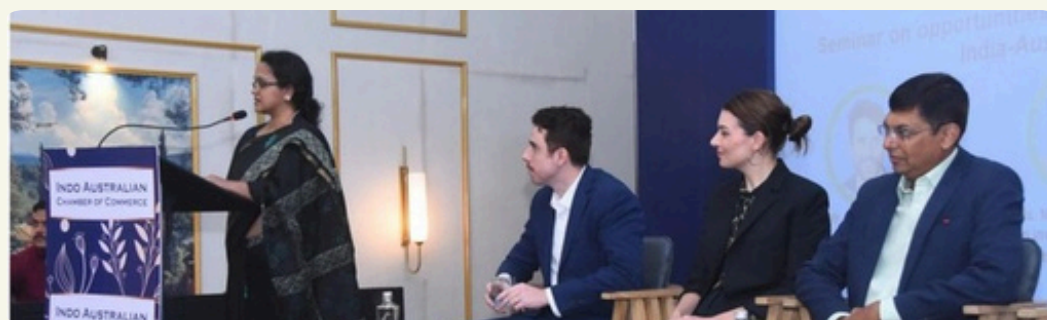


Energising the India–Australia Business Corridor - Bengaluru | 10 July

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.



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.

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.

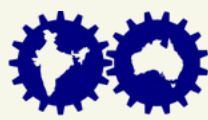
A lively panel led by Ravin Mirchandani brought together voices from industry and academia — reaffirming that the India–Australia economic story isn't just evolving, it's accelerating. The panel featured Malini Dutt, Trade and Investment Commissioner, India, Investment NSW; Santosh Potale, IPO Head – 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.



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.

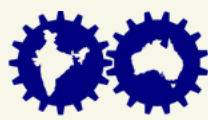




22nd Business Mission to Australia

13–18 October 2025





22nd Business Mission to Australia

13–18 October 2025

The 22nd Business Mission to Australia brought together Indian industry leaders, innovators, and entrepreneurs to engage with Australia's dynamic business and innovation ecosystem.

Over six transformative days across Melbourne and Sydney, the delegation interacted with government bodies, global corporations, and top universities, exploring new opportunities in technology, education, innovation, and investment.

Highlights from the Mission included:

- Welcome Receptions hosted by the Consulate General of India in Melbourne and the Consulate General of India in Sydney.
- A deep dive into Victoria's Cyber Security ecosystem hosted by the Victorian Government (Global Victoria).
- Strategic interactions and site visits with Telstra, HCLTech – Australia and New Zealand, City of Melbourne, La Trobe University (Sydney Campus), Western Sydney University, and Castletons Accountants and Business Advisers.
- Participation at SXSW Sydney 2025, connecting with global innovators and creative leaders.
- A curated Australian cultural experience by Gandhi Creations Pty Ltd.

This mission reinforced AustCham India's commitment to deepening the India–Australia economic corridor, driving innovation-led partnerships, and fostering sustainable collaboration that delivers real impact.

A heartfelt thank you to all delegates, partners, and hosts for their invaluable contributions in making this mission a resounding success. Together, we continue to build the bridge between India and Australia — one partnership at a time.





AustCham India

INDIA-AUSTRALIA BUSINESS SUMMIT 2025



Indo-Australian Chamber of Commerce
AustCham India

A d v a n c i n g P a r t n e r s h i p s

Radisson Blu, Aerocity, New Delhi 4 December 2025

Over 300 distinguished leaders from industry, government, and academia shaping the future of India–Australia trade and investment

High-level participation from ministerial delegations, diplomats, and CEOs driving change across sectors

Insightful plenary sessions, sectoral tracks, and spotlight dialogues on key bilateral priorities

Fireside chats, networking opportunities, and a prestigious Awards Gala Dinner celebrating excellence in India–Australia collaboration

Purposeful engagement, partnerships, and outcomes that set the tone for the decade ahead

Delegate Fee* Member: INR 2500 | Non-Member: INR 3500

*Note: GST charges additional. Registration is non-refundable. Delegate Fee includes Gala Dinner

Scan to Register

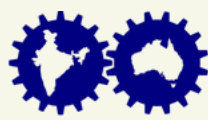


For more information, contact

Annahita Baria

Manager - Events, Partnerships & Digital
Communication

manager-events@indoaustchamber.com



TRADE TALKS

Edition 1

August 2025 - October 2025

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 GVA 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@nsw.gov.au

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



Indo-Australian Chamber of Commerce AustCham India New South Wales Government, Australia

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 its 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 3rd largest by 2030, 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 NETS 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, AIML, 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-R1-14B, 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 1% 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 2030 through the upcoming Comprehensive Economic Cooperation Agreement (CECA).

India and Australia have seen their Economic Cooperation and Trade Agreement transform bilateral trade and are set to achieve 90 percent tariff-free trade by January 1, 2026, according to the Department of Foreign Affairs and Trade. In this vitally 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, and 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 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

Five years ago, Australia's telecom sector was at a turning point. 5G was nascent, fiber-to-the-home (FTTH) was still experimental, and mobile data usage averaged just 1GB per user per month. Fast forward to 2025, and the industry has undergone a seismic transformation. Telecom 5G coverage now reaches over 80% of the population, monthly mobile data usage has climbed to 14GB, and fiber broadband accounts for over 50% of all fixed-line subscriptions.

The market has pivoted from legacy voice and 2G/3G services to digital-first experiences, setting the stage for the next phase of growth: intelligent connectivity.

As the sector evolves, it is entering a transformative phase defined by rapid 5G adoption, superior digital inclusion, and AI-driven infrastructure. 5G mobile penetration is projected to reach 95% by 2025 and 100% by 2030, with 4G-LTE accounting for 5% of subscriptions. The trajectory is clearly upward.

Notably, mobile data usage per user is expected to nearly double from 14GB in 2024 to over 28GB by 2025—driven by ultra HD content consumption, cloud gaming, and IoT use cases. At the same time, fixed broadband adoption continues to rise, supported by government-backed fiber upgrades and fast wireless expansion across regional areas. Network investments show an 8% year-over-year increase—driven by 5G, fiber, and edge computing, automation, and ecosystem agility.

At the heart of this transformation is Telecom's Connected Future 30 strategy—an ambition to deepen connectivity, reimagine network operations, and unlock new possibilities through a programmatic, secure, and intelligent platform.



I read with amazement that Apple had exported a billion dollars' worth of smart phones from India, and the game is being upped. Japanese banks buying Indian banks, India's growing defence and engineering goods exports. These are not a one-off success stories. In order to diversify supply chains, companies from US, France, Australia, Japan, Korea, and Australia have aggressively entered the fray. Favourable Trade Agreements are adding to the growing investor interest. The "Make in India" mantra is working.

To be a crucial player in the reimagined equity chain, the Indian government is investing heavily to augment its infrastructure. Nearly 55,000 kilometers of highways have been constructed or upgraded, significantly improving road and inter-city connectivity. Over 600 new high-speed rail lines are now operational, and more network has been expanded to 27 states. 80 new airports by 2025, with more than 140 already operational. Additional cargo terminals are being developed to streamline logistics operations. The biggest being the Dedicated Freight Corridors linking all corners of India, backed by feeder lines and internal railways, will completely change the movement of goods across India.

But supply chain enhancement is not the only growth driver. It is fuelled by private consumption, which contributes 60% to India's GDP (vs 50% in China where it is 38%). The auto, electronics and IT sectors are full, and premium luxury goods and top-end cars have waiting periods. But forget top end cars, look at the Suzuki story. The company posted \$15 billion turnover last year with marketing spend, profit and exports from India and they have already announced plans to double production by 4 years.

The digital payment system is driving cash-out of the system, encouraging new business models for loans and their necessary insurances. India's digital economy continues to be a magnet for investors, with technology-based solutions poised to revolutionize various aspects of society, governance, and enterprise operations.

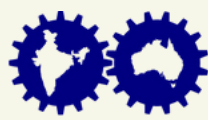
The year 2025 marks the rise of emerging industries poised for exponential growth. Sectors such as battery storage, green hydrogen, nanotechnology, AR/VR, quantum, virtual reality, gaming console, and semiconductor chip manufacturing, are all experiencing a surge in interest. Driven by government support, private capital and global supply chain shifts, these industries are attracting strategic investments and shaping the future of India's innovation landscape.

While India's economy has already surpassed the United Kingdom to claim the position of the 4th largest economy, experts predict that by 2027 India will ascend to the prestigious 3rd spot, overtaking Germany.

India is clearly at the cusp of its golden era of economic growth which many compare to China 15 years back. Foreign companies seeking the Indian market stand to benefit, as state governments continue to roll out friendly policies and competitive incentives to attract cutting-edge technology and foster large-scale employment. Besides the high-growth market and possibilities that it offers, India is an ideal base for penetrating the future markets of Africa and Southeast Asia.

The question is no longer "why" India, it is "when".





TRADE TALKS

Edition 1

August 2025 - October 2025



TRADE TALKS

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.

Indo-Australian Chamber of Commerce
AustCham India

TRADE TALKS

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, 96% 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



TRADE TALKS

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,



Indo-Australian Chamber of Commerce
AustCham India

TRADE TALKS

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

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

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 tra d open access for Australian dairy pro agribusiness firms are exploring part ly in cold-chain infrastructure.



Indo-Australian Chamber of Commerce
AustCham India

TRADE TALKS

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.



TRADE TALKS



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

Indo-Australian Chamber of Commerce
AustCham India

TRADE TALKS

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

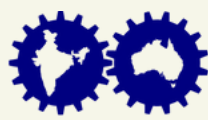
The Indo-Australian Chamber of Commerce (AustCham) has emerged as a key facilitator of this growing partnership. Serving as a bilateral business platform, AustCham connects industry leaders, policymakers, and entrepreneurs to unlock trade and investment opportunities. It organizes high-level forums, 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 **USD 100 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



TRADE TALKS

Edition 1

August 2025 - October 2025

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 agritech 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 billion 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 India-Australia trade."



Two Economies, One Future: Rethinking India-Australia Commerce

By Anur Murgal, 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\$24.1 billion in FY 2024-25, marking a recovery from the slowdown seen a year earlier. India's exports to Australia nearly doubled in five years, climbing from US\$4.04 billion in 2020-21 to US\$8.58 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\$5.9 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.



TRADE TALKS

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 looser 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 clock is ticking

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 freezing of credits and even bank accounts. MCA21 Service 3.0 now integrates analytics to instantly flag late filings, director disqualifications, and inconsistencies. 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, digitized, and rules-based ecosystem reduces arbitrations 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 easing preferential trade conditions, India offers Australian companies growth opportunities unmatched in scale. Those who approach India not as a peripheral but as an essential market will find that the discipline of compliance not only safeguards their operations but also unlocks their ability to scale with credibility and trust.

It is not 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 technology. 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 transformative partner in building truly global businesses.

In the end, the story is not about pitfalls but about potential. The compliance hurdles, when navigated wisely, are not obstacles but pathways. For Australian companies, India is more than a growing frontier — it is fast becoming a mission market. 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



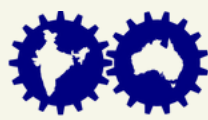
INDIA ENTRY: OPPORTUNITIES, COMPLIANCE, AND THE NEW AGE OF REGULATORY VIGILANCE

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 enter a diverse and dynamic 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 other side of the market opens with equally intricate layers of regulation, compliance, and governance. This is where many global businesses — however well-intentioned — stumble. Success in India is not about

turning the seemingly straightforward task of opening a local bank account or passing a regulatory check. Indian banks operate with some of the most rigorous KYC norms globally, drawing data from multiple government sources. A single mistake — perhaps in the spelling of an Australian director's name between the prospect 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 treating 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 invoice



OUR ANNUAL SPONSORS

2025-2026

ANNUAL PLATINUM SPONSORS



ANNUAL GOLD SPONSORS



ANNUAL SILVER SPONSORS



Follow us on:  

