



Indo-Australian Chamber of Commerce
AustCham India



AUSTCHAM INDIA IN 2025

Engagement & Initiatives

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ABOUT THE CHAMBER

The Indo-Australian Chamber of Commerce (AustCham India), established in 1989, is the only bilateral Chamber of Commerce in India that facilitates and promotes trade and investment between India and Australia. The Chamber was established on a vision of two former Prime Ministers – Mr. Bob Hawke, Prime Minister of Australia and Mr. Rajiv Gandhi, Prime Minister of India. It was formally inaugurated on 22nd June 1989 by His Excellence Graham Feakes A.O., the then High Commissioner of Australia in India. The Australian High Commissioner to India is the Patron of the Chamber.

A national bilateral chamber, headquartered in Chennai, with chapters across India that serves as a dynamic platform to build profitability for members today and prosperity for India-Australia tomorrow. To be seen as a reference point for the India-Australia business community, in both countries.

Mission:

- To serve the evolving business needs of our members across India and Australia.
- To act as a catalyst in strengthening economic cooperation and driving bilateral trade and investment.
- To represent and advocate the shared interests of the India-Australia business community.
- To engage effectively with both Governments on key policy and commercial issues shaping the bilateral economic agenda.
- To co-create opportunities and enable inclusive, sector-driven growth across priority areas of the India-Australia partnership.

AustCham India serves as an enabler for sustainable growth of business between India and Australia. In its three decades of existence, AustCham India has facilitated tie-up and business collaborations across industries and institutions in both the countries. AustCham India has around 500 members who together represent a wide spectrum of business and economic segments: manufacturing, exports, services et al. AustCham India member companies are involved in a cross-section of business domains such as manufacturing, engineering, consumer goods, electronics, IT, pharmaceuticals, consulting, travel and tourism etc.





PRESIDENT'S MESSAGE

FROM ECTA TO FTA: A NEW ERA OF BILATERAL GROWTH



As we embark on a new chapter in the Indo-Australian business relationship, I'm filled with optimism and enthusiasm for the opportunities that lie ahead. The recent momentum in bilateral trade between India and Australia has created a fertile ground for businesses to thrive and expand.

The current Economic Cooperation and Trade Agreement (ECTA) between our two nations has set the stage for a highly anticipated FTA - Free Trade Agreement that will set a gold standard in bilateral relations. This agreement, along with other bilateral initiatives, has created an unprecedented momentum in the constantly improving economic ties and opened new avenues for trade and investment. The buoyancy in trade is evident from the significant increase in trade volumes over the past few years, with Australia-India trade in goods and services witnessing a compounded annual growth rate of over 12.5%.

AustCham India has been at the forefront of facilitating these multiple business opportunities. Our platform, under the guidance of the Australian High Commission, has created an environment for better business and government interactions, access to various industry segments, and development of trade and investment. We have launched various regional chapters focusing on themes such as education, IT, agribusiness, manufacturing, science, and technology. This agreement will provide a robust framework for businesses to explore new markets, and collaborate on innovative projects.

I encourage all members to take advantage of the current momentum and explore the myriad opportunities available. I would like to extend my heartfelt thanks to our members, stakeholders, and government representatives for their continued support and patronage. Together, we can build a prosperous future for both our nations.

Mr. Gaven Standon,
President – AustCham India



CEO'S MESSAGE

THE ROAD AHEAD: STRENGTHENING PARTNERSHIPS & UNLOCKING OPPORTUNITIES



As India–Australia trade and investment relations continue to deepen, 2025 has been a year of purposeful engagement and expanded outreach for AustCham India. It is a privilege to lead the Chamber at a time when policy momentum, market readiness, and business intent are aligning to create tangible opportunities for our members.

Over the year, AustCham India strengthened its presence across the country through roadshows and engagements in cities including Pune, Coimbatore, Ahmedabad, and Hyderabad, connecting businesses and regional ecosystems to opportunities along the India–Australia corridor. These efforts were complemented by a Business Mission to Australia, enabling direct engagement with partners, institutions, and market opportunities.

A key milestone was the inaugural India–Australia Business Summit, which brought together senior policymakers, industry leaders, and ecosystem partners from both countries, reinforcing the depth of the bilateral relationship and advancing collaboration across priority sectors. With AI-ECTA in effect, the elimination of tariffs on Indian exports to Australia from January 2026, and progress on CECA negotiations, the corridor is entering its next phase of growth. AustCham India remains focused on translating this momentum into outcomes through sector-specific engagements, insights, and leadership forums.

Our Chapters continue to serve as vibrant platforms for collaboration, with members at the heart of all we do. I extend my sincere thanks to our President, Board, Representative Council, partners, and Secretariat team, and invite you to actively engage with the Chamber as we shape the next chapter of India–Australia partnership.

Ms. Merin Devassia,
Chief Executive Officer - AustCham India



AUSTCHAM INDIA'S LEADERSHIP 2025

BOARD OF DIRECTORS



Mr. Jonah Stephen

Chairman,
Carisma Solutions



Mr. Manoj Paul

General Manager (India & South Asia)
Heat and Control



Mr. Santhanakrishnan

Senior Partner,
P.B. Vijayaraghavan & Co.,



Ms. Malini Dutt

Trade & Investment Commissioner,
New South Wales Government



Mr. Vinod Daniel

CEO and Managing Trustee,
India Vision Institute



Dr. Sriganesh Rao

Director,
Calligo Technologies



AUSTCHAM INDIA'S LEADERSHIP 2025

REPRESENTATIVE COUNCIL MEMBERS



Mr. Gaven Standon
President, AustCham India
Executive Partner, Ecosystem, Telstra



Ambassador Anil Wadhwa
Northern India Chapter Chair,
AustCham India



Mr. Abhishek Poddar
Country Head, Macquarie
Infrastructure, Real Assets



Mr. Ravin Mirchandani
Chairman,
Ador Powertron Limited



Mr. Ajay Rattan
Vice President
TATA BlueScope Steel



Mr. Mayank Manish
Founder and Executive
Director, OpEzee



Mr. Sachit Rajan
Business Head,
Charter BPO Solutions Pvt



Mr. Vinod Daniel
CEO and Managing Trustee,
India Vision Institute



Mr. Santhanakrishnan
Senior Partner,
P.B. Vijayaraghavan & Co



Dr. TR Kesavan
Director and Group President,
TAFE



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Director,
SAS Partners



Mr. Sudarshan G Chary
Director,
Sattva Logistics



Mr. Sanjeev Nandwani
Mentor and Advisor, East India
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TVS SCS Global Solutions



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Head, Research & Analysis,
ANZ Mumbai



Ms. Parinitaa Rajgarhia
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Director, Incubit Global
Business Services, New Delhi



Mr. Nitish Sairam
Director
Illumine Industries



Mr. Abizer Merchant
Director India & Sri Lanka,
Macquarie International, Sydney



Mr. Kunal Vora
SHRM, Biotechnologies



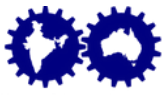
Ms. Preeti Dang
Country Head, CPA
Australia India Liaison



Mr. Ankur Munjal
Country Director,
Dezan Shira



Ms. Vijayalakshmi
Head of Scaleup Business,
TCS



Budget 2025 Analysis Session: Impact on the India-Australia Corridor - Chennai | 20 February 2025

AustCham India hosted an engaging session focused on the Post-Budget 2025 analysis and its implications on the India-Australia corridor.

Mr. KSVV Prasad, Commissioner of Customs (Import), Government of India, Mr. Balaji, Regional Head at Credila and Mr. Moorthy R, Head of Implementation at Credila shared their valuable insights on the key budgetary changes and their impact on trade, business, and customs procedures between India and Australia.



The discussions also focused on changes in the Direct taxation that would have a significant impact on the education sector, enhancing academic mobility, and fostering stronger cultural and intellectual connections. These initiatives are set to deepen the collaboration between India and Australia, offering students and institutions greater opportunities for cross-border engagement and growth.

2nd India–Australia Space & Geospatial Bilateral Business Meet - New Delhi | 4 March 2025

AustCham India, in association with the Geospatial World Chamber of Commerce (GWCC) and Geospatial World, organised the 2nd India–Australia Space & Geospatial Bilateral Business Meet on 4 March 2025 at Vivanta Dwarka, New Delhi, alongside the 15th Indo-Pacific Geo Intelligence Forum (IPGF) 2025. The meet brought together leaders from government, industry, and academia to explore growing opportunities in the space and geospatial sectors.



Key discussions focused on strategic partnerships in satellite and geospatial technologies, joint R&D, talent development, regulatory alignment, and the use of AI and data analytics to drive industry growth and real-world applications.



“Leadership & Economic Growth: A Shared Responsibility” - Chennai | 12 March 2025

AustCham India hosted a Roundtable Discussion on “Leadership & Economic Growth: A Shared Responsibility”, to mark International Women’s Day. The session featured a keynote address by Shri Wilfred Davidar, IAS (Retd), insights from Mr. Abdul Ekram, Trade and Investment Commissioner for South Asia, Austrade, and was moderated by Dr. Stanly Johny, International Affairs Editor, The Hindu. The panel comprising Ms. Sweta Agarwal, Ms. Rajalakshmi Subramanian, Dr. Senthamarai Gokulakrishnan, Ms. Yasmeeen Jawaharali, and Mr. Badri Narayan highlighted the role of inclusive leadership, governance reforms, and women’s participation in driving sustainable economic growth.



Networking Lunch with Global Victoria – Chennai | 28 April 2025

In collaboration with Global Victoria, the trade arm of the Victorian Government, IACC–AustCham India hosted an exclusive industrial associations networking lunch in Chennai. Ms. Michelle Wade, Commissioner - South Asia at Global Victoria, State Government of Victoria, Australia, presented an overview of Victoria’s trade priorities and engagement with India. Mr. Vidyanand Sagaram, Director – Strategy, Strategic Projects, Victorian Government Trade and Investment, shared insights on the upcoming 14th World Chambers Congress, scheduled to be held in Melbourne from 2–4 September 2025. Leaders from key regional chambers—including the Confederation of Indian Industry (CII), Hindustan Chamber, Madras Chamber of Commerce and Industry, Southern India Chamber of Commerce and Industry (SICCI), Tamil Chamber, and Andhra Chamber—joined in a thought-provoking conversation on the evolving role of chambers in fostering global partnerships. Ms. Merin Devassia, CEO, AustCham India, set the context for the dialogue and thanked participants for their active engagement.

Industry Roundtable with University of Western Australia – Chennai | 5 May 2025

AustCham India hosted an exclusive roundtable in honour of the visiting delegation from the University of Western Australia. Dr. Diane Smith-Gander AO, Chancellor of UWA, delivered the keynote address, outlining the university’s expansion plans in Mumbai and Chennai with a strong focus on research and innovation. Professor Jennifer Howell, Pro Vice-Chancellor (Global Engagement), UWA, also engaged with industry participants, discussing opportunities for deeper academic collaboration and student mobility between India and Australia. The dialogue underscored corporate support for global education, especially through student sponsorships and industry-led research projects. Valuable insights were shared by Aruna Thalapuram (TCS) and Saurabh Jain (FCPA Global), highlighting the importance of academia–industry partnerships.



India–Australia Business Session – Mumbai | 29 May 2025

In collaboration with the Australian Consulate General, Mumbai AustCham India hosted a high-impact session in Mumbai featuring key insights on trade, investment, and economic trends. Mr. Abhishek Poddar (Macquarie Group) opened the session, followed by a keynote from Mr. Paul Murphy, Australian Consul General, Mumbai who outlined Australia’s new Economic Roadmap.

A fireside chat with Mr. Dhiraj Nim (ANZ) and Mr. Aditya Suresh (Macquarie) explored India’s investment outlook. Industry viewpoints were shared by Ms. Lina Ashar (Dreamtime Learning), Mr. Arindham Ghosh (Alphaniti), and Ms. Priya Nair (Tata BlueScope Steel).



Government Meeting – Bangalore | 11 June 2025

AustCham India President Mr. Gaven Standon and CEO Ms. Merin Devassia met with Dr. S. Selvakumar IAS, Principal Secretary – Commerce & Industries, and Ms. Gunjan Krishna IAS, Commissioner for Industrial Development, Government of Karnataka. The meeting focused on collaborative economic initiatives and industrial partnerships for trade and commerce facilitation in Karnataka.

Indo–Australia Trade Facilitation Roadshow – Coimbatore | 20 June 2025

The first edition of AustCham India’s 8-city roadshow series was launched in Coimbatore with strong participation from business leaders and institutional partners. Mr. Jonah Stephen (Carisma Solutions) welcomed the gathering, followed by a keynote from Mr. David Eggleston, Australian Deputy Consul-General, Chennai.

Special addresses were delivered by Mr. Vik Singh (Austrade), Mr. Manikandan S (SICCI Coimbatore), Dr. Arenla Jamir (Invest India), Mr. Vikranth Sakthi (Guidance Tamil Nadu), and Ms. Lisa Rodrigues (Investment NSW). The session concluded with remarks by Ms. Merin Devassia, CEO, IACC and networking over lunch.



Indo–Australia Trade Facilitation Roadshow – New Delhi | 26 June 2025

This high-profile dialogue was marked by the participation of H.E. Philip Green OAM, Australian High Commissioner to India, who delivered the keynote address. Mr. Gaven Standon, President of AustCham India, opened the session highlighting the growing Indo–Australia partnership.

Key interventions included Mr. Anil Wadhwa (Chair – Northern India Chapter, AustCham India), Mr. Andrew Carter (Austrade), and Mr. Tilak Pati (Invest India). A panel discussion moderated by Mr. Standon featured:

- Mr. Ravin Mirchandani, Ador Powertron
- Mr. Ajay Sethi, Baker Tilly ASA India
- Mr. Mridul Dasgupta, Anko Sourcing
- Mr. Dipankar Chakraborty, UNSW South Asia

The event concluded with a vote of thanks by Ms. Merin Devassia, CEO, IACC and a networking dinner.





Accelerating India–Australia Business Synergy in Ahmedabad | 15 July

Indo-Australian Chamber of Commerce (AustCham India), in collaboration with the Australian Department of Foreign Affairs and Trade Mumbai, Australian Trade and Investment Commission (Austrade) and Confederation of Indian Industry was delighted to bring an engaging morning of dialogue, insight and partnership to Ahmedabad—strengthening ties and unlocking new opportunities between India and Australia.

Mr. Yann Sinclair Australian Vice-Consul in Western India took the stage with a forward-looking keynote and Ms. Mary Overington Trade & Investment Commissioner, South Asia, Austrade gave Special Address & offered an insightful presentation on Austrade’s current initiatives.



Hyderabad Edition: Accelerating India–Australia Business Synergy | 24 July

The Indo-Australian Chamber of Commerce (#AustChamIndia), in collaboration with the Australian Consulate-General, Bengaluru and CII Telangana, hosted a Roundtable on ‘Opportunities for Trade & Commerce across the India–Australia Corridor’ in Hyderabad. The discussions explored avenues for collaboration in innovation, healthcare, infrastructure, and education, highlighting the growing synergy between Telangana and Australia.

Energising the India–Australia Business Corridor - Bengaluru | 10 July

The Indo-Australian Chamber of Commerce (AustCham India) and the Australian Consulate-General, Bengaluru, hosted a dynamic session on 10 July in Bengaluru. Key speakers included Consul General Ms. Hilary McGeachy and Trade Commissioner Mr. Nathan Davis, who addressed the new economic roadmap. The event successfully launched the Advanced Manufacturing Leadership Forum and featured a high-powered panel discussing collaboration in critical technologies. This dialogue has established a clear, forward-looking agenda for the Chamber’s future initiatives.



India–Australia Business Synergies Accelerate in Pune | 16 July

AustCham India, with DFAT Mumbai, Austrade, and WTC Pune, hosted a high-energy dialogue in Pune on the future of India–Australia trade. Key speakers Christian Jack and Mary Overington shared insights on the Australia–India Economic Roadmap (2025), spotlighting opportunities across clean energy, manufacturing, agribusiness, and education.

A lively panel led by Ravin Mirchandani brought together voices from industry and academia — reaffirming that the India–Australia economic story isn’t just evolving, it’s accelerating. The panel featured Malini Dutt, Trade and Investment Commissioner, India, Investment NSW; Santosh Potale, IPO Head – India and APAC Region Coordinator, Ognibene India Private Ltd.; Niraj Khinvasara, Executive Director, World Trade Center Pune – India; and Amruta (Yeravdekar) Ruikar, Head – Internationalisation, Symbiosis International University.





36th Annual General Meeting - Chennai | 17 September 2025

AustCham India held its 36th Annual General Meeting on 17 September 2025 at Hyatt Regency, Chennai, marking 36 years of strengthening India–Australia economic engagement. Mr Gaven Standon, President, highlighted the Chamber’s resilience and strategic priorities, while Ms Merin Devassia, CEO, presented key updates, including active engagement across five regional chapters, and a robust calendar of bilateral events and partnerships. Members adopted the Audited Financial Statements for FY 2024–25 and welcomed the newly elected Board Directors—Ms Malini Dutt, Mr Vinod Daniel, and Dr Sri Ganesh Rao—along with new members to the Representative Council. The meeting concluded with a renewed commitment to advancing trade, investment, & collaboration across the India–Australia corridor.



India–Australia Dialogue 2025: Partnerships Matter - Chennai | 17 September 2025

AustCham India hosted the India–Australia Dialogue 2025: Partnerships Matter, featuring a keynote Address by David Eggleston, Deputy Consul-General, Australian Consulate-General in Chennai, followed by a panel discussion with Adil Mohamed (Austrade) Jonah Stephen (Carisma Solutions Private Limited) Sriram Iyengar (Callington) and Gitesh Agarwal (HCLTech). The panel shared grounded perspectives—ranging from opportunities in critical technology and manufacturing to strengthening education, innovation, and corporate partnerships—offering practical insights into advancing engagement along the Indo–Aus corridor.





22nd Business Mission to Australia

13–18 October 2025

The 22nd Business Mission to Australia, organised by AustCham India, brought together a diverse delegation of Indian industry leaders, innovators, and entrepreneurs to engage closely with Australia’s dynamic business, innovation, and policy ecosystem. Designed as a high-impact, outcomes-driven programme, the Mission aimed to deepen bilateral engagement and unlock new avenues for collaboration across priority sectors.

Over six intensive and transformative days across Melbourne and Sydney, the delegation engaged with senior government representatives, global corporations, academic institutions, and innovation ecosystems. These interactions provided participants with first-hand insights into Australia’s regulatory environment, investment landscape, and emerging opportunities across technology, education, innovation, advanced manufacturing, and sustainable investment.

Key highlights of the Mission included welcome receptions hosted by the Consulate General of India in Melbourne and the Consulate General of India in Sydney, which offered valuable platforms for dialogue with diplomatic and business stakeholders. A focused deep dive into Victoria’s Cyber Security ecosystem, hosted by the Victorian Government through Global Victoria, showcased Australia’s leadership in digital resilience, innovation, and cyber policy frameworks.

The delegation also participated in a series of strategic interactions and curated site visits with leading organisations including Telstra, HCLTech – Australia and New Zealand, the City of Melbourne, La Trobe University (Sydney Campus), Western Sydney University, and Castletons Accountants and Business Advisers. These engagements highlighted best practices in industry–academia collaboration, innovation-led growth, and cross-border business expansion.

A major milestone of the Mission was participation in SXSW Sydney 2025, where delegates connected with global innovators, creative leaders, and technology entrepreneurs, gaining exposure to cutting-edge ideas shaping the future of business, culture, and digital transformation. Complementing the business programme was a curated Australian cultural experience hosted by Gandhi Creations Pty Ltd, reinforcing people-to-people connections and cultural understanding.

Overall, the 22nd Business Mission reinforced AustCham India’s commitment to strengthening the India–Australia economic corridor, fostering innovation-led partnerships, and enabling sustainable, long-term collaboration. The Mission not only facilitated meaningful connections but also laid the foundation for actionable partnerships that will continue to deliver value beyond the programme.

AustCham India extends its sincere appreciation to all delegates, partners, hosts, and institutional collaborators whose contributions made the Mission a resounding success. Together, we continue to build and strengthen the bridge between India and Australia — one partnership at a time.





22nd Business Mission to Australia

13–18 October 2025





Kerala Health Tourism 2025 | Australia Country Session I 30–31 October 2025

The Indo-Australian Chamber of Commerce (AustCham India), in partnership with Austrade South Asia, facilitated an Australia Country Session at Kerala Health Tourism 2025 in Kochi.

The session, titled “Bridging Borders: Australia–Kerala Synergies in Health and MedTech” and moderated by Dr. Maria Varghese, brought together healthcare leaders to explore collaboration opportunities, position Kerala as a hub for integrative healthcare, and showcase Australia’s expertise in advanced medical solutions—fostering trade, investment, and cross-border healthcare access.

Bengaluru Tech Summit | 17 November 2025

AustCham India, in partnership with the Australian Trade and Investment Commission (Austrade), hosted an exclusive B2B Meet on 17 November 2025 at The Ritz-Carlton, Bengaluru, alongside the Bengaluru Tech Summit 2025. As Australia was the Country Partner for BTS 2025, the session enabled direct engagement between Australian technology scale-ups and select Indian companies and ecosystem stakeholders.

The delegation included companies from DeepTech, AI, Cybersecurity, Digital Health, and MedTech sectors. The meet offered a focused platform to showcase capabilities, explore the Indian market, and discuss potential business, technology, and research collaborations, further strengthening India–Australia ties in the innovation and technology space.





India–Australia Business Summit 2025

Advancing Partnerships | 4 December 2025 | New Delhi



The India–Australia Business Summit 2025, themed Advancing Partnerships, brought together policymakers, diplomats, industry leaders, and innovators to advance practical collaboration across priority sectors of the bilateral economic relationship.

The Summit opened with an inaugural plenary focused on the India–Australia Economic Cooperation and Trade Agreement (ECTA) and the pathway towards a Comprehensive Economic Cooperation Agreement (CECA). The address by HE Mr. Philip Green OAM, Australian High Commissioner to India, set the strategic tone for the day, highlighting early outcomes under ECTA, the importance of predictable and performance-oriented partnerships, and the need to translate trade frameworks into real business opportunities on the ground.

The session commenced with welcome remarks by Mr. Gaven Standon, President, AustCham India, who framed the Summit’s theme and underscored the Chamber’s role in enabling industry-led engagement, institutional collaboration, and sector-specific pathways aligned with the evolving bilateral roadmap.

Across the day, the Summit featured over 50 experts and policymakers, with sector-focused discussions spanning research and innovation, energy transition and sustainability, food and agribusiness, space and defence, and human capital, with speakers emphasising the growing importance of co-development models, technology-led collaboration, and trusted institutional partnerships.

A key highlight later in the programme was a keynote address by Hon Julian Hill MP, Assistant Minister for Citizenship, Customs and Multicultural Affairs, Assistant Minister for International Education, Government of Australia, who spoke on human capital, and the critical role of skills, mobility, and people-to-people linkages in strengthening the India–Australia economic corridor.

Overall, the Summit reinforced a shared commitment to moving beyond intent toward implementation—strengthening collaboration between government, industry, academia, and innovation ecosystems to unlock the next phase of India–Australia economic engagement.

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AustCham India
INDIA-AUSTRALIA BUSINESS SUMMIT 2025
Advancing Partnerships
4 December 2025





GLIMPSE OF TRADE TALKS

Edition 1

Indo-Australian Chamber of Commerce AustCham India

New South Wales Government, Australia

TRADE TALKS

The New South Wales (NSW) Government has unveiled its **Industry Policy and Trade & Investment Strategy**, a transformative framework designed to boost economic prosperity, drive innovation, and attract global partnerships into NSW in sectors such as Housing, Net Zero & Energy Transition and boosting real growth in manufacturing and Local Manufacturing.

NSW India has devised a strategic plan for the next financial year with activities curated across key focus sectors of education, F&B, agri and novel technologies for the mining, transport and urban development sectors.

These activities will bring NSW-based service, tech and produce companies will forge commercial contracts with partners in cities across India through bespoke meetings, networking events and a presence at key trade events in each sector.

To find out more, please contact Sachin.Naik@spw.gov.au

Australian Trade and Investment Commission (Austrade), Education and data insights, 2024.



Indo-Australian Chamber of Commerce AustCham India

TRADE TALKS

With over \$4.5 billion in two-way trade and growing educational, tourism, and investment links, India is poised to play a key role in NSW's mission-led economic development. Minerals and Fuels (valued at \$1.4 billion) was the most valuable merchandise export and education was NSW's most valuable service export (\$5,000 Indian students studied in NSW in 2023); India is the third largest source of international students. The number of visitors to NSW from India has now rebounded from the pandemic. The Indian diaspora in NSW is a 209,000-person strong, vibrant community.

NSW, both regional and the city of Sydney, has attracted Indian investment from large technology companies like TCS, Infosys, Wipro, HCLTech, Tech Mahindra, Indian Immunologicals and others working on emerging technologies like AI, machine learning, data science and health. Many big Indian technology companies are leveraging the high-end research and development happening in NSW universities. India is NSW's 15th largest trading partner and while the bilateral trade corridor is firmly established, there's still plenty of room for growth. The world's fastest growing major economy, projected to become the 5th largest by 2050, India is central to NSW's global outlook.

The Australia-India Economic Cooperation and Trade Agreement (AI-ECTA) is accelerating this growth, with 85% of goods now tariff-free.

Australian exports in wine, dairy and meat to India have surged 59% since the first FTA took effect. The country's growing middle class is increasing demand for NSW F&B products creating new opportunities for NSW agricultural exporters.

NSW universities are leveraging growing student recruitment numbers through establishing transnational education (TNE) opportunities at campuses in India.

India's mining decarbonisation goals are driving demand for NSW's METS capability.



These innovations position Fractal at the forefront of scalable, human-like intelligence for the enterprise. Fractal established our Australian entity in 2018 and has been working with key ASX and Public Sector clients, including major banks, telcos, transport, and mining companies. Fractal provides a range of Data, AI/ML, Analytics, and Design Services. We have established offices in Sydney, Melbourne, Brisbane, and Perth. We deliver our services in a hybrid manner, which includes working with our India-based teams. This unique ability to attract highly experienced and scaled talent from India, combined with our Australian workforce, has been the cornerstone of our success. We work with Federal and State Government agencies, such as Austrade and Invest Victoria, and are also listed on multiple state government procurement panels. Additionally, we collaborate with top universities in Australia to develop and support local talent. As India and Australia aim for US\$100 billion in bilateral trade anchored by a comprehensive CECA now under negotiation, AI is the catalyst to turn ambition into action. We invite Chamber members to explore Fractal's AI-at-scale offerings: from governance-grade simulation engines to turnkey GenAI deployments.

Let's architect the next wave of Indo-Australian prosperity together.

Indo-Australian Chamber of Commerce AustCham India

fractal

Meanwhile, sophisticated anomaly-detection algorithms evaluated on iron-ore transport fleets are now guiding asset-management strategies for several Tier 1 Australian miners, increasing throughput and maintaining safety and compliance. Financial services in both markets are leveraging AI to manage risk, personalize customer experiences, and expedite credit decisions. A recent Fractal case study with a leading Australian bank demonstrates how Generative AI on AWS lifted self-service accuracy, achieving an 85 percent speech-to-text baseline and a 25 percent improvement in call-driver identification over legacy approaches, across 100,000 monthly interactions. This blend of deep learning and behavioral analytics is equally applicable to India's burgeoning digital lending platforms. Manufacturing, already the backbone of India's "Make in India" initiative and Australia's niche advanced-components sector, is ripe for AI-driven quality control and supply chain orchestration. Fractal's Cogentiq Invoice-to-Cash, which unlocks \$500 million in working capital opportunities for a global CPG player, can be tailored to Indo-Australian joint ventures to optimize inventory flows, reduce lead times, and dynamically hedge raw material costs.

Looking beyond these pillars, renewable energy and agritech stand out. AI-enabled grid-balancing algorithms can help smooth intermittency as Australia scales up solar and wind exports to India. At the same time, precision agriculture models powered by multispectral imaging from both countries promise higher yields and lower water usage.

- Fractal is pushing the boundaries of cutting-edge AI with standout innovations like
 - Fathom-RI-14B, its open-source reasoning model, delivers best-in-class mathematical performance, outperforming closed models like o1-mini or benchmarks such as AIME and HMMT while being cost-efficient (trained for just ~\$499).
 - Cogentiq, a modular "agentic AI" platform, powers enterprise-scale automator across analytics, finance, operations, and other functions.
 - Project Pioneer is an autonomous AI for software and data-science task orchestration, designed to break down complex problems and execute them via multi-agent collaboration.

Indo-Australian Chamber of Commerce AustCham India

fractal

TRADE TALKS

India and Australia's Economic Cooperation and Trade Agreement (ECTA), active since December 29, 2022, has driven a significant increase in bilateral trade, doubling merchandise trade from USD 12.2 billion in FY 2020-21 to USD 26 billion in FY 2022-23 before easing to USD 24 billion in FY 2023-24. India's exports grew by approximately 16% year-over-year, with agriculture, textiles, chemicals, IT/ITES, pharma, and machinery among the main beneficiaries. Total trade reached USD 24.1 billion in FY 2024-25, and both countries aim to reach AUD 100 billion (around USD 65 billion) by FY 2030 through the upcoming Comprehensive Economic Cooperation Agreement (CECA).

India and Australia have seen their Economic Cooperation and Trade Agreement (ECTA) go into effect on January 1, 2025, according to the Department of Foreign Affairs and Trade. In the swiftly developing collaboration, Artificial Intelligence is becoming the unifying element across sectors including government, mining, financial services, manufacturing, and innovative domains such as renewable energy and education technology.

From a government-to-government perspective, AI-driven policy analytics can enhance the efficiency of public service delivery, improve social welfare programs to predict demographic changes. India's Digital India initiative, along with Australia's developing GovTech ecosystem, provides a promising environment for AI governance reforms that enable regulators to simulate potential results before implementing large-scale initiatives. In Australia's mining sector, which is abundant in resource-rich, predictive-maintenance models developed from years of operational data by Indian data-science teams are decreasing unplanned downtime and reducing maintenance expenses.



Indo-Australian Chamber of Commerce AustCham India

Trade Talks

AUSTRALIA'S TELECOM HORIZON: CHARTING THE FUTURE WITH CONNECTED FUTURE 30

Australia's telecom sector is on a fast-growing path, with a long-term outlook of 5% CAGR. The sector is expected to reach a market value of \$100 billion by 2030, driven by 5G adoption, cloud migration, and digital transformation. The market is poised for legacy voice and OTT services to decline, while 5G services, cloud, and managed networks will see growth. The market is expected to reach a market value of \$100 billion by 2030, driven by 5G adoption, cloud migration, and digital transformation. The market is poised for legacy voice and OTT services to decline, while 5G services, cloud, and managed networks will see growth.



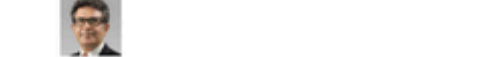
India in the Fast Lane

India's economic growth is accelerating, with a projected 7% CAGR. The country is expected to reach a market value of \$100 billion by 2030, driven by 5G adoption, cloud migration, and digital transformation. The market is poised for legacy voice and OTT services to decline, while 5G services, cloud, and managed networks will see growth.

The digital payment system is driving growth, with a projected 15% CAGR. The system is expected to reach a market value of \$100 billion by 2030, driven by 5G adoption, cloud migration, and digital transformation. The market is poised for legacy voice and OTT services to decline, while 5G services, cloud, and managed networks will see growth.

The AI market is expected to reach a market value of \$100 billion by 2030, driven by 5G adoption, cloud migration, and digital transformation. The market is poised for legacy voice and OTT services to decline, while 5G services, cloud, and managed networks will see growth.

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Building bridges:

The economic partnership between India and Australia continues to gain momentum, driven by complementary strengths and shared ambitions. Australia's expertise in resources, education, technology, and innovation aligns seamlessly with India's rapidly expanding markets, growing middle class, and demand for high-quality skills and services. Together, these factors create a powerful foundation for sustainable growth and collaboration.

Strategic initiatives in areas such as science and innovation, clean energy, education, and advanced manufacturing are further deepening cooperation. The focus is no longer limited to traditional trade and investment; instead, it is evolving into a knowledge-driven partnership where research, technology transfer, and skill development play central roles. Cultural exchange also continues to strengthen the corridor, with business leaders, students, and policymakers contributing to mutual understanding and trust. This people-to-people connection enhances economic engagement, ensuring that collaborations are not only commercially viable but also rooted in long-term shared values.

Looking ahead, I see my role as a founder evolving into that of a champion for cross-cultural collaboration. I aim to inspire others to embrace their unique journeys, showing that it is possible to honour one's roots while pursuing ambitious professional aspirations - bridging diverse perspectives to create meaningful impact globally. My ultimate goal is to strengthen ties between India and Australia, fostering trade, cultural understanding, and deep, enduring relationships.

Whether it's chai, a Tim Tam, or a latte, I'd love to share a conversation and turn a simple chat into a new opportunity. Feel free to connect, explore and stay in touch through our website or LinkedIn:

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India-Australia Economic Partnership: From ECTA to CECA and Beyond by Anil Wadhwa

The Australia-India Economic Cooperation and Trade Agreement (ECTA), which came into effect in December 2022, has already proven to be a transformative milestone in bilateral trade. In its first full year, merchandise trade between India and Australia surged, crossing USD 26 billion in 2022-23, almost double the pre-agreement levels. Even with a slight moderation to USD 24 billion in 2023-24, trade momentum remains strong. India's exports to Australia rose by 14%, while Australia's non-coal exports to India—agriculture, machinery, and metals—saw a 55% growth.

ECTA's immediate success stems from comprehensive tariff reductions. Over 85% of Australian exports to India are tariff-free, a number set to reach 90% by 2026. Similarly, 90% of imports from India now face zero duties, with full tariff elimination scheduled by 2026. Indian products such as textiles, leather goods, gems and jewellery, and pharmaceuticals have gained competitiveness in the Australian market. In turn, Australian exports of lentils, almonds, wool, citrus fruits, and premium wine have expanded into India's growing consumer base.

The services sector is also benefiting. Under ECTA, Australian companies gained improved access to over 85 service sectors in India, including education, financial services, engineering, and IT-enabled services. Indian professionals, particularly in IT



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Unlocking Potential: A Fresh Outlook on India-Australia Relations

In a world that is both more connected and more divided than ever before, the relationship between India and Australia stands out. We share a love for cricket and a commitment to economic growth, yet our cultural identities are distinctly vibrant.

As an Indian at heart and an Australian Chartered Accountant by profession, I've had the unique privilege of experiencing this dynamic relationship firsthand. After completing my Master of Professional Accounting at UNSW, Sydney, and working for over six years in Australia across a range of boutique accountancy firms, I returned home to Mumbai in 2022 with a new perspective and a clear mission: to leverage my Australian expertise with local roots. That mission led me to start my firm, Pinnacle Advisors, from a locked-up garage, offering offshore Australian accounting and taxation services to 100% Australian clientele. Working with clients and colleagues in both countries has given me a deeper appreciation for the unique strengths and rhythms of each culture.

India & Australia - A Cultural Contrast: Here are some valuable cultural lessons that have enriched my perspective and contributed to my personal and professional growth:

The Trust Game

In Australia, trust is cultivated through transparency, reliability and consistent performance. In contrast, India places greater emphasis on personal relationships,



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only boosts trade but also strength where the Indian diaspora, now o icant role.

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hensive Economic Cooperation Agree lation, pushing the partnership into r , digital trade, and advanced manu focus on broader regulatory alignment, f barriers. CECA will deepen market int enabling mutual recognition of stanc

eration is central to CECA. Australia is its—resources vital for India's renewab i countries are exploring joint ventures y manufacturing, aligning with India's g 2030. CECA could cement preferential es.

promising area. While ECTA boosted tr d open access for Australian dairy pr agribusiness firms are exploring part ly in cold-chain infrastructure.

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Services and digital trade will feature prominently in CECA. Australian universities are expanding campuses in India, while Indian ed-tech and IT firms are entering Australia's education and digital services markets. Professional mobility agreements under CECA will allow mutual recognition of degrees and certifications, fostering cross-border talent flows.

Future Cooperation: Goods, Services, and Supply Chains

The future of India-Australia trade lies beyond traditional goods. Emerging opportunities include:

- **Renewable Energy and Climate Technologies:** Both countries are working on green hydrogen projects, solar energy cooperation, and energy storage solutions.
- **Supply Chain Resilience:** Joint initiatives under the Supply Chain Resilience Initiative (with Japan) aim to reduce dependence on single-source markets, particularly for critical sectors like electronics and pharmaceuticals.
- **SMEs and Start-ups:** Innovation-driven partnerships are expanding, with Indian tech start-ups exploring Australian markets and Australian investors tapping India's booming digital ecosystem.
- **Education and Skills:** Australian universities are establishing partnerships with Indian institutions, while vocational training programs support skill development

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Communication and Problem-Solving

The Australian way of working is defined by structure, logic and strategic thinking, with communication that is clear, straightforward and approachable—qualities less commonly found in India. By contrast, India thrives on *jugaad*—a culture of resourcefulness and creativity that extends into communication styles, where nuance, respect and non-verbal cues play a significant role. Through my experiences, I have learned to bridge these two distinct approaches—merging India's entrepreneurial spirit and vibrant young talent pool with Australia's structured, transparent and systematic methods. This synergy fosters a unique balance of innovation and efficiency, enabling impactful outcomes across diverse professional landscapes.

The Two-Sided Talent Coin

In Australia, experienced professionals come at a premium, bringing with them valuable local expertise. India, by contrast, offers a vast and dynamic talent pool, particularly in technology and professional services. The differentiator lies not only in hiring but in cultivating talent through continuous training and upskilling. While Australia provides seasoned professionals who are ready to deliver immediately, India's young workforce offers unmatched scale and potential. Having worked in Australia and now leading a startup in India, I am uniquely positioned to bridge both worlds - delivering outcomes that align with Australian standards while harnessing the strength of India's emerging talent.

Work-Life Philosophy

Entrepreneurship is a lifestyle choice, yet its expression varies across cultures. In Australia, success is measured not only by outcomes but also by well-being, social diversity and work-life balance. In India, the startup ecosystem thrives on energy, ambition, and relentless drive, where work and identity are closely intertwined, supported by robust on-the-job training and continuous skill development. As a founder, my experience in Australia refined my processes and approach, while India fueled my

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Role of the Indo-Australian Chamber of Commerce (AustCham)

The **Indo-Australian Chamber of Commerce (AustCham)** has emerged as a key facilitator of this growing partnership. Serving as a bilateral business platform, AustCham connects industry leaders, policymakers, and entrepreneurs to unlock trade and investment opportunities. It organizes high-level forums, trade missions, and B2B engagements that help companies navigate regulatory frameworks and identify strategic sectors. Through its initiatives, AustCham has facilitated cross-sector dialogues on digital innovation, clean energy, and education.

Challenges and Enablers

Despite significant progress, challenges remain. Non-tariff barriers, complex customs procedures, and regulatory differences continue to hinder full utilisation of ECTA. Both nations need to strengthen dispute resolution mechanisms, streamline logistics, and improve awareness among SMEs about how to leverage trade provisions. CECA negotiations must address digital trade rules, intellectual property rights, and investment protections to create a predictable environment for long-term business partnerships.

Outlook: Towards a \$100 Billion Partnership

Both governments aim to double bilateral trade to **USD100 billion** in the near future. With ECTA already reshaping trade patterns and CECA expected to deepen economic engagement, this target is realistic. The synergy between India's rapid economic growth—expected to make it the world's third-largest economy—and Australia's resource and technology strengths positions this partnership as a



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Agriculture and food processing also present clear opportunities. Australia is already India's leading salmon supplier, and tariff concessions are opening the door for premium food exports, processed foods, and agri-tech collaborations. Similarly, Indian companies are finding space in Australia's manufacturing and industrial supply chains, particularly in engineering goods and machinery.

Two-way investments are reshaping partnership dynamics of the two countries. Indian IT majors, renewable energy firms, and automotive suppliers have expanded operations in Australia, while Australian players are putting capital into Indian financial services, mining, and education sectors. Current estimates peg Indian investments in Australia at US\$34.5 billion, nearly double the Australian investments in India, highlighting India's growing outbound footprint.

Australia's recently announced Trade and Investment Accelerator Fund worth US\$16 million is designed to support businesses entering the Indian market. The fund targets four "superhighways of growth": clean energy, education, agribusiness, and tourism. For Australian exporters and investors, this is a direct signal to build India-focused strategies, while Indian firms can expect easier entry points and collaborative ventures.

Business Takeaway

India-Australia trade is evolving into a multi-sector opportunity map spanning minerals, technology, agribusiness, tourism, and education. With the trade deficit narrowing and investment flows rising, businesses on both sides are better placed than ever to seize the next wave of growth.

"For companies in both markets, the message is clear: the partnership is shifting gears, and those who move early in new growth sectors will set the tone for the next decade of Indo-Australian trade."



Two Economies, One Future: Rethinking India-Australia Commerce

By Anirudh Marjan, Country Director - Dezan Shira and Associates, India



India and Australia's trade relationship has come a long way since the signing of the Economic Cooperation and Trade Agreement (ECTA) in 2022. What started as a tariff-cutting pact has grown into a broader economic partnership, creating space for new businesses, investment opportunities, and diversification beyond traditional commodities.

Bilateral trade touched US\$4.1 billion in FY 2024-25, marking a recovery from the slowdown seen a year earlier. Ind an exports to Australia nearly doubled in five years, starting from US\$0.04 billion in 2020-21 to US\$0.58 billion in FY 2024-25. Despite some fluctuations, Indian companies are gaining a stronger foothold in engineering goods, electronics, chemicals, and machinery.

Imports from Australia, dominated by coal, copper, and cotton, showed signs of moderation. After peaking at US\$19 billion in FY 2022-23, imports dropped to US\$15.5 billion in FY 2024-25, partly due to weaker global commodity prices and India's push to diversify sourcing. This shift narrowed the bilateral trade deficit to US\$6.9 billion, its lowest in three years, making the exchange more balanced.

While commodities remain central, the real story lies in new growth sectors. Critical minerals are fast becoming the cornerstone of future trade, with India's energy transition fueling demand for lithium, cobalt, and rare earths. Australian miners and Indian manufacturers are already exploring long-term supply partnerships, backed by joint investment initiatives.



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But for that to happen, a few things need to change. Governments need to stop acting like gatekeepers and start acting like partners. Regulation must become faster, not slower, but certainly more agile. We need systems that reward experimentation, not just compliance.

Universities, too, need a mindset shift. Too many still view AI as a threat to jobs. That's short-sighted. AI won't eliminate teachers. But it will redefine their role. The faculty of the future is part educator, part coach, part strategist. That's a win for everyone.

The world is at an inflection point. Countries that figure out how to use AI in education, not just as a tool, but as the foundation, will create the talent, the innovation, and the economic muscle to lead. The others? They'll be importing skill and playing catch-up for decades. India and Australia have the right ingredients. What they need now is political will, institutional courage, and a shared vision. We can either keep tweaking the old model or we can build the new one and sell it to the world. At SP Jain Global, we've already started. But this needs more than one institution. It needs a cross-border movement. Because the future of learning won't come from the US or UK this time.

AI isn't just another buzzword. It's the electricity of the 21st century. It will power everything, from how students learn and teachers teach, to how companies hire and upskill their workforce. But here's the catch: most universities are still using AI like a marketing sticker. We don't need AI-flavoured education. We need AI-built education.

At SP Jain Global, we've built our own AI tutor. Not a chatbot or a gimmick, but a serious, intelligent system trained on our curriculum. It coaches students before class, reinforces learning after class, and even preps them for job interviews. It doesn't sleep. It doesn't forget. And it doesn't stop until the student gets better.



TRADE TALKS

Forget Silicon Valley. The future of learning can be built by India and Australia

By Nitish Jain, President, SP Jain School of Global Management

Let me be frank. Most universities are still running on a model that belongs in a museum. A professor speaks. Students take notes. Then comes an exam, a grade, and a piece of paper called a degree. That's what we've been calling education for decades. The world has changed. This hasn't.

What's worse? While industries everywhere are getting faster, smarter, more automated, education is still moving at a snail's pace. Stuck in process, paperwork, and policy. It's not just inefficient. It's dangerous. Because every year we keep producing graduates who aren't ready for the world they're entering.

Here's where India and Australia come in. Not as victims of a broken system, but as builders of the new one. If they play this right, they can lead the global AI revolution in education and skills. Not five years from now, but today.

Why India and Australia?

India has something most countries can only dream of: a massive, young, tech-savvy population. A generation that's hungry to learn and leap ahead. It also has one of the world's most dynamic tech ecosystems: smart engineers, rapid experimentation, and the willingness to build. What it lacks, perhaps, is the framework to turn that

India has invested heavily in digital governance. The GST Department, using AI, has flagged thousands of false invoice cases, leading to immediate fines of credits and even bank accounts. MCA21 Version 3.0 now integrates analytics to instantly flag late filings, director disqualifications, and incorporations. Banks, tax authorities, company registrars, and labor inspectors do not operate in silos; they share intelligence seamlessly, building a compliance web that leaves little room for oversight.

For Australian companies, this can appear daunting. But a deeper reflection reveals it to be a strength rather than a weakness. A transparent, digital, and risk-based ecosystem reduces arbitrariness and corruption. It rewards those who build compliance discipline into their strategy rather than treating it as an afterthought. In fact, India's compliance intensity is an invitation for Australian firms to demonstrate the very governance and discipline that are already core to their success in developed markets.

The prize is worth the effort. With a young consumer base, a government prioritizing manufacturing and technology, and the ECTA creating preferential trade conditions, India offers Australian companies growth opportunities unmatched in scale. Those who approach India not as a peripheral bet but as an essential market will find that the discipline of compliance not only safeguards their operations but also enhances their ability to scale with credibility and trust.

writer is it one to be overlooked. The opportunities for Australian firms are immense—from manufacturing partnerships under "Make in India" to services, digital solutions, renewable energy, and advanced technologies. The path requires patience, preparation, and respect for India's regulatory fabric. But those who embrace this discipline will discover that India is not just an opportunity; it is a transformational partner in building truly global businesses.

In the end, the story is not about pitfalls but about potential. The challenges remain, when navigated wisely, are not obstacles but gateways. For Australian companies, India is more than a growing frontier—it is fast becoming a market leader. The ECTA has laid the foundation; what remains is the leadership, foresight, and discipline to build on it.



Jay Joseph
Director Regulatory Advisory
SAS Partners Corporate Advisors Private Limited



INDIA ENTRY: OPPORTUNITIES, COMPLIANCE, AND THE NEW AGE OF REGULATORY VIGILANCE

Australia and India today share more than just geography across the Indo-Pacific. With the signing of the Economic Cooperation and Trade Agreement (ECTA), new doors have opened for Australian businesses to tap into one of the world's fastest-growing economies. Tariff reductions, smoother market access, and stronger bilateral ties have created a once-in-a-generation opportunity for companies to access a diverse and expanding market. For Australian firms, India is no longer a distant, complex market; it is becoming a necessary chapter in their global growth strategy.

Yet opportunity and complexity in India travel hand in hand. The sheer scale of the market comes with equally intricate layers of regulation, compliance, and governance. This is where many global businesses—especially well-resourced—struggle. Success in India is not about

Even the seemingly straightforward task of opening a local bank account can present a reality check. Indian banks operate with some of the most rigorous KYC norms globally, drawing data from multiple governmental sources. A simple research—perhaps in the spelling of an Australian director's name between the passport and company filings—can trigger red flags and compliance queries. A process meant to enable business instead causes weeks of delay, disrupting payments to employees and vendors.

The intensity of compliance only deepens once operations are underway. A company trusting GST filings as routine discovers that input credits are frozen because a vendor failed to file returns—a chain reaction enabled by AI-driven matching of invoices



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success, happiness, and great opportunities.*