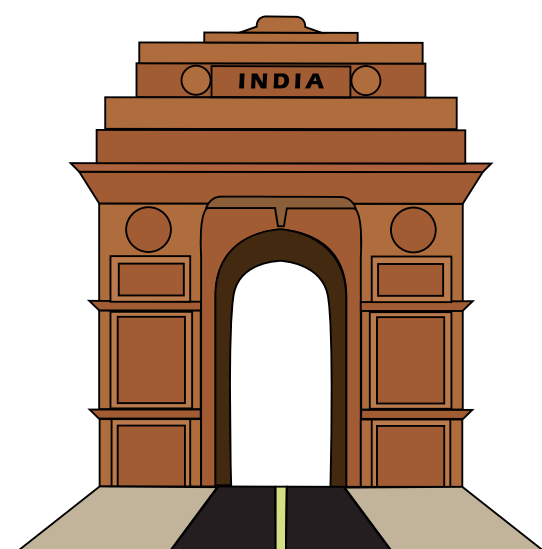
The launch of the India-Middle East-Europe Economic Corridor (IMEC) during the G20 Summit in 2023 adds a strategic layer, linking India with the Gulf and Europe through maritime, rail, and road networks to reduce transit times, cut costs, and enhance supply chain resilience. Together, Think West, CEPA, and IMEC underscore India's vision of deepening economic ties with the Gulf while diversifying beyond energy into long-term strategic sectors that bolster global competitiveness. India's logistics sector is rapidly transforming with multimodal logistics at its core, integrating road, rail, air, inland waterways, and coastal shipping to enable seamless cargo movement under a single contract.

India's Emerging Export Corridors are a strategic reconfiguration of economic geography. To materialize this, India is strategically developing new export corridors to diversify trade routes, enhance logistical efficiency and integrate more deeply with global value chains. These corridors represent a concerted policy shift towards multimodal

## ***INDIA'S EMERGING EXPORT CORRIDORS***

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connectivity linking industrial hinterlands directly to a wider array of international markets. Some key initiatives include the International North-South Transport Corridor (INSTC), connecting India to Iran, Russia, and Central Asia, which promises reduced time and cost for Eurasian trade. Similarly, the India-Middle East-Europe Economic Corridor (IMEC) aims to establish a high-capacity transcontinental rail and shipping network, positioning India as a critical node between Asia and Europe. Further, the Chennai-Vladivostok Maritime Corridor (CVMC) is a vital 10,300 km sea route connecting India's east coast (Chennai) to Russia's Far East (Vladivostok) to boost Indo-Russian trade.

Domestically, the dedicated freight corridor network (Eastern and Western DFCs) is a transformative infrastructure backbone, decoupling freight from passenger rail to expedite the movement of goods from manufacturing clusters—such as the Delhi-Mumbai Industrial Corridor (DMIC)—to ports. Concurrently, enhanced connectivity through eastern ports like Visakhapatnam and Kolkata targets the burgeoning ASEAN markets under the Act East Policy. These corridors are not merely transport routes but complex economic ecosystems, leveraging multimodal logistics parks, free trade warehousing zones, and digital platforms for seamless cargo movement. Their success hinges on sustained public-private investment, regulatory harmonization, and geopolitical cooperation, ultimately determining India's capacity to transcend infrastructural bottlenecks and achieve its ambitious export targets.

These developments do come up with certain hurdles related to supply, demand, infrastructure, taxation, jurisdictional conflict, profit sharing, delay in implementation, conflict between traders, investments, etc. This mandates us to establish a strongly established and effective dispute resolution mechanism in case contingencies occur.



The most suitable and appropriate dispute resolution for cross-border transactions and trade shall be Arbitration. Most stakeholders of these corridor initiatives have adopted UNCITRAL Model Law on International Commercial Arbitration into their domestic arbitration legislations, offering a neutral and globally recognized framework for resolving disputes. Disputes arising out of these corridor related contracts, requires subject matter and sector experts to act as arbitrators to resolve the aforesaid disputes. Some of the sectors who are involved are energy, processed foods, automotive, engineering goods, construction equipment, etc. However, to strengthen India's emerging export corridors, there is a pressing need to establish sector-specific arbitration institutions in all prominent and energy trading ports. For example, GIFT City in Gujarat, India's first International Financial Services Centre (IFSC), operates under its own regulatory framework and provides a conducive ecosystem for maritime and financial stakeholders.

***Replicating this model across India's key export hubs would ensure faster dispute resolution, greater investor confidence, and smoother trade flows, thereby making India's export corridors more resilient and globally competitive.***

## ***FABRITIUS TENGNAGEL & HEINE*** ***Denmark***

Fabritius Tegnagel & Heine  
advokater

### ***About the Firm:***

Fabritius Tegnagel & Heine is recognized as one of Denmark's premier law firms, bringing extensive legal expertise and a global perspective to our collaborative efforts.

**Dedicated Support for Traders:** The partnership is committed to providing unwavering support to businesses engaged in trade, offering tailored solutions to navigate challenges and resolve disputes effectively.

Empowering Trade Industry:

AECCI and Fabritius Tegnagel & Heine join forces to empower and support exporters and importers in the trade industry, facilitating smoother trade operations and fostering growth.

**Legal Support:** Providing robust legal support within each respective country, leveraging the expertise of Fabritius Tegnagel & Heine to address legal complexities.

**Mechanism for Dispute Resolution:** Establishing an effective mechanism to address matters concerning quality, payment, and other vital trade aspects, providing a structured framework for dispute resolution.

**Conducting Joint Activities:** Organizing joint events and activities to enhance cooperation and knowledge exchange between traders and

**ABRITIUS TENGNAGEL & HEINE**  
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**Email: tbn@dklaw.dk; shl@dklaw.dk**  
**[www.dklaw.dk](http://www.dklaw.dk)**

## *Tewodros Getachew Tulu & Associates Law Office (TGA) Ethiopia*



### *About the Firm:*

Tewodros Getachew Tulu & Associates Law Office (TGA), a premier Ethiopian law firm renowned for delivering exemplary legal services across diverse industries. This stands as a leading Ethiopian legal practice, distinguished for its superior legal services to a broad spectrum of clients. Founded by the esteemed attorney Mr. Tewodros Getachew Tulu, the firm is committed to delivering high-quality legal solutions meticulously tailored to meet specific client requirements.

### *Scope of Collaboration*

This strategic partnership is designed to enhance support for traders navigating business challenges and regulatory obstacles in their respective regions. AECCI and Tewodros Getachew Tulu & Associates will act as dedicated resources to address regional trade issues and resolve challenges unique to each market. With a strong focus on sectors such as Agriculture and Agro-processing, Chemicals, Pharmaceuticals, and related industries, the collaboration seeks to strengthen and expand business operations in both Ethiopia and India.

***The joint efforts under this partnership will encompass a wide range of activities, including:***

- Promoting trade dialogue and cooperation
- Addressing common trade challenges
- Developing frameworks for resolving trade disputes
- Providing guidance on regulations and policies
- Coordinating joint online seminars, webinars, training sessions, trade exhibitions, and business events

This partnership marks a significant step forward in strengthening global legal connections, fostering meaningful international relationships, and advancing shared objectives between AECCI and Tewodros Law Office.

**Tewodros Getachew Tulu & Associates Law Office (TGA)**

**Addis Ababa, Ethiopia**

**info@tgalawgroup.com**

**+251115517942, +251911517228**

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## ***OVERVIEW OF THE FIRM***

### ***Cooperation Between Sadany & Partners Law Firm, EGYPT and the Asian Exporters' Chamber of Commerce & Industry (AECCI)***

Sadany & Partners is pleased to highlight the fruitful cooperation established between our law firm and the Asian Exporters' Chamber of Commerce & Industry (AECCI). This collaboration serves as an essential communication channel between our entities, facilitating smoother interaction and ensuring enhanced assistance and legal support for our clients.

As AECCI regularly publishes annual magazines, Sadany & Partners has proudly contributed several legal articles across multiple editions. Through these publications, our firm has successfully reached a broad audience and left a positive impression on numerous clients who engage with AECCI's content. Our contributions include:

- **Volume 26 of the AECCI Magazine** features an article prepared by Mr. Mohab Moataz, Associate – Immigration, Business Law & Corporate Department, analyzing the trade relationship between Egypt and India over the years.
- **Volume 28 of the AECCI Magazine** features an article authored by Mrs. Aya Salah, Senior Associate – Corporate Department, providing insights into the new regulations governing importation in Egypt.

**Furthermore**, AECCI frequently organizes seminars and exhibitions in which Sadany & Partners has actively participated. These events provide valuable opportunities to raise awareness of Egyptian laws, share legal expertise, and connect with investors and businesses seeking professional legal services in Egypt. Our notable participation includes:

- A webinar organized by AECCI on 19 January 2024, focused on enhancing cooperation between various countries, during which our firm highlighted the significance of the new importation regulations in Egypt.

***A roundtable discussion held by Sadany & Partners on 5 June 2024, aimed at providing detailed insights into investment opportunities in Egypt, attended by representatives from AECCI.***

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### ***Our Perspective on the Collaboration With AECCI***

We highly value our collaboration with AECCI, as it provides a strategic platform for fostering communication, exchanging insights, and supporting investors and exporters seeking to access new markets. Our engagement through publications, events, and roundtable discussions strengthens the relationship between our institutions and enhances our ability to deliver value to clients across both regions.

Through this cooperation, Sadany & Partners aims to expand knowledge-sharing, support cross-border investments, and continue contributing to the success of AECCI members by providing timely, practical, and impactful legal guidance.

### ***Sadany & Partners – A Brief Introduction***

Sadany & Partners Law Firm possesses over 15 years of diverse experience and stands today as a leading full-service law firm operating across Egypt and Saudi Arabia. Since its establishment, the firm has been committed to delivering innovative and practical legal solutions that empower clients to achieve their strategic objectives.

With a strong track record of advising public and private sector entities, government bodies, and ministries, Sadany & Partners has represented clients in major arbitration and litigation cases before both local and international forums. The firm has also helped hundreds of companies establish and expand their businesses in Egypt and Saudi Arabia.

With a strong track record of advising public and private sector entities, government bodies, and ministries, Sadany & Partners has represented clients in major arbitration and litigation cases before both local and international forums. The firm has also helped hundreds of companies establish and expand their businesses in Egypt and Saudi Arabia.







Our firm maintains two headquarters in Egypt and a branch in the Kingdom of Saudi Arabia. Established in 2024, our KSA branch provides on-the-ground legal support, enhances our regional presence, and enables us to assist clients with cross-border matters efficiently and effectively. Sadany & Partners has also concluded cooperation agreements with several reputable law firms around the world to ensure that clients receive comprehensive legal support both inside and outside Egypt.

### *Key Areas of Expertise*

Sadany & Partners Law Firm provides a comprehensive range of legal services tailored to the needs of local and international clients. Our areas of practice include:

1. Corporate services and commercial law
2. Intellectual property, patents, and trademarks
3. Arbitration and litigation
4. Real estate and construction law
5. Banking and finance
6. Labor and employment law
7. Taxation
8. Mergers & acquisitions, investment, and regulatory advisory
9. Contract drafting and review
10. Due diligence and dispute resolution

***We also offer specialized support in company formation, foreign investment structuring, compliance with local and international regulations, and continuous legal consultancy for governmental projects, multinational corporations, and start-ups.***

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## ***Insights for the Indian Business Community***

Egypt represents one of the most promising investment destinations in the Middle East and North Africa (MENA) region. With its strategic location bridging Africa, Asia, and Europe, Egypt serves as a natural hub for trade and investment – offering direct access to a market of over 1.4 billion consumers through various free trade agreements, including COMESA, GAFTA, the EU, and the UK.

For Indian companies, this presents a unique opportunity to use Egypt not only as a local market but also as a regional export base serving Africa and Europe with preferential trade terms. Recent reforms – including modernization of the Investment Law, streamlined incorporation procedures, stronger investor protections, and the creation of free and industrial zones – further enhance Egypt’s investment appeal.

### ***Key sectors for potential collaboration include:***

Renewable energy	Construction and infrastructure
Automotive components	Pharmaceuticals
Textiles	Information technology
Agriculture	Logistics and transport

***We also offer specialized support in company formation, foreign investment structuring, compliance with local and international regulations, and continuous legal consultancy for governmental projects, multinational corporations, and start-ups.***

Additionally, Egypt’s cost-effective labor force, developed logistics network, and ongoing mega projects – such as the Suez Canal Economic Zone (SCZone) and the New Administrative Capital – strengthen its position as a long-term gateway for Indian investors seeking regional expansion. *With more than 15 years of experience in corporate, investment, and commercial law, Sadany & Partners supports Indian businesses throughout all stages of market entry and growth in Egypt – including due diligence, company formation, contract negotiation, regulatory compliance, dispute resolution, and ongoing legal advisory services. By leveraging our deep understanding of Egyptian regulatory frameworks and our cooperation with organizations such as AECCI, we act as a trusted bridge between Indian entrepreneurs and the Egyptian business environment, ensuring smooth operations and successful investments.*

## **Export Market Research (Estonia)**



### ***Export Market Research OÜ - Bridging Nordic, Baltic & CEE Markets for Global Growth***

#### **About Export Market Research (EMR)**

Founded in 2006 in Tallinn, Estonia, Export Market Research OÜ (EMR) is a market intelligence and business development consultancy helping companies expand across the Baltic States, Central & Eastern Europe (CEE), and the Nordic region.

For nearly two decades, EMR has supported exporters, trade associations, and government agencies in identifying new market opportunities, understanding consumer trends, and building trusted B2B partnerships across Europe. Our expertise covers customized market research, trade facilitation, buyer recruitment, and B2B event organization – with a strong focus on food & beverage, retail, and export-oriented sectors.

#### ***Partnership with AECCI: Building Trade Bridges between India and Europe***

Export Market Research is proud to be an official international partner of the Asian Exporters' Chamber of Commerce & Industry (AECCI). This collaboration embodies our shared mission of "Bridging Nations. Building Partnerships." Together, AECCI and EMR connect Indian exporters and manufacturers with business opportunities across Northern, Baltic, and CEE markets, ensuring a smooth path to market entry and long-term commercial success. AECCI's vast international network complements EMR's deep local expertise – creating a powerful bridge between Indian innovation and European opportunity.



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### ***Key Areas of Expertise Benefiting Indian Businesses***

- Market Entry Strategy & Research – tailored studies identifying demand, competition, pricing, and distribution potential in Estonia, Finland, Latvia, Lithuania, Poland, and other CEE countries.
- Partner & Buyer Identification – connecting Indian exporters with reliable distributors, importers, and retail chains across the Baltics, Nordics, and Central Europe.
- B2B Events & Trade Missions – organization of business networking forums, retail tours, and buyer-seller meetings promoting products and brands to targeted European audiences.

### ***Insights for Indian Exporters Exploring Northern & CEE Europe***

The Baltic and Central European markets serve as a dynamic gateway to the European Union and Nordic region, offering a stable business climate, digital-first governance, and high openness to international trade.

**Estonia – where EMR is based – stands out for its transparency, innovation-driven economy, and advanced e-governance, making it an ideal entry point for Indian exporters looking to establish a sustainable presence in Europe.**

At EMR, we believe that strong, trust-based partnerships like ours with AECCI are key to fostering resilient and mutually beneficial global trade relationships.

## ***DABLO LAW FIRM*** ***Ethiopia***



### ***About the Firm***

Dablo Law Firm LLP, a leading Ethiopian law firm with a well-established reputation for providing exceptional legal services to clients across various industries.

Dablo Law Firm LLP is a prominent Ethiopian law firm renowned for delivering outstanding legal services to clients spanning diverse industries. Founded by experienced legal practitioners Mr. Dawit Kidane, Addisu Hailegebriel, and Bruk Geremew, the firm is committed to delivering top-tier legal solutions tailored to specific client needs..

### ***Scope of Collaboration***

This partnership aims to enhance assistance for traders facing challenges and business hurdles in their respective regions. AECCI and Dablo Law Firm LLP will serve as dedicated resources for cases within each region, offering customized support to address trade issues unique to those areas.

With a focus on sectors such as Manufacturing, Real Estate, Construction, Farming and Agro-processing, Healthcare, and Pharmaceuticals, this alliance is aimed at supporting companies operating in Ethiopia and India.

### ***Areas of Cooperation:***

- The joint endeavors will cover various domains, including:
- Shared commitments to trade discussions
- Tackling prevalent trade issues
- Creating frameworks for resolving trade-related matters
- Providing advice on regulations and policies
- Coordinating combined online seminars, training sessions, trade exhibitions, and business gatherings

#### **Dablo Law Firm LLP**

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## ***GP BUSINESS CONSULTING*** ***Ghana***



### ***About GP Business Consulting:***

GP Business Consulting is a leading Ghana-based management consultancy firm committed to delivering tailored advisory services to businesses, investors, and organizations across Ghana and the broader West African region. As a founding member of the Africa Consulting Network, GP Business Consulting leverages a diverse network of multidisciplinary consultants across Africa to provide integrated, culturally aware, and region-specific business solutions.

### ***Scope of Collaboration***

With a mission to minimize operational risks and empower businesses towards sustainable growth, GP Business Consulting specializes in offering local market insights combined with disciplined global execution strategies. The firm supports clients from pre-investment stages through expansion and operational scaling.

### ***Scope of Collaboration with AECCI:***

Through this cooperation, AECCI and GP Business Consulting aim to:

- Facilitate Indian business entry and expansion in Ghana n West Africa
- Offer localized advisory support for import/export activities
- Organize joint trade missions, business meetings, and delegation exchanges
- Provide sector-specific investment intelligence and regulatory guidance
- Support business registration, licensing, and compliance processes
- Assist Indian exporters and investors with legal documentation, transaction advisory, and project management
- Strengthen Indo-African trade corridors through inclusive, sustainable, and regionally tailored strategies

**GP Business Consulting**

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### ***Thesis Law Firm - Bridging Greece and India through Legal Insight***

Headquartered in Athens, Thesis Law Firm delivers comprehensive legal and tax advisory services to individuals, entrepreneurs, and businesses seeking to advance their commercial and investment objectives. Drawing on a broad international network of affiliated offices, Thesis blends sophisticated local understanding with a global outlook—empowering clients to operate with confidence across borders and industries.

We value our collaboration with AECCI, which embodies our shared commitment to building stronger bridges between Greece and India. Together, we aim to create real opportunities for businesses on both sides—promoting sustainable growth, mutual understanding, and lasting partnerships that extend well beyond borders.

### ***Key Areas of Focus***

Thesis Law advises on corporate and commercial law, real estate and property investment, tax law, intellectual property, hospitality, e-commerce, and citizenship and residency matters, among others. Our team’s multilingual expertise - in Greek, English, French, German, and Russian - enables us to assist clients seamlessly across jurisdictions.

***Kloy Tsiaga***  
***Managing Partner***  
***THESIS LAW FIRM***  
***Member of LEGAL SKILLS |***  
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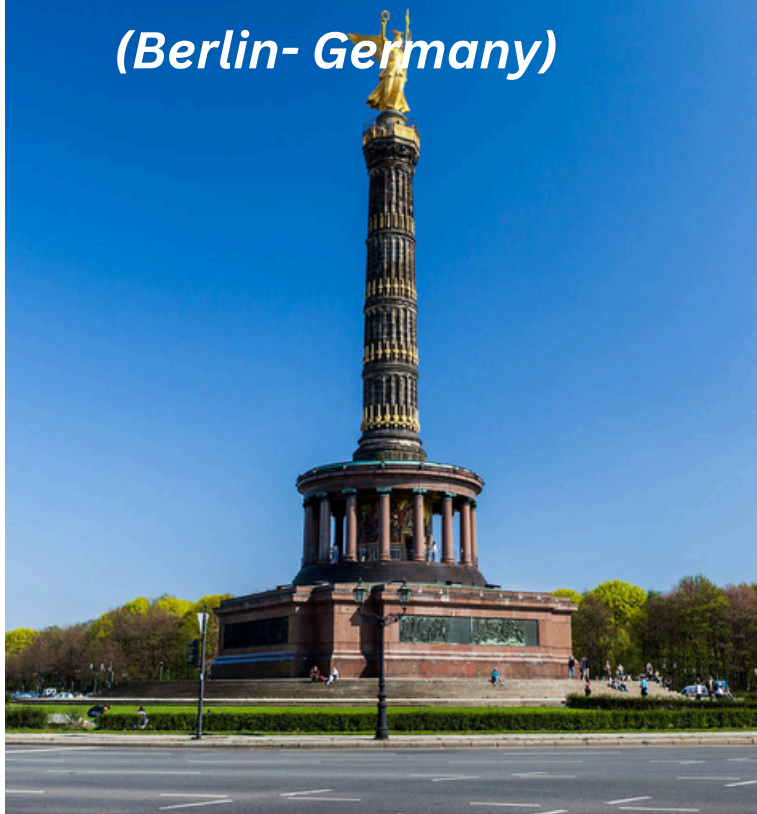


## ***A Gateway for Indian Businesses***

Greece stands as a strategic gateway for Indian businesses seeking access to the European and Mediterranean markets. With a stable legal framework, attractive investment incentives, and a thriving real estate sector, it offers significant potential for exporters and investors from India.

Thesis Law Firm is dedicated to guiding Indian companies through this landscape—facilitating smooth market entry, safeguarding investments, and fostering long-term partnerships that generate lasting value for both economies.

## *Koudous Intl. Law Office (Berlin- Germany)*



### *INTRODUCTION of the Firm*

Koudous International Law Office is a boutique international business law firm headquartered on Kurfürstendamm in the heart of Berlin.

Founded with the clear mission “When Good Isn’t Enough,” we deliver pragmatic, strategic and culturally intelligent legal solutions that go far beyond traditional advisory.’

For more than a decade we have specialized in building and protecting cross-border business between Europe (especially Germany) and Asia. While our reputation was originally built on deep German-Japanese partnerships, we apply exactly the same philosophy, precision and bridge-building approach to the rapidly growing India-Germany corridor.

We do not simply offer legal opinions – we act as trusted external General Counsel, interim Chief Legal Officers, compliance architects and negotiation partners for companies that demand speed, commercial understanding and flawless execution across cultures and time zones.

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## ***COOPERATION WITH AECCI AND THE BENEFITS IT BRINGS TO THE BUSINESS COMMUNITY***

Bridging different legal systems, business cultures and mindsets is not a side activity for us – it is our DNA. Becoming a Partner of AECCI, India’s most dynamic Europe-focused chamber equivalent, was therefore the most natural step imaginable.

Representing Germany – the world’s third-largest economy, Europe’s industrial powerhouse and the gateway to the entire EU single market of 450 million consumers – inside the AECCI ecosystem is a genuine honor. It allows us to bring German and European companies directly to qualified Indian counterparts and, equally important, to prepare Indian champions for successful and sustainable market entry into Germany and the EU.

The collaboration creates a true two-way highway: German Mittelstand firms and hidden champions discover India’s innovation speed and cost efficiency, while Indian scale-ups and conglomerates from India gain privileged access to German engineering excellence, capital markets, R&D networks and a regulatory environment that is increasingly hungry for global tech talent. The result is faster deals, lower risk and partnerships that last.

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## ***KEY FOCUS AREAS, SERVICES AND EXPERTISE***

***We deliver legal support the way modern international businesses need it – flexible, scalable and always business-first:***

- Legal on Demand – immediate, precise answers within hours, not weeks
  - External General Counsel on retainer – your Berlin-based legal department without the usual overhead costs
  - Interim Chief Legal Officer / Chief Compliance Officer placements (3–18 months)
  - Full Legal Department Build-out & Growth for companies scaling in Europe

### ***Expertise clusters:***

- Market entry & subsidiary incorporation in Germany/Europe
- Joint ventures, M&A and strategic investments
- Technology transfer, IP protection and licensing
- Employment law for international workforces (especially Indian talent in Germany)
- Compliance, sanctions, export control and anti-corruption
- Dispute resolution and international arbitration
- Data protection (GDPR) and AI regulation

All services are offered in English, German and, where required, your native language.

## ***ADDITIONAL INSIGHTS FOR INDIAN BUSINESSES EXPLORING OPPORTUNITIES IN GERMANY AND EUROPE***

India has just become the world's fifth-largest economy just slightly behind Japan and is firmly on track to reach even higher within this decade. At the same time, Germany is quietly transforming itself from an "old-school" industrial nation into Europe's most attractive tech and AI hub – many observers already call Berlin the "secret capital of European tech," with more unicorns per capita than San Francisco in certain sectors.

This convergence creates an historic window of opportunity.

German companies are actively searching for high-calibre tech talent, agile product development and cost-efficient scaling partners – exactly the strengths that India delivers better than almost any other country.

At the same time, Germany and the EU are investing hundreds of billions of euros into AI, quantum computing, green tech and semiconductor sovereignty – areas in which Indian startups and IT giants possess world-class expertise.

My clear message to Indian companies and founders:

*the best time to establish your European headquarters or R&D centre in Germany was five years ago. The second-best time is right now.*

*We at Houdous International Law Office stand ready to be your bridge - legally, culturally and strategically - so that your European expansion becomes not just successful, but truly extraordinary.*

*(Roman Houdous)*



### ***Bagus Enrico & Partners (“Bagus Enrico”)***

is a leading full-service corporate and commercial law firm headquartered in central Jakarta, consistently recognized as one of Indonesia’s leading legal practices by multiple domestic and international ranking institutions. Since our establishment in 2009, we have been committed to delivering practical, solutions-driven, and business-focused legal advice to both domestic and international clients across a wide range of strategic industries.

Our core practice spans corporate/M&A, banking and finance, restructuring and insolvency, TMT (including fintech, technology, and data protection), real estate, employment, and insurance. Our partners and team are regularly acknowledged for their excellence by globally respected legal directories, including but not limited to Chambers and Partners, Legal 500 and IFLR1000.

### ***Collaboration with AECCEI***

We view our collaboration with AECCEI as a natural extension of our cross-border work. AECCEI, as a government-recognised chamber dedicated to supporting the Asian business community, plays an important role in promoting private sector growth, facilitating international trade, and providing documentation and advisory support to exporters. Through AECCEI’s network and platforms, our firm is able to share Indonesia-specific

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legal and regulatory insights with Indian businesses and investors, helping them navigate market entry, establishment, compliance and risk allocation when they explore opportunities in Indonesia and the wider ASEAN region.

### ***How We Support Indian Businesses and Exporters***

***For Indian businesses looking towards Indonesia, Bagus Enrico can assist with:***

- Market entry and investments – structuring establishment of companies, subsidiaries and JVs, acquisitions, corporate governance and investment licensing.
- Trade and commercial arrangements – supply, distribution, agency and service contracts tailored to Indonesian law and regulatory requirements.
- TMT, fintech and digital business – regulatory advice on data protection, cloud, OTT and payment/fintech models.

### ***Shared Mission***

Indonesia is a dynamic G20 economy and a strategic partner for India, with growing collaboration in energy, commodities, manufacturing and the digital economy. By combining AECCI's trade facilitation role with our on-the-ground legal expertise, we aim to help Indian businesses build compliant, sustainable and long-term partnerships in Indonesia.

***We are pleased to contribute to AECCI Global Connect 2025 and to support the shared mission of "Bridging Nations. Building Partnerships."***



*While this Annual magazine celebrates our +50 collaborators across the world, it is equally important to highlight the nation at the center of its all-India.*

A country defined by its diversity, innovation and rising global influence, India today stands as one of the world's most promising trade destinations.

It is one of the world's fastest-growing major economies, offering a dynamic landscape of opportunities for international businesses. With strong manufacturing capabilities, a rapidly expanding digital economy and a business environment committed to trade facilitation, India remains a preferred choice for global investors and trading partners.

From vibrant manufacturing clusters to cutting-edge tech ecosystems, India continues to open its doors to new ideas, new investments and new partnerships

*AECCI is proud to be a part of this journey*

AECCI plays a strategic role in supporting this growth as a bridge between India and the world, we work enthusiastically to help Indian exporters discover new markets, understand global requirements and connect with experts who can guide them toward sustainable international growth.

Our expanding network of 55 collaborators across 50 countries reflects India's increasing integration with the global economy and AECCI's commitment to strengthening these cross-border linkages.

AECCI's efforts in capacity building, policy awareness, documentation support and international networking have enabled Indian exporters to explore new geographies and diversify their trade portfolio. As global interest in India rises- particularly in sectors such as food processing, textiles, engineering goods, pharmaceuticals, renewable energy and technology-AECCI continues to serve as a catalyst, helping businesses tap into these opportunities and position India as a key player in global trade.

### ***Trade Environment & Opportunities in India***

***India offers significant opportunities across:***

- **Food & agriculture**
- **Engineering goods & machinery**
- **Textiles & apparels**
- **Pharmaceuticals**
- **IT & digital services**
- **Green energy & sustainability sectors**

India's growing supportive trade policies and increasing global integration present strong prospects for international companies seeking partnerships, sourcing, or expansion opportunities.

We welcome foreign businesses to partner with AECCI and benefit from our expertise in trade advisory, investment opportunities, market research, export compliance, international collaborations, documentation, dispute resolution, capacity building, and seamless global market linkages.

#### ***Reach us-***

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## *Euromed Group Srl (Italy)*



### *About the Organization-*

Euromed Group srl is a consulting company specialized in internationalization and export management, which supports SMEs and large companies in their expansion into European and Mediterranean markets. Based in Naples, Italy and Malta, the company assists companies in the design and implementation of structured strategies for international growth, combining market analysis, business development and tailor-made consulting services.

Through a consolidated network of partners, industry experts and local representatives, Euromed Group srl helps companies build sustainable and long-term business relationships abroad, from the identification of distributors and agents to the organization of trade missions, fairs and promotional events. Integrating strategic consulting, marketing and project management, the company serves as a practical bridge between European markets and international businesses, including Indian ones interested in exploring opportunities in the EU and the wider Euro-Mediterranean region.

### *Collaboration with AECCI and its benefits for the business community*

The collaboration with AECCI represents a structured platform to facilitate dialogue and operational cooperation between companies from India and the European and Mediterranean markets. The partnership

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enables an effective exchange of market knowledge, institutional contacts and business opportunities, giving companies a clearer understanding of regulatory, commercial and cultural frameworks.

Collaboration with AECCI creates a coordinated environment in which companies can receive guidance on entering the international market, identify potential partners and develop reliable business networks. This cooperation strengthens the ability of Indian and European businesses to navigate foreign markets, contributing to more informed decision-making and the development of mutually beneficial business relationships

### ***Main Service Areas and Expertise Relevant to Indian Businesses and Exporters-***

Euromed Group srl provides a range of services designed to support international market entry and business development for companies wishing to establish or expand their presence in Europe and the Mediterranean region.

The company offers structured assistance in the field of export management, which includes market analysis, identification of distributors and agents and development of tailor-made commercial networks for specific sectors.

*Contd...*

His consulting activities include guidance on regulatory aspects, business practices and operational requirements within the European Union, enabling Indian companies to approach the market with greater clarity. The company also supports marketing and communication activities,

helping companies adapt their positioning, promotional tools and digital strategies to local market conditions. In addition, Euromed Group srl contributes to the planning and execution of trade missions, business meetings and participation in trade fairs, facilitating direct confrontation with potential partners and stakeholders.

### ***Further Insights for the Indian Business Community***

Indian companies exploring opportunities in Europe and the Mediterranean can benefit from a structured understanding of industry dynamics, regulatory frameworks and market expectations. The region has a demand for high-quality products, technological solutions and collaborations that support innovation, sustainability and digital transformation.

Successful market entry often requires careful consideration of distribution models, compliance requirements, and the role of local partnerships. The presence of several commercial hubs in the EU and the Mediterranean allows companies to select the most suitable entry points depending on their sector and long-term goals. Establishing early cooperation with local counterparts, institutional actors and specialized advisors can help Indian businesses reduce risks and identify opportunities in line with market needs

## *GITAU International Trade Consultants Kenya*



### *About the Firm*

Gitau International Trade Consultants has earned a reputation as a trusted advisor in the realm of international trade. With an in-depth understanding of market dynamics and regulatory frameworks, the firm specializes in providing tailored solutions to businesses navigating cross-border trade. Operating out of Nairobi, the firm's extensive experience and client-centric approach have solidified its position as a leading trade consultant in Africa.

### *Scope of Collaboration*

The strategic partnership between AECCI and Gitau International Trade Consultants is designed to empower businesses in India and Kenya by providing practical insights and solutions to trade challenges. With a focus on enhancing trade efficiency and fostering sustainable growth, this collaboration will address critical areas such as export strategies, market expansion, and regulatory compliance.

### *Areas of Cooperation*

Our partnership spans a range of joint initiatives, including:

1. Facilitating bilateral trade discussions to identify and overcome common challenges.
2. Developing strategies to enhance trade connectivity and logistics.
3. Providing expert advice on international trade regulations and market access.
4. Hosting a series of workshops, webinars, and training programs tailored to exporters and importers.
5. Organizing trade exhibitions and business forums to foster meaningful connections between businesses in Kenya and India.

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## ***EXPORT PARTNER*** ***Netherlands***

**EXPORT  
PARTNER**

### ***About the Firm***

Export Partner is widely recognized as a trusted advisor in international trade. With a profound understanding of market dynamics and international sales and partnership network development, the firm specializes in offering customized solutions to businesses navigating the complexities of cross-border trade, in-market representation, business and capability development, and many more services.

Its extensive experience and client-focused approach have established Export Partner as a leading trade consultant in the Netherlands. For more than 16 years, Export Partner has been the officially contracted private company partner of the Dutch government, Ministry of Foreign Affairs, and the Netherlands Enterprise Agency (RVO).

### ***Scope of Collaboration***

The strategic alliance between AECCI and Export Partner is aimed at equipping businesses in India and the Netherlands with practical insights and solutions to overcome trade challenges. By emphasizing trade efficiency and sustainable growth, this collaboration will focus on key areas of business development between both the countries.

### ***Areas of Cooperation***

- Facilitating bilateral trade discussions to identify and resolve common challenges
- Developing strategies to improve trade connectivity and logistics
- Providing expert advisory services on international trade, market access, business development, pricing strategies, supply chain impact and implications, distribution/agency contracting, etc.
- Organizing trade exhibitions and business forums to create meaningful connections.

**Export Partner**

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## ***International Payment Methods: Balancing Security and Risk***

Exporters fear non-payment, while importers risk paying in advance without receiving goods. To manage this, businesses can select from several payment methods based on the risk profile:

### ***Advance Payment***

- Safest for exporters but risky for importers.
- Provides immediate payment before goods are shipped.

### ***Documentary Collections***

- Documents against Payment (D/P): Documents are released only after full payment.
- Documents against Acceptance (D/A): Buyer accepts documents and promises future payment, offering cash flow advantages but higher risk for sellers.

### ***Letter of Credit (L/C)***

- Offers the highest security when managed under UCP 600 (Uniform Customs and Practice for Documentary Credits).
- Includes types like irrevocable, confirmed, transferable, and back-to-back credits.

***UCP 600, implemented globally, provides a standardized framework for handling Letters of Credit, reducing ambiguity and rejection rates in documentation.***

### ***Mitigating Payment Disputes and Credit Risks***

#### ***Before finalizing international deals:***

- Assess your cash flow and the buyer's creditworthiness.
- Use reliable intermediaries, clear contractual clauses, and adequate documentation.
- Hedge against foreign exchange fluctuations and ensure insurance coverage.

For importers:

- Engage with reputable sellers.
- Request performance guarantees.

- Opt for secure payment methods like L/Cs.
- Use currency hedging tools to manage exchange rate risks.

For exporters:

- Work with credible buyers and obtain credit insurance.
- Avoid excessive credit extensions.
- Prepare accurate documents to avoid disputes.
- Maintain cultural sensitivity and currency risk management.

***Credit Insurance, such as coverage provided by ECGC in India, is invaluable in protecting against non-payment, offering peace of mind in international transactions.***

## ***Swarn Dhiman***

### ***Conclusion***

Choosing the right international payment system requires a strategic balance between risk mitigation and business competitiveness. Whether you are exporting or importing, understanding payment mechanisms, verifying partners, and leveraging insurance and legal safeguards are essential for successful global trade.

**For more information or assistance with international trade processes, contact Asian Exporters' Chamber of Commerce and Industry (AECCI) at:**

**✉ [info@aecci.org.in](mailto:info@aecci.org.in) | [www.aecci.org.in](http://www.aecci.org.in) | ☎ +91 22 41271145/46**

## *Al Khair Legal Attorney (Jordan)*



### ***About the Organization-***

Al Khair Legal Attorneys is a full-service, law firm headquartered in Amman, Jordan, with extensive experience across the Middle East, GCC, and Europe. Established in 2013, the firm provides comprehensive legal services to multinational corporations, SMEs, government entities, and NGOs. Our team includes locally qualified lawyers and international counsel, including a UK-qualified solicitor, allowing us to deliver practical, cross-border solutions tailored to global business needs. Our firm has earned recognition for its work in corporate law, M&A, dispute resolution, franchising, intellectual property, aviation, and construction law, representing major regional and international clients before courts and arbitral institutions.

### ***Perspective on the Collaboration with AECCI***

We highly value our collaboration with AECCI, which serves as a strategic platform for fostering cross-border partnerships, trade facilitation, and knowledge exchange. This partnership strengthens our shared mission of enabling international investors and exporters to access new markets with legal clarity and commercial confidence. AECCI's proactive engagement in promoting cooperation between the Middle East and Asia complements our firm's vision of building sustainable global partnerships grounded in trust, transparency, and mutual benefit.



**Jafar Al-Sabbagh**  
**Partner | JBA Licensed |**  
**UK Regulated Solicitor**  
**Al Khair Legal Attorneys**  
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### ***Key Areas of Expertise Relevant to Indian Businesses and Exporters***

***Al Khair Legal Attorneys provides specialized legal support to Indian companies and investors seeking to establish or expand operations in Jordan and the wider Middle East. Our expertise includes:***

- Company formation and market entry advisory, including licensing, regulatory compliance, and free zone structures;
- Franchise and distribution law, particularly for FMCG, hospitality, and retail sectors;
- Commercial agency and joint venture agreements under Jordanian and GCC laws;
- Cross-border trade, customs, and import/export compliance; and
- Dispute resolution and arbitration, including recognition and enforcement of foreign awards in Jordan and the region.

### ***Insights on the Legal and Regulatory Landscape in Jordan and the MENA Region***

Jordan offers a stable legal and investment environment supported by modern legislation and a judiciary that upholds contractual certainty and investor protection. The Companies Law, Investment Environment Law, and Commercial Code collectively provide a transparent and investor-friendly framework. In recent years, there has been a growing emphasis on public-private partnerships (PPPs), renewable energy projects, digital trade, and intellectual property enforcement, creating significant opportunities for Indian investors. Moreover, ongoing regulatory harmonization across the MENA region, driven by free trade agreements and regional cooperation frameworks, continues to make cross-border expansion more efficient and legally predictable.



***Mattar Law Firm, Beirut, Lebanon: A Strategic Legal Partner  
Supporting AECCI's Mission for Global Business Growth***

***About Mattar Law Firm***

Mattar Law Firm (MLF) is a full-service international law firm based in Beirut with more than 60 years of continuous legal practice. Our firm brings together a team of Lebanese and international attorneys offering comprehensive legal solutions across corporate, commercial, financial, regulatory, civil, family, real estate, tax, and litigation fields. Over six decades, our work has been recognized through multiple distinctions, including medals and honorary awards from the Beirut Bar Association (BBA) and acknowledgments from leading jurists, business leaders, and international institutions. With offices and affiliated partners across the Middle East, Europe, and Africa, we support businesses operating in complex cross-border environments with precision, professionalism, and strategic insight.

***Alignment with AECCI's Mission and Values***

The Asian Exporters' Chamber of Commerce and Industry (AECCI)—recognized by the Ministry of Commerce & Industry, Government of India, and registered with the World Chambers Network—plays a vital role in empowering exporters, promoting private sector growth, and facilitating international trade.

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**Attorney at Law**  
**S.Mattar Law Firm**  
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***We strongly share AECCI's core values of:***

- Independency and neutrality
- Confidentiality and integrity
- Protection of client rights
- Excellence in performance
- Team spirit and long-term strategic vision

***MLF's philosophy is fully aligned with AECCI's commitment to fostering a pro-business climate, reducing trade frictions, and supporting global business collaboration.***

***How Collaboration with AECCI Benefits Indian Businesses***

A partnership between AECCI and Mattar Law Firm strengthens trade and investment pathways between India, Lebanon, and the wider Middle East by providing Indian exporters and investors with:

- Trusted, experienced, and local legal guidance
- Smooth market entry and corporate setup
- Reliable support for export documentation, compliance, and contracting
- Clear navigation of Lebanese regulatory frameworks
- Reduced risk when operating in new jurisdictions
- Greater confidence in cross-border partnerships

***Together, AECCI and MLF can help businesses accelerate expansion while ensuring compliance, legal protection, and long-term operational stability.***

## ***Key Legal Services from Mattar Law Firm for Indian Exporters***

Because we are a full legal firm covering all fields of law, Indian companies gain access to a complete suite of services tailored to international expansion:

### **1. Corporate, Commercial & Investment Law**

- Company formation (LLC, SAL, Holding & Offshore structures)
- Branch & liaison office registration
- Shareholder agreements & governance
- M&A and joint ventures

### **2. International Trade & Export Law**

- Distribution, dealership & agency contracts
- Import/export agreements
- Cross-border commercial negotiations
- Compliance with Lebanese and regional trade regulations

### **3. Tax, Customs & Cross-Border Compliance**

- Customs documentation and procedures
- Tax optimization for exporters
- Free-zone, offshore, and regional incentives
- Regulatory filings and risk mitigation

### **4. Banking, Finance & Corporate Transactions**

- Corporate bank account setup
- Trade financing and credit facility structuring
- AML and compliance assistance

### **5. Dispute Resolution & Enforcement**

- Representation before Lebanese courts
- Arbitration (local & international)
- Enforcement of foreign judgments and arbitral awards

### **6. Additional Legal Fields**

As a full-service firm, we also cover:

- Civil, family & inheritance law
- Real estate & construction
- Employment & immigration
- Intellectual property
- Criminal, administrative & insurance law

***This ensures Indian businesses have one consolidated legal partner capable of handling every legal need across their operations.***

### ***Key Insights for Indian Businesses Entering Lebanon & the Middle East***

- Lebanon serves as a gateway to Middle Eastern markets, with access to the Levant, GCC, and Mediterranean regions.
- The country offers flexible corporate structures ideal for export-oriented businesses.
- Strategic opportunities exist in IT services, pharmaceuticals, machinery, F&B, agritech, textiles, and renewable energy.
- Lebanon's multilingual business environment facilitates collaborations with Indian enterprises.
- Legal guidance is essential to navigating contracts, agency regulations, customs requirements, and dispute-prevention mechanisms.

### ***Conclusion***

Our collaboration with AECCI reflects a shared commitment to strengthening global trade, enabling business success, and supporting exporters with professional, reliable, and ethical services.

Mattar Law Firm stands ready to support AECCI members and the broader Indian business community with full-spectrum legal expertise, deep regional insight, and the professionalism that has earned us long-standing recognition, including distinctions from the Beirut Bar Association.

Together with AECCI, we aim to build a bridge of opportunity, trust, and sustainable economic growth between India and the Middle East.



## ***Tamkeen Libya***

management consulting, professional training, capacity building, and human capital development across diverse disciplines.

We support organizations by improving management systems, enhancing institutional performance, developing workforce skills, and delivering certified, high-quality training programs. Our expertise extends to feasibility studies, project management, investors advisory services, and SME development. With a blended team of local and international experts, Tamkeen International delivers tailored solutions that help institutions grow, adapt, and achieve sustainable success in the Libyan market and beyond.

## ***Our Perspective on Collaboration with AECCI***

We highly value our collaboration with the Asian Exporters' Chamber of Commerce and Industry (AECCI). This partnership strengthens cross-regional connectivity and opens direct channels between Libyan institutions and Asian exporters. Working with AECCI enhances knowledge exchange, accelerates access to global best practices, and promotes mutually beneficial commercial opportunities.

Through this collaboration, Tamkeen International aims to contribute to building stronger trade relations, creating new avenues of investment, and supporting the development of innovative business ecosystems that benefit both Libya and the Asian business community

***We are honored to contribute to AECCI Global Connect 2025 and reaffirm our commitment to strengthening international partnerships and advancing global trade cooperation. We look forward to further meaningful collaboration with AECCI and its global network.***

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**Tamkeen International for**  
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**Benghazi / Libya**  
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***Tamkeen International offers a range of specialized services -***

tailored to assist foreign investors, especially Indian organizations seeking to explore opportunities in Libya. Our key services include:

- Investment Advisory: Market insights, sector analysis, identification of opportunities, and feasibility evaluations.
- Market Entry Support: Guidance on regulations, institutional structures, and local business environments.
- Project Feasibility & Planning: Comprehensive feasibility studies covering financial, technical, environmental, and market aspects.
- Capacity Building & Training: Customized training programs for partner institutions and organizations entering the Libyan market.
- SME and Talent Development: Supporting local partners and foreign companies in building strong operational teams.

These services help exporters and investors navigate the Libyan market more effectively, reduce risk, and accelerate decision-making.

***Opportunities for Indian Businesses in Libya***

Libya presents strong opportunities for collaboration in sectors such as infrastructure, construction, oil and gas services, agriculture, ICT, digital transformation, healthcare, renewable energy, and capacity-building programs.

With its strategic location linking Africa and Europe, abundant natural resources, and increasing demand for specialized expertise, Libya offers a promising landscape for Indian companies aiming to expand their presence in the region.

Tamkeen International stands ready to facilitate partnerships, provide local insights, and support a smooth market entry for Indian businesses interested in operating or expanding in Libya.



## *Introduction*

It is a great pleasure to introduce NEWMARKETS, based in Mexico City to the Indian export community, being AECCI's collaborator in Mexico.

NEWMARKETS is a multi-sectorial business development consultancy with an international focus, linking business opportunities from around the world to Mexico, and also from Mexico to the world, providing a strategic vision and planning through business intelligence and valuable contacts.

NEWMARKETS's services are designed for both companies and institutions, ranging from importer or partnership search, personalized commercial agendas, B2B events, trade missions, institutional events, sectorial showrooms, investment attraction, amongst many other solutions.

Our customers originate from around the world (Brazil, Turkey, USA, Canada, Singapore, Spain, Chile, UK, Colombia, ....) and vary from small & medium enterprises up to large corporations from all sectors, including services.

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**Socio Director**  
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### ***Mexico as a Strategic market.***

The context of Mexico as a market, but also as a manufacturing base given its strategic position in North America (In 2023, Mexico became the USA's largest trading partner with bilateral trade reaching USD 798 billion, surpassing China and Canada), makes it one of the most interesting destinations for business development. Besides being member of USMCA (formerly NAFTA) it is member of 13 Free Trade Agreements with 50 countries, including the EU, Japan, and partners across Latin America and Asia-Pacific (e.g. CPTPP). This openness has made it a top FDI destination in Latin America.

In fact, Foreign Direct Investment into Mexico hit record levels recently with a forecast to reach USD 40 billion by the end of 2025, the highest yearly level on record.

As stated by the Indian Embassy in Mexico, the country entered 2025 with a solid economic foundation: growth has slowed but remains positive, inflation is under control, and investment is at historic highs. Stable macroeconomic policies and an aggressive pursuit of foreign investment (particularly leveraging USMCA) position Mexico as an attractive partner. This economic context provides a favorable backdrop for India-Mexico commercial relations, as both sides look to expand trade and investment on the back of Mexico's growth and nearshoring trends.

### ***INDIA-MEXICO BILATERAL TRADE***

Bilateral trade between India and Mexico has grown impressively in recent years, with an all-time high of USD 11.7 billion in 2024.

India enjoys a significant trade surplus with Mexico; in 2024, India's exports to Mexico were about \$8.9 billion (a record high) against imports of \$2.8 billion, resulting in a trade balance in India's favour. This marked the eighth consecutive year that India has recorded a trade surplus with Mexico.

Mexico has emerged as one of India's most important trading partners in the Americas. As of 2023, Mexico is India's 2nd-largest trade partner in Latin America (after Brazil) and ranks among the top 10 globally for India. Conversely, India was Mexico's 9th-largest trading partner worldwide in 2023.

The major sectors in the bilateral trade relationship are very diverse, ranging from Automobiles and Auto Parts, Petroleum (Crude Oil), Engineering Goods and Electronics, Chemicals and Fertilizers, Pharmaceuticals and Healthcare, Metals, Gems and Jewelry, and Agricultural products. India mainly exports manufactured goods (vehicles, pharma, machinery, chemicals, textiles, etc.) that align with Mexico's consumer and industrial needs, while Mexico supplies raw materials and resources (crude oil, metals) that India's economy requires.

### ***Investment Relations and Market Opportunities***

As far as investment, ties between India and Mexico have deepened significantly, driven in large part by Mexico's attractiveness as a production base and India's emergence as a global investor. Indian companies view Mexico as a major investment destination, leveraging Mexico's access to the US–Mexico–Canada Agreement (USMCA) market and its strategic location in North America, with more than 250 Indian companies established in Mexico.

### ***Closing Note***

In summary we invite you and AECCI to explore this incredible country together, under a wide menu of formulas (organized agendas, trade missions, buyers' programs, B2B events, etc.) in order to develop business and shorten the physical distance between India and Mexico.

**Ernesto Wlasiuk, Managing Partner**

**[mexico@newmarkets.com.mx](mailto:mexico@newmarkets.com.mx)**

## AECCI Wings services includes

- Export Wing
- Legal Wing
- HR Support Wing
- Professional Wing
- Business Advice Wing
- Women Wing
- Event & Seminar Wing.

### Contact Us



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## AECCI SERVICES

# EXPERT CONSULTATIONS TO OUR GLOBAL BUSINESS PARTNERS

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India's Gateway to Global  
Trade Collaboration

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## *CS Research Mozambique*



### *About the Firm*

CS Research is a prominent research and consulting firm based in Mozambique. Renowned for its expertise in market intelligence, socio-economic research, and strategic consulting, CS Research plays a vital role in supporting government bodies, development partners, and private entities in making informed decisions and achieving sustainable development outcomes.

### *Scope of Collaboration*

The strategic alliance between AECCE and CS Research aims to strengthen trade ties between India and Mozambique, fostering mutual economic growth and development. This collaboration is designed to provide Indian businesses with localized insights, research support, and trade facilitation services in the Mozambican market.

### *Areas of Cooperation:*

- Facilitating India–Mozambique bilateral trade dialogues and identifying key sectors for collaboration
- Conducting market research and feasibility studies to support Indian exporters and investors entering Mozambique
- Offering consulting and advisory services on trade regulations, compliance, market access, and business development
- Organizing webinars, workshops, and training programs on socio-economic trends, trade policy, and local business dynamics
- Supporting Indian companies through in-market representation and local research support to navigate Mozambique’s business environment
- Assisting in trade missions, exhibitions, and B2B networking events to strengthen commercial engagement.

### **CS Research**

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## ***ADYEL LAW FIRM*** ***Morocco***



### ***About the Firm:***

Adyel Law Firm, a prestigious law firm based in Casablanca, Morocco, renowned for delivering exceptional legal services backed by vast and deep-rooted expertise. This collaboration represents a dynamic and influential alliance, driven by an in-depth understanding of the business needs and legal intricacies faced by traders in their respective regions. The firm is widely recognized for its proficiency in managing high-stakes transactions throughout Morocco and is committed to providing top-tier, commercially driven legal advice. Operating out of Casablanca, Adyel Law Firm has solidified its standing as one of Morocco's leading corporate and commercial law firms.

### ***Scope of Collaboration***

The strategic alliance between AECCI and Adyel Law Firm will be a dependable partner in tackling regional trade challenges by offering tailored legal solutions that address specific local concerns. Focusing on key industries such as Pharmaceuticals & Healthcare, Real Estate, and Construction, this partnership is poised to bolster businesses operating across Morocco and India.

### ***Scope of Collaboration with AECCI:***

- Engaging in mutual trade discussions to address shared challenges
- Crafting frameworks for effective dispute resolution
- Offering expert legal advice on regulatory compliance and policy matters
- Hosting a comprehensive series of online seminars, webinars, training sessions, trade exhibitions, and business forums

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### ***About Essence Trading***

Essence Trading is a diversified trading and consulting company headquartered in Windhoek, Namibia, strategically positioned at the heart of Southern Africa. Our firm was established with the vision of bridging markets, enabling businesses to expand confidently into new territories, and fostering transparent, ethical, and sustainable growth.

***We specialize in providing strategic support to businesses seeking entry into Southern African markets, with a focus on operational excellence and compliance. Our expertise spans:***

- **Company Incorporations and Tax Advisory:** We provide end-to-end support for businesses establishing a legal presence in Namibia and Southern Africa. This includes guidance on selecting the most suitable corporate structure, preparing incorporation documents, and ensuring compliance with local company laws. In addition, our tax advisory services help clients understand regional tax frameworks, optimize their obligations, and maintain transparency with authorities. By combining legal incorporation with sound tax planning, we enable businesses to operate confidently and sustainably from day one.
- **Compliance assistance and documentation support:** In addition to the above, We draft and review contracts, operational plans, and regulatory documents to ensure adherence to local and international standards.

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**Director**  
**Country Representative – Namibia**  
**Essence Trading**  
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- Market-entry guidance and feasibility assessments: We help businesses evaluate opportunities, risks, and competitive landscapes before committing resources.
- Cross-border trade support and regulatory navigation: Our team ensures smooth movement of goods and services across borders by clarifying customs procedures, tariffs, and compliance requirements.
- Distributor and partner identification: We connect clients with reliable local partners, distributors, and stakeholders who align with their long-term vision.

***Export strategy refinement and competitive positioning: We assist exporters in tailoring their strategies to meet regional demand while maintaining global competitiveness.***

### ***Collaboration with AECCEI***

Our collaboration with the AECCEI (Asian Exporters' Chamber of Commerce and Industry) has been transformative. By partnering with AECCEI, Essence Trading has been able to connect African markets, particularly Namibia and the wider Southern African region with Asian exporters seeking reliable entry points.

***AECCI's global platform has provided us with opportunities to:***

- Foster bilateral trade: Strengthening ties between Asia and Africa through structured trade agreements and collaborative ventures.
- Build trust among stakeholders: Ensuring that exporters, importers, and regulators operate within frameworks of transparency and fairness.
- Promote sustainable partnerships: Encouraging long-term engagements rather than short-term gains, thereby creating stability in trade relations.

***Together, Essence Trading and AECCI have underscored the importance of compliance, fair trade practices, and structured communication in international business. This collaboration has not only enhanced our credibility but also positioned Namibia as a gateway for Asian exporters into Southern Africa.***

For example, through AECCI's network, Indian exporters in pharmaceuticals and consumer goods have been introduced to Namibian distributors, while Essence Trading has facilitated regulatory approvals and operational planning. These joint efforts demonstrate how international partnerships can unlock opportunities that benefit both regions.

***Insights for Indian Businesses & Exporters***

Namibia and Southern Africa present promising opportunities for Indian exporters across multiple sectors. The region's growing demand for pharmaceuticals, consumer goods, machinery, and IT services aligns well with India's strengths in manufacturing, innovation, and service delivery.

***We encourage Indian exporters to pursue long-term, partnership-focused engagements, as these yield greater stability and open pathways for expansion. Short-term ventures may provide immediate returns, but they often lack the resilience needed to withstand market fluctuations.***

By combining AECCEI's global reach with Essence Trading's regional expertise, Indian businesses can unlock new avenues of growth while strengthening trade ties between Asia and Africa. For instance:

- **Pharmaceuticals:** Namibia's healthcare sector is expanding, with demand for affordable, high-quality medicines. Indian exporters can meet this need while adhering to strict compliance standards.
- **Consumer goods:** Rising middle-class populations in Southern Africa are driving demand for diverse consumer products. Indian exporters can leverage competitive pricing and quality to capture market share.
- **Machinery and industrial equipment:** Infrastructure development projects across the region require reliable machinery. Indian manufacturers can supply cost-effective solutions tailored to local needs such as agricultural, construction and mining machinery required in Namibia.
- **IT services:** As digital transformation accelerates, opportunities exist for Indian IT firms to provide software, support, and training to businesses and governments.

***Ultimately, the path to success lies in partnerships built on trust, compliance, and shared growth objectives. Essence Trading stands ready to guide Indian exporters through this journey, ensuring that their expansion into Southern Africa is both profitable and sustainable.***

***For Asian exporters, Namibia and Southern Africa represent fertile ground for expansion. With Essence Trading's guidance, businesses can navigate regulatory frameworks, establish reliable partnerships, and achieve sustainable growth. By embracing long-term strategies and leveraging the combined strengths of AECCEI and Essence Trading, Indian businesses can not only expand their footprint but also contribute to stronger trade ties between Asia and Africa.***

## ***ADEOLA OYINLADE & CO.*** ***Nigeria***



**ADEOLA OYINLADE & CO**

### ***About the Firm***

Adeola Oyinlade & Co., a premier law firm based in Lagos, Nigeria, renowned for delivering exceptional legal services backed by vast and deep-rooted expertise. Firm is widely recognized for its proficiency in managing high-stakes transactions throughout Nigeria. The firm is committed to providing top-tier, commercially driven legal advice. Operating out of Lagos, it has solidified its standing as one of Nigeria's leading corporate and commercial law firms, owing to its steadfast dedication to personalized client care and the delivery of insightful, commercially sound legal guidance.

### ***Scope of Collaboration***

The strategic alliance between AECCI and Adeola Oyinlade & Co. will serve as a dependable partnership in addressing regional trade challenges by offering tailored legal solutions that respond to specific local concerns. With a focus on key industries such as Pharmaceuticals & Healthcare, Education, and Construction, this partnership is poised to bolster businesses operating across Nigeria and India.

### ***Areas of Cooperation***

1. Engaging in mutual trade discussions to address shared challenges.
2. Crafting frameworks for effective dispute resolution.
3. Offering expert legal advice on regulatory compliance and policy matters.
4. Hosting a comprehensive series of online seminars, webinars, training sessions, trade exhibitions, and business forums.

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***Al Alawi & Co.***  
***Oman***

**Al Alawi & Co**

**Advocates & Legal Consultants**

Collaborating with **ANDERSEN GLOBAL**

***About the Firm***

Al Alawi & Co. Advocates & Legal Consultants, a leading law firm in Oman-providing client-oriented, cutting edge, cost-effective legal expertise across a variety of practice areas. .

***Scope of Work.***

Al Alawi & Co. is amongst the most ambitious independent law firms in the Sultanate of Oman and brings together a team of local and international lawyers who have deep expertise and extensive experience in the fields of arbitration and litigation, corporate & commercial, mergers & acquisitions, corporate reorganizations, banking & finance, capital markets, securities, foreign direct investments, construction, real estate & property, infrastructure, projects, energy, oil & gas, privatization, telecommunications & technology, shipping & ship finance, insurance, employment, tax and intellectual property.

***Areas of Cooperation***

1. Trade Facilitation- Enhanced support for navigating trade laws, resolving quality and payment issues, and ensuring compliance with local regulations.
2. Legal Support - Comprehensive legal services including arbitration, dispute resolution, and intellectual property protection.
3. Business Expansion- Assistance with market entry, investment opportunities, and operational guidance in Oman.
4. Knowledge Sharing- Access to joint webinars, workshops, and trade fairs to stay informed about the latest trade practices and opportunities.

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## ***Leverage International (Consultants) Inc. Philippines***



### ***About the Firm***

Leverage International is a premier consultancy firm headquartered in Makati City, Philippines. With over 50 years of operational excellence since its founding in 1975, the firm offers a robust portfolio of research, planning, investment promotion, and technical consultancy services. Its clients span both public and private sectors throughout Asia and globally. The firm is renowned for facilitating foreign investments into the Philippines and enabling smooth market entry for global businesses.

### ***Expertise and Network***

- Investment Promotion & Industrial Planning
- Project Planning & Export Development
- Trade Missions & Conference Organization
- Infrastructure, Transport & Economic Consulting
- Seamless Market Entry with Expert Guidance

***By combining international reach with deep local expertise, Leverage International supports business expansion across Asia by managing large-scale investment projects, advising on regional trade environments, and helping build strategic alliances.***

### ***Through the cooperation, AECCI and Leverage International aim to:***

- Support exporters and importers from both India and the Philippines
- Assist Indian businesses with investment facilitation, licensing, and company verification in the Philippines
- Provide support in arbitration, contract drafting, brand/trademark registration, and compliance matter.
- Offer expert advice on market entry strategy, partnership structuring
- Promote Indo-Philippine trade through joint business development initiatives

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## *Morawski & Partners Law Firm Poland*

### *About the Firm*

Morawski & Partners Law Firm is widely recognized for their proficiency in managing high-stakes transactions throughout Poland. They are committed to providing top-tier, commercially driven legal advice. Operating out of Warsaw, the firm has solidified its standing as one of Poland's leading corporate and commercial law firms, thanks to a steadfast dedication to personalized client care and delivering insightful, commercially sound legal guidance.

### *Scope of Collaboration*

The strategic alliance between AECCEI and Morawski & Partners Law Firm will be a dependable partner in tackling regional trade challenges by offering tailored legal solutions that address specific local concerns. Focusing on key industries such as Pharmaceuticals & Healthcare, Commercial, Real Estate and Construction, Banking, and Taxation, this partnership is poised to bolster businesses operating across Poland and India.

### *Areas of Cooperation*

The collaboration spans a wide array of joint initiatives, including:

1. Engaging in mutual trade discussions to address shared challenges.
2. Crafting frameworks for effective dispute resolution.
3. Offering expert legal advice on regulatory compliance and policy matters.
4. Hosting a comprehensive series of online seminars, webinars, training sessions, trade exhibitions, and business forums.

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**Portugal**

**Porto · Lisboa · Faro**



## ***Introduction***

We are a multicultural law firm based in Portugal, with offices in Lisbon, Porto, and Faro. The majority of our clients are foreign nationals, and our team includes lawyers fluent in Portuguese, English, Spanish, and French.

## ***Collaboration with AECCI***

Associations like AECCI are excellent for networking and for building bridges between professionals.

## ***Focus areas of Service***

We handle a wide range of investment matters in Portugal, including real estate acquisitions, company incorporations, and the establishment of branches with access to the EU market. We also assist with labour law matters and migration cases, as well as Portuguese Nationality applications.

## ***Additional Insights***

Portugal's economy is growing faster than much of the rest of Europe, and a thriving Indian community is already well established here. If your company is considering EU investments or establishing a presence within the European Union, Portugal is an excellent option, and we can certainly assist you and the company that you may represent in that endeavour.



**BOOKINGS OPEN**

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OUR COLLABORATOR PARTNERS  
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Event Hosted by Asian Exporters' Chamber of Commerce and Industry (AECCI)

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### ***Bridging Nations, Building Partnerships:***

### ***IWOMEN ASIA and AECCI Forge a Powerful Corridor for Indo-Singapore Trade***

In an era defined by global interconnectedness, the ability to bridge nations and build robust, trustworthy partnerships is the cornerstone of international business success. It is within this dynamic landscape that strategic alliances between visionary service providers and influential trade bodies are creating unprecedented opportunities for growth.

One such promising partnership is between IWOMEN ASIA LLP, a premier corporate business solutions provider from Singapore, and the Asian Exporters' Chamber of Commerce & Industry (AECCI), a catalyst for global trade.

This collaboration is set to redefine how Indian businesses and exporters access and thrive in the vibrant markets of Southeast Asia and beyond.

### ***Introducing IWOMEN ASIA LLP: Your Gateway to Southeast Asia***

Headquartered in the heart of Singapore's financial district, IWOMEN ASIA LLP is a specialized firm offering an integrated suite of professional services designed to smooth the path for foreign enterprises. Their expertise spans four critical areas:

- Trade Financing Solutions : Connecting you with our global network of banking partners to secure funding for your import and export operations.

# **iWomen**

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**info@iwomen.org**  
**https://iwomen.org**



- Banking & Financial Services: Facilitating seamless access to Singapore's world-class banking institutions and financial products.
- Trade Management Services: Providing end-to-end support for cross-border transactions, logistics, and supply chain coordination.
- Corporate Secretarial Services: Ensuring full compliance with Singapore's renowned robust and transparent regulatory framework.

***IWOMEN ASIA operates on a philosophy of empowerment, guiding businesses through the complexities of international expansion with precision and local insight.***

### ***A Strategic Alliance: IWOMEN ASIA and AECCI***

The association with AECCI is a natural and powerful synergy. AECCI, with its vast network and mission to foster commerce across continents, provides the platform, while IWOMEN ASIA delivers the on-the-ground expertise and execution capability. This partnership is more than a mere agreement; it is a functional bridge connecting the entrepreneurial spirit of India with the strategic hub of Singapore.

The effectiveness of this association lies in its complementary strengths. AECCI identifies and promotes high-potential trade opportunities, and IWOMEN ASIA provides the actionable pathway to realize them. For Indian members of AECCI, this means having a trusted, pre-vetted partner ready to assist the moment an opportunity arises.

The model is not just effective; it is profoundly promising, creating a streamlined, low-friction conduit for trade and investment.

***Unlocking Opportunities for Indian Businesses and Exporters***  
***For Indian businesses and exporters looking to scale internationally, the IWOMEN ASIA and AECCI partnership offers a compelling value proposition. Here's how Indian enterprises stand to benefit:***

- 1. Effortless Market Entry:** Setting up a corporate entity in a new country can be daunting. IWOMEN ASIA manages the entire process, from company incorporation and registration to ensuring ongoing statutory compliance, allowing Indian businesses to establish a credible international presence quickly and correctly.
- 2. Access to Global Finance:** Singapore is one of the world's leading financial centres. IWOMEN ASIA assists Indian firms in navigating the banking landscape, opening corporate accounts, and accessing a wide range of financial services and foreign currency facilities, which is crucial for managing international cash flow.
- 3. Mastering Cross-Border Trade:** The complexities of international shipping, customs, and documentation can hinder even the most promising export deals. IWOMEN ASIA's trade management services handle these logistical challenges, ensuring that goods move smoothly from India to destination markets.

### ***Leveraging Singapore's Unique Position in Global Trade***

The true power of this partnership is amplified by Singapore's unparalleled strategic position. For AECCI members, this opens up a world of opportunities:

- **A Premier Financial & Maritime Hub:** Singapore's stable economy, strong legal system, and open business policies make it the ideal headquarters for regional operations. Its status as a top maritime centre ensures excellent connectivity and logistics efficiency for goods moving across the globe.
- **A Gateway to China and Beyond:** Singapore's deep cultural, linguistic, and economic ties with China provide an invaluable advantage.

Indian businesses can use their Singapore entity as a trusted base to engage with Chinese partners, manage sourcing, and navigate the nuances of Sino-foreign trade with greater ease and confidence.

- **The Epitome of Cross-Border Efficiency:** Singapore is built for international trade. Its legal and financial systems are designed to handle complex cross-border transactions with transparency and efficiency.

***By partnering with IWOMEN ASIA, Indian businesses inherently inherit this capability, allowing them to transact with partners across Southeast Asia, China, and the wider world with reduced risk and enhanced trust.***

### ***A Partnership for the Future***

The collaboration between IWOMEN ASIA LLP and AECCI is a testament to the power of strategic partnership. It effectively bridges the geographical and procedural gap between India and the dynamic markets of Asia.

***For the visionary Indian exporter or business, this alliance is more than a service—it is a strategic advantage. It is an invitation to explore, establish, and excel in one of the world's most promising economic regions, backed by a foundation of local expertise and a shared commitment to mutual success. The bridge is built; the pathway is clear. The future of trade is about collaboration, and the opportunity to partner is here.***

*EU-India Free Trade Agreement (FTA)*  
*Widely described as the "mother of all deals."*  
*Signed on 27 January 📍 Place: New Delhi, India*  
\*\*\*\*\*

India and the European Union (EU) have concluded negotiations on a long-pending Free Trade Agreement after nearly two decades of talks, marking one of the most significant trade pacts in each side's history.

The pact covers trade in goods and services, investment, customs facilitation, and regulatory cooperation.

### **Tariff Relaxation & Market Access**

- The EU will eliminate or sharply reduce tariffs on about 96–97% of its goods exported to India, including machinery, aircraft, chemicals, and pharmaceuticals, saving up to €4 billion annually in duties.
- India will cut tariffs on ~90–93% of its bilateral trade value over a phased period, opening sectors such as automobiles, wines & spirits, and processed foods.

### **Sectors Included:**

- Indian exporters (textiles, gems & jewellery, chemicals, leather products, electronics) stand to benefit from lower duty barriers and better access to the large EU market.
- EU firms expect enhanced entry to India's market, particularly in automotive, machinery, and capital goods sectors.

### **Sectors Excluded:**

• Sensitive agricultural products and certain farm items have been excluded or given prolonged adjustment periods to protect domestic interests.

### **Implementation**

- The agreement still requires legal approvals (European Parliament, EU member states, and India's cabinet) and is expected to be implemented by late 2026–early 2027.

**The FTA is expected to boost bilateral trade, diversify export markets for Indian industry, reduce tariff barriers, and support growth, jobs, and investment flows on both sides.**

\*\*\*\*\*



## ***SWEDEN AND INDIA: TURNING COLLABORATION INTO OPPORTUNITY***

### ***Preamble:***

As the world embraces new forms of partnership and sustainable trade, the bridge between Sweden and India is growing stronger than ever. With innovation and collaboration at its heart, this bridge offers Indian companies a gateway to one of Europe's most dynamic and progressive markets – and TBR Consulting AB, in partnership with AECCI, is helping to make that journey both strategic and successful.

### ***A BRIEF OVERVIEW OF OUR FIRM***

For more than two decades, TBR Consulting AB has guided international companies through the complexities of entering and thriving in the Swedish and Nordic markets.

Founded in 2001 and headquartered in Sweden, our firm has built a reputation for commitment, integrity, and tangible results.

Our focus has always been simple, but powerful – to help businesses grow sustainably. Through a blend of market insight, strategic planning and hands-on execution, we work across industries to design market entry strategies that deliver measurable impact.

Or, as I often put it:

***“We take pride in delivering first-class services. Our clients praise our strong commitment and the concrete results delivered.”***

## **TBR Consulting**

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**Managing Director & Senior Consultant**  
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**Email: [tbr@tbrconsulting.se](mailto:tbr@tbrconsulting.se)**  
**Internet: [www.tbrconsulting.se](http://www.tbrconsulting.se)**



### ***A Partnership rooted in Purpose***

The collaboration between TBR Consulting AB and the Asian Exporters' Chamber of Commerce & Industry (AECCI) represents a shared commitment to global connectivity. As AECCI's official consulting partner for business development in Sweden, we act as the local counterpart for Indian companies seeking to expand into Sweden and the wider Nordic region.

This partnership is not just about market entry; it is about building confidence – offering Indian exporters the structure, guidance and local understanding needed to succeed in a new environment. ***Together with AECCI, we are turning the magazine's theme, "Bridging Nations. Building Partnerships." into a reality by connecting India's entrepreneurial drive with Sweden's innovation ecosystem.***

### ***Sweden: A Gateway to the Nordics***

For Indian businesses, Sweden offers far more than a European base – it is a launchpad into a high-value, innovation-driven region. Known for its world-leading industries in technology, life sciences, manufacturing, clean energy and sustainable solutions, Sweden provides fertile ground for partnerships and growth.

### ***Key opportunity areas include:***

- Green Technology & Renewable Energy – Sweden’s ambitious climate agenda creates opportunities for collaboration with Indian cleantech firms.
- ICT & Software Development – Indian IT companies can thrive in Sweden’s tech-forward environment, partnering with world-class innovators.
- Healthcare & Life Sciences – With its strong R&D infrastructure, Sweden is a natural match for India’s pharmaceutical and medical device sectors.
- Engineering & Advanced Manufacturing – Indian manufacturers can align with Sweden’s demand for high-quality, precision-driven solutions.
- Food & Agri Products – Swedish consumers increasingly seek sustainable and authentic global food products – an area of strong Indian capability.

### ***Turning Vision into Results***

At TBR Consulting, we make market entry practical, measurable and effective. Our most in-demand services for international clients – and now available to AECCI members – include:

- ·Market Entry & Expansion Strategy
- ·Market and Competitor Analysis
- ·Partner / Distributor Search & Evaluation
- ·Customer / Buyer Prospecting
- ·Company Registration & Local Set-up

***Complementary services such as marketing campaigns, PR and promotion activities, exhibition support, trade missions and regulatory guidance ensure that every phase of market development is covered.***

*Each project is fully customised, based on our proven methodologies and deep understanding of local market dynamics. This structured approach has helped businesses from across Europe and Asia achieve sustainable export growth – and now, through our AECCI collaboration, we look forward to doing the same for Indian enterprises.*

***“TBR Consulting provided us with actionable strategies that opened entirely new markets. Their insight and integrity built immediate trust – and delivered results.”***

That trust-based, results-oriented ethos defines everything we do.

### ***WHY PARTNER WITH TBR CONSULTING THROUGH AECCI***

For Indian exporters, the path into Sweden can seem complex – different regulations, languages and business culture. But with the right partner, those challenges become opportunities.

Through our AECCI partnership, we help Indian companies:

- Identify high-potential markets and sectors
- Build relationships with reliable distributors and customers
- Establish operations and comply with local regulations
- Develop long-term strategic alliances with Swedish and Nordic firms

The outcome is not just market access – it is market success, achieved through insight, structure and trusted collaboration.

### ***BUILDING THE FUTURE, TOGETHER***

The future of India–Sweden trade is full of promise. Both nations share a passion for innovation, entrepreneurship and sustainable development – the essential ingredients for meaningful, long-term growth.

As AECCI continues to expand its global reach, TBR Consulting AB is proud to stand as its strategic partner in Sweden, helping Indian businesses take confident steps into new markets.

***Together, we are not only bridging nations, but also building partnerships that last – partnerships grounded in shared values, mutual respect and a vision of global success.***



### ***A BRIEF OVERVIEW OF OUR FIRM***

Oftex was founded in 2003 and since then, has helped more than 500 companies to sell their products abroad. We are certified by the Spanish Government (ICEX) for developing Internationalization Strategic Plans for many exporters. For foreign exporters we help them to enter the Spanish and European market. We also have developed foreign trade apps.

### ***OUR PERSPECTIVE ON THE COLLABORATION WITH AECCI***

We are looking to build a long term mutually beneficial relationship with AECCI and its members so we can find synergies and foster foreign trade.

### ***KEY AREAS OF EXPERTISE RELEVANT TO INDIAN BUSINESSES AND EXPORTERS***

- Online software that creates customized importer lists, makes market selection instantly and an export diagnosis of each exporter.
- Market research to find partners in Spain.
- Arrange appointments with partners interested in collaborating with Indian businesses.
- Barriers to enter Spanish market.



**Pablo Gómez**

**Founder – CEO**

**Oftex Internacionalización, S.L.**

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**[oftex.es](http://oftex.es)**

**[exportest.es](http://exportest.es)**

### ***INSIGHTS ON THE BUSINESS LANDSCAPE AND OPPORTUNITIES IN SPAIN***

- Spanish partners are willing to meet new suppliers that offer something new or with value.
- Spanish consumers look for good quality products at a reasonable price.
- We love technological products, we also begin to care for sustainable products and services.
- We see a great potential for TIC companies that develop Artificial Intelligence agents.

***Spanish partners are willing to meet new suppliers that offer something new or with value. Spanish consumers look for good quality products at a reasonable price.***

***We love technological products, we also begin to care for sustainable products and services. We see a great potential for Tic companies that develop Artificial Intelligence agents.***

## *Legal Line Law Chambers South Sudan*



### *About the Firm*

Legal Line Law Chambers, a foremost South Sudan law firm celebrated for its superior legal services across a broad spectrum of industries. This alliance embodies a strong partnership motivated by deep insight into the business requirements and legal complexities faced by traders in their respective territories.

It is a leading corporate law firm known for its expertise in international trade disputes, corporate law, intellectual property, and regulatory compliance. With a team of experienced professionals, the firm provides exceptional legal counsel and solutions, making it a trusted partner for businesses seeking reliable legal support.

### *Scope of Collaboration*

AECCI partnership with Legal Line Law Chambers in South Sudan is to offer invaluable assistance to traders in the face of challenges and disputes. Our mutual partnership is dedicated to supporting exporters and importers in the trade industry, ensuring a smoother journey for your business.

### *Areas of Cooperation:*

- **Trade Facilitation:** Enhanced support for navigating trade laws, resolving quality and payment issues, and ensuring compliance with local regulations.
- **Legal Support:** Comprehensive legal services including arbitration, intellectual property protection, and dispute resolution.
- **Business Expansion:** Assistance with market entry, investment opportunities, and operational guidance in South Sudan.
- **Knowledge Sharing:** Access to joint webinars, workshops, and trade fairs to stay informed about the latest trade practices and opportunities.

**Legal Line Law Chambers**

**South Sudan**

**+211 921 648 642, +211 915 432 132,**

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## *Juliyans Associates Sri Lanka*



### *About The Firm*

Juliyans Associates, a leading law firm in Sri Lanka offering services of top-notch quality for more than a decade, based on their comprehensive and deep-rooted understanding of diversified areas of Law. This strategic alliance manifests a robust and dynamic collaboration underpinned by an insightful understanding of the commercial pressures and legal subtleties faced by traders in their respective markets.

It is a leading Sri Lanka-based, innovation-driven, full-service law firm with a broad spectrum of domestic and international clientele. The firm is dedicated to crafting high-quality legal solutions that are attentively tailored to meet individualized requirements.

### *Purpose of Collaboration*

This collaborative effort enables AECCI and Juliyans Associates to provide specialized assistance in addressing region-specific trade issues faced by respective clients, including industries such as Agriculture, Pharmaceutical, Chemical, and various other sectors that predominantly conduct their business operations in Sri Lanka.

This partnership represents a major evolution in enhancing global legal connections, cultivating strong relationships, and advancing shared objectives.

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### ***A BRIEF OVERVIEW OF OUR FIRM***

ILAWASIA is a full-service law firm headquartered in Bangkok, Thailand, with a strong presence across Southeast Asia. We specialize in providing comprehensive legal solutions to domestic and international clients, with a focus on commercial law, corporate advisory, dispute resolution, intellectual property, tax, labor law, power, energy, major projects, and cross-border transactions. Our team of experienced lawyers is committed to delivering strategic, practical, and culturally attuned legal services that support business growth and compliance.

### ***OUR PERSPECTIVE ON THE COLLABORATION WITH AECCE***

We are honored to collaborate with AECCE, a dynamic organization that plays a vital role in promoting trade and investment across Asia. This partnership fosters meaningful connections between legal and business communities, enabling smoother market entry, regulatory navigation, and dispute resolution for exporters and investors. Through joint initiatives, we aim to empower businesses with legal clarity and strategic insights, enhancing confidence and competitiveness in regional markets.

# iLAW

— A S I A —

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## **KEY AREAS OF SERVICE OR EXPERTISE RELEVANT TO INDIAN BUSINESSES AND EXPORTERS**

- Foreign Direct Investment (FDI) Advisory: Guidance on investment structures, regulatory compliance, and incentives in Thailand and ASEAN.
- Corporate & Commercial Law: Company formation, joint ventures, M&A, taxation, and contract drafting tailored to cross-border operations.
- Tax and International Tax Legal Services: In-depth tax advisory for cross-border transactions, foreign remittances, and corporate structuring between India and Thailand, as well as the wider ASEAN region, including double taxation agreements (DTAs), tax implications, and the evolving Thai foreign income tax regime.
- Intellectual Property Protection: Patent and Trademark registration, enforcement, and anti-counterfeiting strategies across Southeast Asia.
- Dispute Resolution: Arbitration and litigation support for commercial conflicts, including trade and contractual disputes.
- Labor & Immigration Law: Assistance with employment regulations and work permits for Indian professionals and executives.
- Energy & Major Projects: Legal advisory for infrastructure, energy, and public-private partnership (PPP) projects, including regulatory compliance, project finance, and environmental law



## ***INSIGHTS FOR INDIAN BUSINESSES EXPLORING OPPORTUNITIES IN THAILAND***

- India and Thailand share deep historical, cultural, and trade connections that are now expanding into new economic frontiers across Southeast Asia.
- Thailand serves as a strategic hub for ASEAN, offering strong logistics infrastructure, competitive tax incentives, and regional trade agreements to access fast-growing markets in Laos, Myanmar, Cambodia, and Vietnam.
- Sectors such as renewable energy, food and beverage manufacturing, digital trade, healthcare products, medical devices, and agritech present significant investment potential.
- Establishing an early presence in Thailand facilitates regional expansion, strengthens supply chain resilience, and builds long-term cross-border partnerships.

***We look forward to continuing our collaboration and contributing to AECCI's mission of building global partnerships.***



**Legal Wing**  
**Export Wing**  
**Women Wing**  
**HR Support Wing**  
**Professional Wing**  
**Business Advice Wing**  
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**AECCI Wings**  
**AECCI FOR ADVOCACY**

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0091-8433720996 [www.aecci.org.in](http://www.aecci.org.in)



**Human Resource Wing** >>> **AECCI FOR ADVOCACY**

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What HR Solution does AECCI Provide?

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- Managing Apprentices
- Calculating Settlement Agreements

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### ***A brief introduction about your organization***

STECIA International is a consulting firm specialized in trade development and market access for small and medium-sized enterprises (SMEs). The company supports business internationalization through a comprehensive range of services, including market intelligence, export strategy design, capacity building, and the facilitation of B2B linkages between exporters and international buyers.

Over the past years, STECIA International has successfully implemented numerous projects funded by international donors such as the EU, WB, CBI, and GIZ, helping hundreds of SMEs -particularly in the agri-food and specialty products sectors - expand into new markets across Europe, Africa, the Gulf region, and North America. Its approach combines in-depth sector expertise with hands-on field support to foster sustainable and competitive SME integration into global value chains.

### ***Your views on collaboration with AECCI and the benefits it brings to the business community***

STECIA International views its collaboration with AECCI as a strategic partnership that can significantly strengthen trade and investment ties between India and North Africa. By combining AECCI's extensive network of Indian exporters with STECIA's deep market expertise and institutional presence across the region, this cooperation creates a solid platform for



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business matchmaking, trade promotion, and knowledge exchange. Together, both organizations can facilitate targeted trade missions, buyer-seller meetings, and training programs to help companies identify opportunities, meet compliance requirements, and expand sustainably. In addition, the partnership can provide joint support in addressing trade disputes, contract issues, and intellectual property protection, ensuring that exporters operate in a secure and transparent business environment. This collaboration ultimately benefits the wider business community by fostering mutual growth, diversification of export markets, and stronger South-South cooperation between India and Africa.

***Key focus areas of service or expertise your organization offers that could benefit Indian businesses and exporters.***

STECIA International helps Indian businesses translate export ambitions into concrete commercial results in North Africa. The firm supports exporters by conducting detailed market opportunity assessments to identify the most promising product segments and distribution channels in countries such as Tunisia, Algeria, Morocco, Egypt and Libya. It organizes B2B matchmaking missions and buyers-sellers meetings that connect Indian suppliers directly with vetted importers, distributors, and retailers. STECIA also assists companies in navigating import procedures, labeling, and certification requirements, ensuring products comply with regional standards.

In addition, the firm offers branding and market positioning support, helping exporters adapt their offer and communication to North African consumer preferences. Drawing on years of field experience in trade facilitation projects funded by international donors, STECIA International provides Indian exporters with a trusted platform to enter and scale up in the North African market efficiently and sustainably.

***Any additional insights or useful information for the Indian business community interested in exploring opportunities in your region***

North Africa offers a growing and strategically positioned market for Indian exporters seeking to expand their footprint beyond traditional destinations. With a combined population of over 200 million, a rapidly developing consumer base, and preferential trade agreements with both African and European markets, the region serves as a gateway to Africa and the EU. Key sectors such as agri-food, pharmaceuticals, renewable energy, ICT, and light manufacturing present strong potential for collaboration and investment.

Indian companies can leverage North Africa's improving logistics infrastructure and industrial zones for joint ventures, co-packing, or regional distribution hubs.

***STECIA International encourages businesses to adopt a long-term partnership approach, working closely with local partners to adapt to market conditions, regulatory frameworks, and consumer preferences – a strategy that ensures resilience, trust, and sustainable growth in the region.***



**AECCI  
Legal  
Wing**



**AECCI  
FOR  
ADVOCACY**

AECCI-Legal Wing is dedicated to providing comprehensive and specialized legal services tailored to the complexities of international trade and commercial business.

**The Legal wing:**

- Consist of the expert professionals.
- Goes hand-in-hand throughout your business journey,
- Assists in making the initial procedures easier for you.
- Takes care of complexity of expansion of business



**BOOK YOUR MEETING NOW**



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**www.aecci.org.in**



### ***About the Organisation***

NMR Legal is a Türkiye-based commercial law firm specialized in securing cross-border operations for both industrial and digital sectors. We act as a regulatory partner for international clients, bridging the gap between traditional industries—such as defense engineering and manufacturing—and emerging technologies like AI, Crypto-assets, and Gaming. Our approach is technical and pragmatic, focusing on risk mitigation and operational continuity in the Turkish market.

### ***Collaboration with AECCI***

We recognize AECCI as a highly professional body dedicated to safeguarding its members against the pitfalls of international trade. We see our collaboration with AECCI as a strategic link to simplify the regulatory complexities between the Indian and Turkish markets. This partnership provides the business community with immediate access to verified legal expertise, ensuring that trade ambitions are not stalled by compliance hurdles.

### ***NMR's Expertise***

Our expertise is tailored to complex regulatory environments.



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**W. [nmr.legal](http://nmr.legal)**

We provide specialized EXIM counsel for the-  
Manufacturing sector—specifically regarding customs protocols for  
Machinery (HS 84/85), Alloys, and Furniture—as well as strict  
compliance  
for the Defense industry.

On the digital front, we guide businesses through Türkiye's evolving  
AI and Crypto-asset licensing and Gaming regulations, ensuring that  
both physical goods and digital services meet local legal standards

***Türkiye has a tightening regulatory framework to align with  
European standards. This approach provides swift access to EU  
markets. We advise Indian exporters to move beyond standard  
international contracts and invest in localized legal agreements  
that account for specific Turkish customs codes and liability laws.***

## *ANGLO THAI LEGAL*

### *Thailand*



### *A BRIEF OVERVIEW OF OUR FIRM*

Anglo-Thai Legal is a leading international law company with a broad spectrum of domestic and international clientele. The firm's scope of legal services encompasses a wide array of expertise, including Company Incorporation, Commercial Contracts, Trade (Import & Export), Intellectual Property, and many more.

### *Key Benefits of the Collaboration*

**Enhanced Legal Support-** Members will have access to robust and comprehensive legal services across multiple jurisdictions in Asia and Europe. This ensures that their commercial and civil interests are well protected. Whether dealing with corporate law, intellectual property rights, or dispute resolution, members can rely on expert legal guidance tailored to their specific needs. The support extends to both preventive legal measures and active representation in legal proceedings.

**Seamless International Trade Relations-** The collaboration will facilitate smoother and more efficient international trade operations, helping members navigate complex legal landscapes with ease.

**Expertise and Experience-** By leveraging Anglo Thai Legal's extensive experience and practical approach, members can benefit from high standards of professionalism and excellence in legal matters.

**Cost-Effective Solutions-** Members will benefit from high-quality legal services at competitive prices, providing excellent value for their investments. The collaboration aims to offer cost-effective solutions without compromising service quality. This approach makes comprehensive legal support more accessible, particularly for small and medium-sized enterprises.

### **ANGLO-THAI LEGAL**

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## ***VICTORY ATTORNEYS & CONSULTANTS*** ***Tanzania***



### ***About the Firm***

Victory Attorneys & Consultants is a distinguished Tanzanian law firm, to provide strategic legal support and consultancy services to the businesses.

Firm is recognized as one of the premier law firms in Tanzania, specializing in various sectors including Oil & Gas, Technology, Mining, and more.

### ***Scope of Collaboration***

The partnership is dedicated to empowering traders and businesses in India and Tanzania, offering invaluable assistance to navigate challenges and resolve disputes effectively.

AECCI and Victory Attorneys & Consultants join forces to support exporters and importers in the trade industry by providing guidance on quality standards, payment mechanisms, and other crucial trade aspects.

### ***Organizing Joint Events***

AECCI and Victory Attorneys & Consultants actively engage in organizing joint events and activities, enhancing the business environment for members in both regions.

### ***Professional Interpreters and Support***

The collaboration includes arranging proficient interpreters as necessary to facilitate seamless communication and understanding between parties involved in trade activities.

**Victory Attorneys & Consultants**  
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### ***A BRIEF OVERVIEW OF THE FIRM***

Go Exporting Ltd is a UK-based specialist export consultancy dedicated to helping businesses expand internationally – profitably, strategically, and with clarity.

Our services span the full export journey: from export-readiness assessment, market intelligence, and strategy design, to implementation and partner/distributor search.

We act as an export department-on-demand, enabling companies to focus on growth while we manage the complexities of new market entry.

#### ***Go Exporting supports:***

- New exporters exploring international opportunities,
- Established exporters seeking to scale operations, and
- Trade bodies or government agencies requiring export-development expertise.

***Founded on deep practical experience, our mission is simple – to make export success faster, more predictable, and more profitable for every client.***

### ***OUR PERSPECTIVE ON THE COLLABORATION WITH AECCI***

The collaboration between Go Exporting and the Asian Exporters' Chamber of Commerce & Industry (AECCI) brings together complementary strengths to benefit the Indian business community.

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**AECCI**, a non-profit organization recognized by India's Ministry of Commerce & Industry, plays a vital role in supporting private-sector trade and reducing business friction.

By aligning with AECCI, Go Exporting extends its UK and European expertise to Indian exporters – offering them structured pathways to market access, partner identification, and regulatory readiness.

This collaboration enables Indian exporters to approach the UK and wider European markets with confidence, leveraging the combined insights and networks of both organizations.

### ***KEY AREAS OF EXPERTISE RELEVANT TO INDIAN BUSINESSES AND EXPORTERS***

Go Exporting's core service areas that are particularly beneficial for Indian exporters include:

**Export Readiness Assessment-** Evaluating product-market fit, compliance, logistics, and operational capacity – helping Indian firms build strong foundations for UK/EU entry.

**Market Intelligence & Strategy Design** - Providing deep analysis of UK and European markets, competitive landscapes, pricing, and buyer behaviour to guide tailored export strategies.

**Route-to-Market & Partner Search-** Identifying and vetting suitable distributors, agents, or local partners across the UK and Europe, ensuring sustainable and compliant market entry.

**Implementation Support & Project Management-** Offering hands-on support through launch, onboarding, and performance monitoring to ensure timely and efficient market expansion.

Export Expansion / Scaling Up- Supporting experienced Indian exporters through a dedicated “FastTrack to Export Success” programme designed to scale presence and sustain export momentum.

***Together, these services provide Indian companies with a cost-effective and structured approach to building long-term success in the UK and European markets.***

### ***INSIGHTS FOR INDIAN BUSINESSES EXPLORING THE UK MARKET***

For Indian exporters eyeing the UK, the following insights are key to achieving success:

- Understand buyer expectations: UK buyers value product quality, reliability, sustainability, and compliance. Demonstrating these builds trust.
- Address logistics and post-Brexit realities: Plan for customs, VAT, and documentation requirements. Local warehousing and fulfillment partners can help reduce friction.
- Choose the right distribution model: A local presence – through agents, distributors, or stock-holding – often accelerates success.
- Price strategically: Factor in landed costs, distributor margins, and promotional spend to ensure competitiveness and profitability.
- Stay compliant: Ensure adherence to product safety, labelling, recycling, and data regulations in the UK.
- Focus on cultural fit: Prioritize communication clarity, service levels, and mutual expectations when selecting UK partners.
- Leverage networks: Using chambers such as AECCI and UK trade organizations can open doors, reduce risks, and enhance credibility.

***The Go Exporting–AECCI collaboration creates a structured bridge between Indian ambition and international execution – supporting sustainable export growth rather than one-time transactions.***



# AECCI Export Wing



**AECCI's Export Wing provides resource & services to businesses looking to export their products.**

Our Services include:

- Issuance of Certificates of Origin (Non-Preferential).
- Attestation of export/shipping documents.
- VISA Recommendation Letters.
- Export seminars, training & resources
- Trade promotion programs, including domestic and international trade shows.
- Contacts with foreign companies and distributors.
- Resolving Trade Disputes through Mediation, Conciliation and Arbitration.
- Knowledge sharing through Daily Viewpoint, Weekly updates, Monthly and Quarterly Newsletters and Annual Publications.



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**Looking to take your business global? Join us every month as we bring in new country experts to help you grow and thrive in international markets.**

### ✔ What's in it for you?

**Exclusive 30-minute one-to-one consultations with experts from your preferred country.**

**Insights on market trends, trade opportunities, and growth strategies.**

**The perfect chance to connect, learn, and expand your global footprint!**

☎ Register now by calling or emailing us—this is your chance to explore new international trade opportunities and grow with us!

🌍 **Let's take your business to the next level.**



## ***NEX CONSULTANTS UAE***



### ***About the Firm***

Nex Consultants is a highly regarded name in international trade advisory, known for its deep understanding of market dynamics and expertise in international sales and partnership network development. The firm provides tailored solutions to businesses navigating cross-border trade complexities, including in-market representation, business development, capability enhancement, and more. With a client-centric approach and extensive industry experience, Nex Consultants has established itself as a leading trade consultant in Dubai.

### ***Scope of Collaboration***

This strategic alliance between AECCEI and Nex is designed to support businesses in India and the UAE by offering practical insights to trade challenges. With a strong emphasis on trade efficiency and sustainable growth, the partnership will focus on critical areas such as:

- Facilitating bilateral trade discussions to identify and address common challenges.
- Crafting strategies to enhance trade connectivity and optimize logistics.
- Offering expert advisory services on international trade, market access, business development, pricing strategies, supply chain impact, distributor/agency contracting, and more.
- Conducting workshops, webinars, and training sessions tailored for exporters and importers.
- Organizing trade exhibitions and business forums to foster valuable business connections between India and the UAE.
- Strengthening partnerships for in-market representation, acting as a local presence for businesses through sales and marketing support.

### **NEX CONSULTANTS**

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## ***HM&P (Law Firm) - Vietnam***

### ***A BRIEF OVERVIEW OF OUR FIRM***

HM&P is known for its commitment to providing top-tier legal services to businesses of the highest standard. With a focus on professionalism, integrity, and client satisfaction, the firm offers comprehensive legal services in various practice areas including mergers & acquisitions, corporate & investment, banking & finance, dispute resolution, and intellectual property. Renowned for its innovation and cost-effective solutions, the firm plays a pivotal role in ensuring the safe and effective operation of enterprises in Vietnam, catering to both domestic and foreign investors.

### ***Purpose of Collaboration***

This collaboration will focus on addressing region-specific trade issues, strengthening bilateral trade relationships, and providing specialized support in key sectors such as industries, agriculture, pharmaceuticals, and chemicals.

**Areas of Cooperation-** Together, AECCI and HM&P will collaborate across a wide range of important areas, including:

- Resolving trade-related disputes.
- Addressing trade challenges and disputes
- Sharing information on trade laws and regulations
- Assisting in dispute resolution between parties

### ***Conclusion***

AECCI and HM&P are committed to delivering top-notch legal support and innovative solutions to meet the evolving needs of businesses. Together, we strive to achieve excellence in service and foster long-term international cooperation.

#### **HM&P LAW FIRM**

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### ***Unlocking ASEAN for Indian Businesses: Strategic Pathways Through CETA Consulting and AECCI***

As Indian businesses increasingly turn toward Southeast Asia for growth, Vietnam stands out as one of the most compelling markets in 2025. With its dynamic economy, deep integration into global trade agreements, and rapid digital and green transformation, Vietnam has become both a manufacturing powerhouse and a consumer-driven frontier. In this context, strategic partnerships—not just market presence—are the real currency of expansion. This is where the synergy between AECCI and CETA Consulting becomes not just relevant, but game-changing.

### ***CETA Consulting: The Bridge Between Continents***

Founded in the European Union, CETA Consulting is a cross-continental consulting firm focused on EU-Asia business development. With dual pillars in Consulting and Investment, CETA helps businesses not just enter new markets, but co-create ventures across borders.

**Over the past decade**, CETA has played a leading role in connecting Europe and Southeast Asia. The firm's founder and CEO, Mr. Csaba Bundik, brings deep expertise in ASEAN-EU cooperation. He was part of the founding group that initiated the Central and Eastern European Chamber of Commerce in Vietnam (CEEC), co-initiated the ASEAN Angel



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Alliance, and previously led the European Chamber of Commerce in Vietnam (EuroCham Vietnam). He has worked closely with international partners, including the World Bank, Google, and UNDP, to support startup ecosystems in the region.

***CETA’s unique blend of strategic insight, policy experience, and innovation makes it a trusted partner for Indian exporters and investors entering Vietnam and the ASEAN region.***

***AECCI and CETA: More Than a Partnership***

AECCI, as a recognized Indian trade chamber, has long been a connector for exporters and global markets. But its collaboration with CETA marks a shift from information-sharing to joint execution. Through this alliance, Indian exporters gain access to grounded, on-the-ground support in Vietnam—something no webinar or trade fair can replicate.

The value lies in integration. AECCI provides the community, network, and exporter ecosystem; CETA delivers execution, regional intelligence, and strategic deal-making capabilities. Together, they close the loop from interest to implementation—opening up ASEAN’s fast-moving markets to Indian ambition.

**Where the Synergy Matters Most** - Indian companies eyeing ASEAN often find three primary challenges: navigating regulation, identifying trustworthy partners, and adapting to local business cultures.

*This is where CETA's core services come into play:*

- **Market Entry & Business Development:** Tailored matchmaking with distributors, local buyers, and investors; facilitation of licensing and joint ventures.
- **Legal & Compliance Navigation:** Practical guidance on Vietnam's evolving regulatory landscape, customs procedures, and FTA advantages.
- **Cultural Mediation:** Bridging differences in negotiation styles, leadership expectations, and sales approaches—especially critical in a relationship-driven business environment like Vietnam.

***For sectors such as electronics, agritech, clean energy, and IT services—where India already holds comparative strengths—CETA's localized strategies help Indian companies not only land but thrive.***

### ***Looking Ahead: Recommendations for Indian Business Leaders***

For Indian exporters and investors, Vietnam should not be viewed as a one-time sales destination but as a strategic entry point into ASEAN's 600-million-person market. However, success requires more than product readiness—it requires regional insight, compliance fluency, and strategic partnerships.

CETA Consulting, in collaboration with AECCEI, offers precisely this platform. Through it, Indian businesses gain not only information but transformation—turning market potential into market presence.

***The recommendation is clear: leverage institutions that offer both network and know-how. In the next 3–5 years, this kind of cross-regional collaboration will no longer be a competitive advantage; it will be a necessity.***



## AECCI-IAC – Arbitration Education Platform

Welcome to the **AECCI-IAC Arbitration Education Platform**

**Registration is now open** for our new academic initiative, featuring courses designed in collaboration with **expert arbitrators and leading international partners** to provide high-quality learning experiences.

### Our Programs Include:

- **Friday Webinar Series – Arbitration:** Engaging online workshops and webinars covering contemporary arbitration topics.
- **Special Digital and In-House Learning Programs for Law Students:** Tailored sessions to enhance practical understanding of arbitration and dispute resolution. Conducted in college/university premises or digitally.
- **Customized Workshops for Law Professionals:** Conducted on request for groups of legal practitioners- in their premises or digitally.
- **Special Sessions in Association with International Law Firms:** Gain global insights and exposure from leading arbitration experts.

### Important Information:


**Contact:** For more details, reach out to the AECCI Legal Wing at  
**Tel- 8433720996, email- legal@aecci.org.in**

**Group Discounts:** Special rates available for group bookings.

**Terms & Conditions:** By registering, you acknowledge and accept the AECCI-IAC Terms & Conditions.

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## *Prae Legal Uzbekistan Uzbekistan*



### *About the Firm*

PraeLegal Uzbekistan is one of the largest law firms in Uzbekistan and among the select few Uzbek international law firms with profound experience in international litigation and arbitration. The firm remains unwavering in its commitment to offering high-caliber legal solutions that are meticulously adapted to address precise client needs.

### *Scope of Collaboration*

This strategic collaboration between AECCI and PraeLegal Uzbekistan International Law Firm will act as a steadfast ally in tackling regional trade challenges by delivering specialized support to address problems specific to those areas. With a focus on sectors such as Pharmaceuticals & Healthcare, Education, and Construction, this partnership aims to boost businesses operating in Uzbekistan and India.

### *Areas of Cooperation*

***Our partnership will involve an extensive range of activities, including:***

1. Collaborative trade discussions to address shared challenges
2. Devising frameworks for effective dispute resolution
3. Providing expert counsel on regulations and policy matters
4. Coordinating a comprehensive series of online seminars, webinars, training events, trade exhibitions, and business gatherings

***This collaborative effort signifies a critical advancement in solidifying global legal ties, nurturing effective relationships, and furthering common objectives between AECCI and PraeLegal Uzbekistan International Law Firm.***

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## *Omni Trade Co. Ltd: Yemen*



### *About the Firm*

Omni Trade Co. Ltd., established in 2003 and headquartered in Sana'a, Yemen, is a pioneering consulting firm recognized for delivering integrated, high-impact solutions across diverse economic and development sectors. With a strong mission to bridge local needs with world-class expertise, the firm operates both within Yemen and internationally, serving clients across the United States, Europe, India, Pakistan, Egypt, Jordan, and beyond.

### *Scope of Service*

Its multidisciplinary service portfolio spans legal & legislative consultancy, financial and banking advisory, business and investment guidance, engineering and technical support, energy, oil & gas, renewable energy, ICT, logistics, trade facilitation, healthcare, industrial development, and infrastructure optimization.

### *Areas of Cooperation*

- Facilitating mutual trade discussions to address shared challenges.
- Providing comprehensive advisory solutions combining local expertise with global insights.
- Crafting frameworks for effective dispute resolution in trade and investment matters.
- Offering specialized consulting in energy, oil & gas, renewable energy, and infrastructure projects.
- Hosting a series of online seminars, webinars, training programs, trade exhibitions, and business forums to foster knowledge exchange and networking opportunities.

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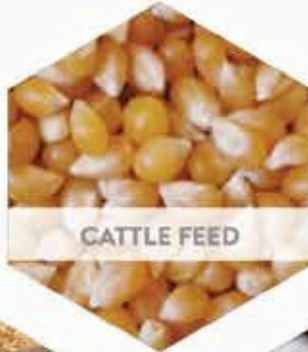


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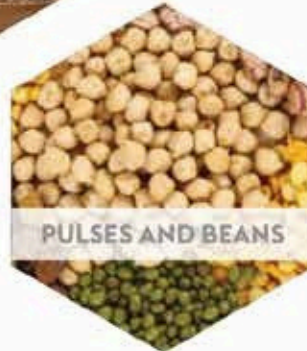
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