

Kia Ora INDIA



THE NEW ZEALAND-INDIA TRADE MAGAZINE

THE PERFECT STORM: INTERNATIONAL EDUCATION IN NEW ZEALAND



INDUSTRY SPOTLIGHT:
INTERNATIONAL EDUCATION SECTOR

What does recovery look like?



PILOT SHORTAGE LOOMS OVER THE AIRLINE INDUSTRY

INTERVIEW: Jonathan Manuel

Australia India Trade Deal



WHAT LIES AHEAD FOR NEW ZEALAND'S FREE-TRADE DEAL WITH INDIA?

SEED FUND RELAUNCHED BY UNIVERSITY OF AUCKLAND FOR JOINT RESEARCH



13

THE UNIVERSITY OF AUCKLAND

HOW EMERGING TECHNOLOGIES ARE CHANGING THE WAY WE WORK



16

ALSO INSIDE

AN OVERVIEW OF NEW ZEALAND'S TRADE IN 2021: MFAT

TWO BIGGEST RISKS TO GLOBAL ECONOMY: SUPPLY-CHAIN AND RUSSIA-UKRAINE WAR

INDIA'S GROWING DEFENCE DIPLOMACY FOOTPRINT: OBSERVER RESEARCH FOUNDATION



HCL Technologies Named **Top Employer** 2022 in New Zealand

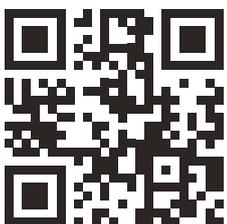
HCL Technologies, a leading global technology company, has been named a Top Employer in 17 countries by Top Employers Institute, a global authority in recognizing excellence in people practices. HCL Technologies emerged as a Top Employer, among some of the world's largest and best-known enterprises, based on its dedication to fostering employee growth while continuing to drive value for clients around the globe. HCL Tech has been awarded this status in Australia, Brazil, Canada, France, Germany, Guatemala, Malaysia, Mexico, the Netherlands, New Zealand, the Philippines, Poland, Singapore, South Africa, Sweden, the United Kingdom and the United States.



HCL Technologies (HCL) empowers global enterprises with technology for the next decade, today. HCL's Mode 1-2-3 strategy, based on its deep-domain industry expertise, customer-centricity and entrepreneurial culture of Ideapreneurship™, enables businesses to transform into next-gen enterprises.

HCL offers its services and products through three business units: IT and Business Services (ITBS), Engineering and R&D Services (ERS) and Products & Platforms (P&P). ITBS enables global enterprises to transform their businesses through offerings in the areas of applications, infrastructure, digital process operations and next generational digital transformation solutions. ERS offers engineering services and solutions in all aspects of product development and platform engineering. P&P provides modernized software products to global clients for their technology and industry specific requirements. Through its cutting-edge co-innovation labs, global delivery capabilities and broad global network, HCL delivers holistic services in various industry verticals, categorized as Financial Services, Manufacturing, Technology & Services, Telecom & Media, Retail & CPG, Life Sciences & Healthcare and Public Services.

As a leading global technology company, HCL takes pride in its diversity, social responsibility, sustainability and education initiatives. For the 12 months ended Dec. 31, 2021, HCL had consolidated revenue of US\$11.18 billion. Its nearly 198,000 ideapreneurs operate out of 52 countries. For more information, visit www.hcltech.com



www.hcltech.com

CONTENTS

KIA ORA INDIA | APR 2022



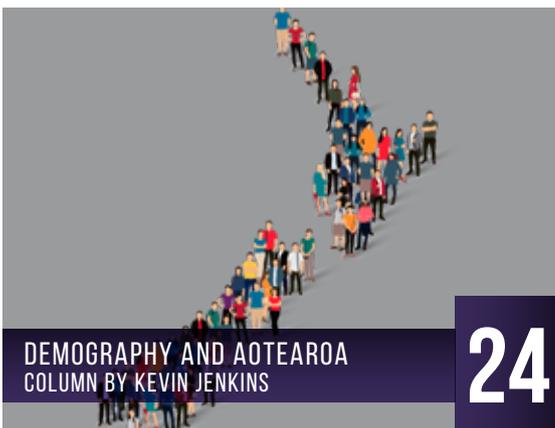
NO UNIVERSITY IS AN IVORY TOWER
COLUMN BY PROFESSOR GUY LITTLEFAIR

9



REBUILDING NZ'S INTERNATIONAL
EDUCATION SECTOR

10



DEMOGRAPHY AND AOTEAROA
COLUMN BY KEVIN JENKINS

24



India's economic
growth is estimated
to be 9.2%
in the upcoming financial year

ANALYSIS: INDIA'S UNION BUDGET
2022-2023

28

6 EXECUTIVE BRIEFING: HAS COVID ENFORCED A PARADIGM SHIFT FOR NZ BUSINESSES?

As we shift into a post-pandemic world, will the traditional drivers of a capitalist society (productivity, profit and growth) be re-evaluated by businesses? INZBC Head of Strategic partnerships, Sunil Kaushal explores.

7 A GATHERING STORM: PILOT SHORTAGE LOOMS FOR THE AIRLINE INDUSTRY

Kia Ora India writer, Priti Garude spoke to Jonathan Manuel, founder of the New Zealand Airline Academy about New Zealand's role in training future pilots.

10 REBUILDING NZ'S INTERNATIONAL EDUCATION SECTOR

Kia Ora India spoke to industry leaders - Jugnu Roy, Bharat Chawla, Sandeep Sharma and Deepa Chaturvedi about New Zealand's current state of play as it begins a long road to recovery for the international education sector.

14 NO UNIVERSITY IS AN IVORY TOWER: OVERCOMING SOCIETAL ISSUES IMPACTING HIGHER EDUCATION

The Brand Education spoke to Professor Guy Littlefair, PVC International & Dean of Faculty at Auckland University of Technology, to find out how New Zealand has been affected and the measures he has taken to ensure that AUT is meeting the needs of its students and stakeholders.

16 HOW EMERGING TECHNOLOGIES ARE CHANGING THE WAY WE WORK

To implement a transformative technological change within an organisation, it is imperative for business leaders to collaborate with IT leaders in order to establish a well-defined and forward-thinking business strategy that, in turn, is underlined by emerging technologies. HCL shows the way forward.

19 AN OVERVIEW OF NEW ZEALAND'S TRADE IN 2021

This report released by New Zealand Ministry for Foreign Affairs and Trade looks at New Zealand's goods and services trade performance for the 2021 calendar year, following the release of international trade data for the December 2021 quarter.

20 WHAT NEW ZEALAND CAN LEARN FROM AUSTRALIA'S FREE-TRADE DEAL WITH INDIA

Like Australia, New Zealand is going to need to invest much more in building a bigger, better and much broader relationship with India before it can expect any trade dividends. Asia NZ Foundation Executive Director, Simon Draper explores.

CONTENTS

KIA ORA INDIA | APR 2022

22 INDIA'S GROWING DEFENCE DIPLOMACY FOOTPRINT

India's participation in multilateral naval exercises such as 'Milan' bolsters India's growing soft military power, Sameer Patil from the ORF explains.

24 DEMOGRAPHY AND AOTEAROA: WHAT LIES UNDERNEATH

Kevin Jenkis delves deep into the "data deluge" to find reasons behind New Zealand's declining fertility rate.

26 TWO BIGGEST RISKS TO GLOBAL ECONOMY: SUPPLY-CHAIN AND RUSSIA-UKRAINE WAR

As the economies of New Zealand and India attempt to recover from the adverse recessionary effects of the COVID-19 pandemic, two risk factors emerge as strong headwinds that could throw this off the trail in 2022 for both economies - supply chain led tradable inflation and the global impact of the Russia-Ukraine war. Dr Rahul Sen and Sadhana Srivastava, academic researchers at the School of Economics, Faculty of Business, Economics and Law, Auckland University of Technology (AUT) explore

28 GROWTH-ORIENTED AND PRO-DEVELOPMENT, INDIA'S UNION BUDGET SEEKS TO LAY FOUNDATION OF THE ECONOMY FOR THE NEXT 25 YEARS

Kia Ora India gathered insights from leading experts from New Zealand and India, who shared their analysis on the Indian Union Budget 2022-2023.

30 INZBC EVENTS REPORT

VOL 03 | ISSUE 04 - APRIL 2022

Publisher: India New Zealand Business Council

Editorial Direction: Sunil Kaushal

Content Development: Priti Garude

Design & Production: Media Solutions Kiwi Ltd.

Contributors in this issue:

Kevin Jenkins, Michael Horton, Dr Rahul Sen, Sadhana Srivastava, Simon Draper, Sameer Patil, Sandeep Sharma, Deepa Chaturvedi

For Advertising, contributions & feedback contact:

Garry Gupta, Secretary, INZBC.

Email: secretariat@inzbc.org | +64 9 574 5220

Office Address:

Suite 7, Palm Space Office Complex,
4343 Great North Rd, Glendene, Auckland 0612

Postal Address:

PO Box: 20092, Glen Eden, Auckland 0641,
New Zealand

Funded by:

Publications Initiative, Ministry for Culture & Heritage,
Government of New Zealand

WE WOULD LIKE TO THANK ALL OUR PARTNERS AND SUPPORTERS

STRATEGIC PARTNERS



INDIA INDUSTRY PARTNERS



ASSOCIATE PARTNERS



SUPPORTING PARTNER



FROM THE CHAIR

KIA ORA INDIA | APR 2022

Last year, the New Zealand government introduced its 5-step plan to welcome international workers, students and tourists to the country. It was a long-awaited decision from businesses within the country and outside. As the world emerges on the other side of this pandemic, India New Zealand Business Council looks forward to providing support, information and expertise to its partners and stakeholders. And as the world slowly inches towards the new normal, we continue to provide the collective bridge between Indian and NZ businesses.

In this issue of the Kia Ora India magazine, we examine two industries that have been most affected due to the pandemic – international education and the aviation industry.

With the help of our stakeholders, we examine the future of NZ as a destination for training future aviation professionals. At the same time, we take a deeper view into the international education industry and examine its current state of play as it begins its long road to recovery.

All of us engaged in business recognise that building sustainability into our enterprise means nurturing young talent and developing

the next generation of business leaders. International education and global mobility are a key feature of this.

We bring perspectives from industry partners like Auckland University of Technology on the impact of the last two years, and what major players in the industry are doing to bridge this gap.

“All of us engaged in business, recognise that building sustainability into our enterprise means nurturing young talent and developing the next generation of business leaders.”

We also highlight how emerging technologies can help in this recovery in the post-covid world with a column from HCL.

As a trade magazine, we bring insights from industry leaders like the Asia New Zealand Foundation who explore what New Zealand can learn after Australia's free-trade deal with India as well as a focused analysis of the factors that could emerge as potential barriers to economic growth in 2022.

As we push into the next financial year, INZBC aims to continue providing you with the latest insights, commentary and perspectives in the New Zealand-India relationship.

Thank you.

Sincerely,
Earl Rattray



Earl Rattray
Chair, INZBC

Earl Rattray has a long-standing dairy industry career, both in farming, and in senior dairy industry leadership roles, including as a founding Director of the Fonterra Co-operative Group, and inaugural Chairman of the NZ Dairy Companies' Association. Earl is based in the Waikato. He is a director of several local Agri sector companies and chairs the governing board of Binsar Farms Pvt Ltd, a Haryana-based farming and fresh milk marketing company operating in the Delhi NCR.

Has Covid enforced a paradigm shift for NZ businesses?

As we shift into a post-pandemic world, will the traditional drivers of a capitalist society (productivity, profit and growth) be re-evaluated by businesses? INZBC Head of Strategic partnerships, **Sunil Kaushal** explores.

The COVID-19 pandemic is having a dramatic impact on the global economy and reshaping businesses in lasting ways. According to the current market trends, the NZ economy is expected to see a sharp recession for 2022, likely to be followed by a U-shaped recovery. What's more, with the borders yet to be opened, number of businesses will face staff shortages which may cause them to close and our exporters will feel the brunt of this shortage.

As governments, leaders and industries around the globe grapple with the effects of the pandemic, one thing is certain: the fragility of businesses has been exposed. The question we are faced with now is what the aftermath will look like. Will the consequences of this crisis permanently mark the business world? Will we see a paradigm shift in the way businesses transform their strategies and priorities?

A shift in business values

As we shift into a post-pandemic world, will the traditional drivers of a capitalist society (productivity, profit and growth) be re-evaluated by businesses? I believe the answer could be yes. We're already seeing younger generations less attracted to capitalist values, according to a study published last year. If they want to attract and retain the next generation of top talent, companies must get more in tune with societal movements to attract younger generations and strengthen the meaning in their actions with a clear vision that has a reinforced long-term impact.

I also believe that this catastrophic event will force a greater partnership on a national level between governments, businesses and individuals. We've already seen this group come together to encourage solidarity and altruism during this time. Across New Zealand, businesses are repurposing their products and services to help fight the pandemic and individuals are stepping into action to shop for their neighbors and set up support systems all while celebrating those on the frontlines of healthcare and emergency services each night. Even state governments are working together to allocate resources across state lines to combat the spread of the virus. This movement toward unity is what the country needs to emerge stronger post-pandemic.

Closely aligning business with altruism

It is possible that this very same concept of solidarity becomes a strong value in the business world too. Businesses who once competed against each other are coming together. We see this with the explosion of innovation at pharmaceutical companies who are joining forces to find a vaccine while large-scale manufacturers and small businesses have stopped their usual production in order to manufacture ventilators, hand sanitizer and medical masks. Globally, In Canada, credit insurers are partnering with their Export Credit Agency to offer government-backed insurance plans. In France, its main actors have recently mobilized with the government to reactivate support systems (known as CAP) with a global

budget of 12 billion euros in order to help companies survive the impact of the economic deadlock. In Germany, credit insurers and the government have collaborated to guarantee the payment of compensation to businesses up to 30 billion euros. In other countries like the U.S and U.K, industry leaders are moving to create similar partnerships to better support their countries' economies. However, it seems that New Zealand has been behind when it comes to supporting our exporters to such scale.

As companies begin to think through what a post-pandemic world looks like, a closer and more harmonious relationship between different businesses could be what's needed. Instead of being passive on subjects that require a collective approach, businesses need to join together to adopt like-minded social, environmental and governance standards.

History has taught us that massive event can trigger important changes thereafter. For COVID-19, this could be synonymous with business transformation as companies are forced to rethink and realign their priorities. To prepare for the aftermath, companies must adapt, anticipate changes and accelerate their transformation to link work with a greater purpose. While a "before" and "after" are certain for the pandemic, the future of business and the extent of this paradigm shift remains to be determined. It's not enough to just survive this unprecedented crisis but rather companies must emerge more innovative and united.



Sunil Kaushal

Head of Strategic Partnerships,
INZBC

Sunil Kaushal is one of the leading commentator on Business, Commerce and International Trade particularly focusing on India. He has first-hand on the ground experience in guiding New Zealand firms expand into India.



A gathering storm: Pilot shortage looms for the airline industry

Over the next 20 years, airlines will need 612,000 new pilots, 626,000 new maintenance technicians and 886,000 new cabin crew members to fly and maintain the global commercial fleet. Prior to the downturn, the aviation industry was heading toward a global pilot shortage, which has now been augmented as a result of the pandemic. *Kia Ora India* writer, **Priti Garude** spoke to **Jonathan Manuel**, founder of the New Zealand Airline Academy about this global shortage and New Zealand's role in training future pilots.

“Today is a big day for us. For the first time since 2020, we will have a new student arriving at the academy,” says Jonathan Manuel, founder of the New Zealand Airline Academy, a South Island based aviation training school that provides commercial and private licence training along with instrument and instructor rating to international students.

Indeed a new beginning, for an institute that operates in two of the worst affected industries due to the pandemic – aviation and international education, life had been at a standstill for the past two years.

“Covid literally brought our business to a grinding halt,” says Manuel. “We were blessed because we received a good group of students, just before the borders closed in March 2020. But all these students have now finished and gone back home. So, we have not been able to move forward since. Had we not received the exemption from the government last year, we would have had to shut down the business and move elsewhere.”

The exemption came in the form of 400 international trainee pilots that were allowed to enter New Zealand from October 2021. Bringing predictability and certainty to a hard hit sector, these students provided significant investment to New Zealand, paying \$80,000 each for tuition, according to Aviation NZ chief executive John Nicholson.

In an interview to NZ media organisation, Stuff, Nicholson said the 400 places brought about \$32 million to the training schools, \$140 million in economic activity, mostly in regional New Zealand and a much needed “boost” to an industry battered by Covid.

For Manuel though, it feels as if the industry is starting from scratch. “The aviation industry worked very hard to

secure this exemption. We met with Ministers, together with Aviation New Zealand to facilitate this outcome.”

However, for an industry that lost more than 50 per cent of their training staff since the pandemic, this is just the start of the rebuilding journey.

History of aviation in New Zealand

Before the pandemic, the airline industry supported 11.2% of New Zealand's GDP, enabled our \$17 billion per annum international tourist economy, delivered \$23 billions of cargo imports and exports, provided 44 direct connections world-wide and supported 329,000 jobs.

Students came from all over the world to train in New Zealand, particularly from India, Vietnam and China to train to become pilots. This was not only due to New Zealand having one of the most stringent quality standards but also because of its unique geographical location, climate and pioneering history.

New Zealand has played a silent pioneering role in aviation history. Several months before the flight of the Wright Brothers, Richard William Pearse from Timaru undertook the first powered flight. The first pilot school was established in 1915 and more than 100 pilots were trained to be deployed during the First World War.

This information along with some extensive market work led to New Zealand being now known as the major trade aviation training destination, especially in India where 400 plus pilots come for training to New Zealand every year.





Talking about the demand for New Zealand as an aviation training destination, Manuel said, “During the early part of 2000, we did extensive market work, where we met agents in India and Asia to promote New Zealand as a destination and shared some lesser known facts about New Zealand’s role in aviation history.”

Geography and climatology of NZ also played a big role in the demand for this sector. “Because of the open sky, general aviation is quite popular in NZ. You can pretty much fly from one end of NZ to the other, you will find so many airfields across the country. So, in that way New Zealand is an amazing training destination,” says Manuel.

“Many times when you come from the equatorial climate, people just read about all these different weather patterns, but in New Zealand you don’t only read but you get to experience all these weather patterns first hand, which is extremely good, because that’s what makes the student a good pilot, being exposed to different weather patterns and different geographical conditions,” he continued.

Post Covid, this along with an increased demand for pilots has led to a number of overseas airlines looking to employ domestic pilots from their own countries, but who have received high-quality training in New Zealand, Nicholson said.

Global Pilot, Instructor Shortage and India's booming aviation sector

As the aviation industry navigates an uneven global recovery from the recent market downturn caused by the pandemic, passenger demand continues to accelerate as vaccination rates increase and travellers regain a sense of safety. New research by the World Travel & Tourism Council said travel and tourism could generate \$8.6 trillion globally this year, just 6.4% below pre-pandemic levels.

Despite the pandemic, India’s aviation sector is gearing up for the long-haul. Airbus has forecast that India

will require 2,210 new aircraft over the next 20 years. A few new airlines have started during the pandemic like Tata’s Air India and Jet Airways 2.0. Indigo, which is India’s biggest airline has ordered for 500 new aircrafts and small regional players have also entered the Air Taxi market as result of forecasted increase in air travel post pandemic.

This increased demand, after a break of two years has created a surge in demand for pilots, restoring many of the jobs lost last year, opening opportunities for new pilots to join the ranks and leading many airlines to restart their cadet pilot programs such as the deal between India’s budget carrier AirAsia and Manuel’s New Zealand Aviation Academy to bring 50 trainee pilots to New Zealand.

According to Boeing’s 20 year Pilot outlook report, over the next 20 years, airlines will need 612,000 new pilots, 626,000 new maintenance technicians and 886,000 new cabin crew members to fly and maintain the global commercial fleet. However, prior to the downturn, the aviation industry was already heading toward a global pilot shortage, which has now been augmented as a result of the pandemic. Many junior pilots lost their jobs during this period, leading some to change careers



and leave the industry altogether. Concurrently, many experienced pilots accepted voluntary early retirement packages, and those that remain may be unable to fly for commercial airlines once they reach the mandatory retirement age. “When the world went into lockdown and when people thought the industry had gone down, there were several pilots who actually retired because of the age cut off in India and in New Zealand,” said Manuel.

Nicholson concurred that a lot of senior pilots left the industry when Covid hit and airlines were now looking to bring in new recruits.

Manuel believes the demand is only going to go up and New Zealand will soon feel the ripples of the global shortage in pilots. "You need more people to replace all the pilots who left the sector during the pandemic."

"The US is struggling for pilots and they are picking up pilots from Australia because they have a special visa category under which pilots can work. This has resulted in Australia taking pilots from NZ. Air New Zealand recently advertised for pilots. Soon, they will pull out all the experienced instructors from the flight training school and you'll find that the demand for instructors will also go up."

Boeing states that the aviation industry will need a long-term strategy to address upcoming labour challenges. Meeting projected pilot, aircraft mechanic

and flight attendant demand is wholly dependent on industry's investment in a steady pipeline of newly qualified personnel to replace those who have left or will soon exit the industry. It said, "The global aviation industry will need to keep a sharp focus and engage in collective efforts to build a robust, diverse talent pipeline through more educational outreach and recruitment, development of new pathways to aviation careers, investment in early-career learning opportunities, and deployment and adoption of more efficient learning methods."

For Manuel and his head of training and chief flying instructor, Celroy Mascarenhas, it's been a long journey since they first arrived in New Zealand in 2002 as international students themselves. However, it's their passion and commitment to see the growth of the industry that keeps them motivated to continue New Zealand Airline Academy's mission of helping international students choose the right program and training and experience their dreams of flying high.

भारत
का उत्थासोम
High Commission of
INDIA
New Zealand

75
Azadi Ka
Amrit Mahotsav

BENEFITS UNDER MAKE IN INDIA

Export Incentives

AFLEO
AFFORDABLE SERVICES
FOR STARTUPS

State Incentives

MAKE IN INDIA

Incentives under income tax act

Area based incentives

Deductions in Wages

Sector specific initiatives

R&D Incentives

 <https://www.makeinindia.com/>

 @makeinindia

 <https://www.facebook.com/makeinindiaofficial/>



Rebuilding NZ's international education sector

Recent announcements by the New Zealand government have provided some welcome clarity about the return of international students to New Zealand. Education New Zealand, while focusing on making the best possible use of key steps in the government's five-step plan to progressively reopen the borders, are also continuing to work towards the overarching goals set out in the International Education Strategy.

It is this strategy that is the focus of this industry spotlight by the Kia Ora India team.

The International Education Strategy plan laid out in 2018 focused on building a "thriving and globally connected New Zealand through world-class international education." It takes a broad view of 'international education' that encompasses providers, industries, communities, New Zealand's domestic education system and its international connections.

The Government wants an international education sector in which students feel welcome, safe and well, enjoy a high quality education and are valued for their contributions to New Zealand. This builds on the four pillars of the International Student Wellbeing Strategy: economic well being, education, health and wellbeing, and inclusion. The Government is committed to sharing these benefits of international education with regions nationwide.

Alongside these more strategic goals, the government wants to make sure that they attract students who are in New Zealand for genuine study reasons, and that those students are not placed in positions where they can be exploited.

A changing global picture

International education operates

in a global environment, and its fortunes are highly sensitive to global demographic and policy changes that affect the flow of international students, such as the Covid pandemic.

Now, as New Zealand works towards a long-term strategic recovery, it faces growing competition from countries that had the first mover advantage after the pandemic, alongside the rising use of online channels to deliver education.

In addition, more and more destination countries are adopting ambitious, government-supported strategies and targets that are designed to maximise the economic and social benefits of international education. The contribution that the international education sector makes to the New Zealand economy

will rely on attracting students from a wider range of markets.

According to international education experts and industry leaders, there are many unique opportunities for growth, and New Zealand must stay alert to these opportunities in both new and established markets and in a range of education products and services.

Speaking about renewed collaboration between New Zealand and India, Jugnu Roy, Director of Engagement – East Asia



Jugnu Roy,
Director of Engagement,
East Asia & India,
Education New Zealand



& India at Education New Zealand said, "India New Zealand relationship has witnessed strengthened academic ties in recent years, from setting up a New Zealand Centre at the prestigious IIT Delhi to signing an MoU with prominent Indian universities. Our focus has been to ensure a truly future-focused education, which provides students with the skills to excel in their careers and to create a positive impact in the world while combining technology and creativity. New Zealand is paving the way for a strong educational collaboration in the wider area of sustainability and diversity, equity and inclusion in India."

We spoke to some industry leaders, who explain that as New Zealand begins its recovery process, the country needs to look and evaluate the current state of play.



Bharat Chawla,
CEO, Uniqway

Bharat Chawla, CEO of Uniqway, a platform that empowers students to make better decisions about their student abroad journey with a data-driven approach, believes that while New Zealand's earlier shift from high volume to high value approach was appropriate in 2018-19, now, in the aftermath of the pandemic, the policy needs to be reevaluated with the focus shifting to high value but affordable value.

He said, "Based on the government's recent announcement, we can see that the opening of numbers will be maintained in a very rationing kind of sense. Currently there's given permission for 5000 students. We do not expect them to open borders completely in six months. They will open next for 10,000 or maximum in two years, we expect 15,000 or 20,000 students, with priority being given to universities and polytechnics. Since the numbers are then well distributed and controlled, they would have drastically cut down on the volume of students, thereby achieving their goal."

Recently, the government announced a border class exception for 5,000 international students in 2022 - with universities having 1,450 student places, Te Pūkenga (New Zealand Institute of Skills and Technology) - 700 student places, schools (Year 9 and above) - 1,000 student places, PTE (including pilot training) - 850 student places and English Language Schools - 1,000 student places.

Now, he reckons it is the time to provide a straight-forward and a clear job or migration pathway to prospective students. He recommends providing certainty to the students on the value they bring into the course, the value they will get and add to the country after their studies - along the lines of the Canada or Australia point based system towards work rights.

He said, "NZ should be able to attract good talent which is what the government wants but good talent

wants certainty that they are coming to New Zealand with and for some value. They don't want to go back, or don't want to do just any job. Nobody wants to come only for a qualification, they want to get value."

To this effect, his company Uniqway focuses on a career driven approach to education, wherein students are provided with information and data about "careers and job opportunities in New Zealand, and what careers you can expect if you come to New Zealand to do a particular course or programme. We provide students with data like what has been the growth trajectory of the career, where it's going to go in the future.

What we are trying to achieve, here, is that, we are trying to go in parallel with this strategy of the government which is to bring higher value students which will add value to the economy and ensure that they just don't choose a course for the sake of migration."

Living our values, and not counting the transactions, will revive international education sector post-COVID-19

Opinion: Before we talk about recovery, challenges, competition, and the way forward for New Zealand's international education sector; it is important to understand the current State of Play.

New Zealand's announcement to progressively reopen its borders for international students has been largely welcomed by the education industry. A step in the right direction, having hibernated for over two years and finally opening but with a five-step plan – New Zealand's message to its international students does come with a kiwi lilt.

Pre-COVID-19, international education was New Zealand's fifth largest export industry, estimated at \$5.23 billion. Though accounted for under the export of services, the delivery of international education predominantly happens on campus in New Zealand, requiring students to travel onshore for the transaction to be completed, thus bringing immigration into the picture. This growth was majorly fuelled by the immigration policy which allows international students to stay back and work in New Zealand for up to three years after finishing their degrees. China remains the top source country for international students to New Zealand with India at the second position.

Post-COVID-19, this sunrise sector might look different. New Zealand's international education policy is gearing up for a reset. There will be a shift from high volume to high value, focusing on Quality over revenue generating export industry. This shift in policies and settings are closely aligned to the goals of New Zealand's International Education Strategy 2018-2030 of providing excellent education, achieving sustainable growth and developing global citizens.

The Ministry of Education in its quest to define what "high value" means to international education, invited consultations from relevant ministries, government agencies and the public. Similarly, the Immigration policies are also being reviewed by the government asking The Productivity Commission to undertake an enquiry into immigration settings for New Zealand's long term economic growth and wellbeing.

While Education New Zealand's Board submission to the Productivity Commission does advocate for the importance of work rights in international education – the key preliminary finding of The Productivity Commission indicates pressure on housing and infrastructure due to a growing population. However, reducing numbers of international students through an immigration reset would not solve our housing crisis. Although this does demonstrate that international education and immigration policies are joined at the hip.

Welcome Te Pūkenga, the newly formed mother body which brings all the sixteen Institutes of Technology

and Polytechnics (ITP's) under a single organisation. Te Pūkenga is now New Zealand's largest tertiary education provider, focused on reimagining vocational learning.

While the ITP's enrolled over 16 thousand international students in 2019, the newly established Te Pūkenga is still working on its internationalisation strategy. This will be an interesting space to watch as pre-pandemic the ITP's provided a cost-effective and good quality product to international students looking for skill-based work opportunities in New Zealand.

India remains indispensable for the recovery of international education globally. Second only to China in the number of students going overseas for education, India is pegged to surpass China before the turn of this decade. According to the Indian Ministry of External Affairs, 753,000 Indian students were studying abroad in 2019.

In July 2020, India announced its National Education Policy (NEP) 2020, replacing its 34-year-old National Policy on Education. Truly a watershed moment in the Indian education system, which will overhaul the entire education system right from early childhood to higher education and beyond. Under the NEP 2020 – Internationalisation section, high performing international universities will be able to set up campuses in India. Although at this stage only the top 100 in the world will be allowed; student exchanges and research collaboration will be encouraged, and credits acquired from international universities will be recognised by Indian universities.

India can help immensely with the sustainable recovery of the international education sector for New Zealand. The NEP 2020 is a paradigm shift in the way Indian's will invest in their future education. Post-pandemic both India and New Zealand are looking inwards, searching for a value-based approach to international education to help promote their national development.

Aotearoa, New Zealand has a dependable partner in Bharat, India – provided it stops looking at international students as just EFTS (Equivalent Full-Time Student) and starts treating them as ELTI (Equivalent Long-Term Investment).



Sandeep Sharma,
Chief Executive,
QualityNZ Education Ltd,
Christchurch Chapter Head,
INZBC



Seed Fund relaunched by University of Auckland for a Joint Research Programme between New Zealand universities and IIT Delhi

The fund is a part of the New Zealand Centre, comprising all 8 New Zealand universities, established in India in partnership with IIT Delhi

The University of Auckland took the lead in exploring the partnership options in the Indian market and led a delegation of university representatives from New Zealand to Delhi in February 2020. Many prestigious schools and universities from India were present at the Knowledge Exchange Workshop in Delhi and expressed their interest in exploring partnerships further.

At this time, a New Zealand Centre, comprising all eight New Zealand universities, was established in India in partnership with IIT Delhi, one of the top engineering institutes. The Centre, set up to strengthen New Zealand's educational ties with India, was officially endorsed in the presence of high-ranking government delegates from New Zealand and the senior leadership team of IIT-Delhi. Mr Winston Peters, the then Deputy Prime Minister and Minister of Foreign Affairs of New Zealand, while presenting an inauguration plaque for the event as an endorsement, had said, "Education forms a key pillar of the bilateral relationship between New Zealand and India, I am looking forward to strengthening our joint work in the area of science and technology through our New Zealand Centre at IIT Delhi. Indian students are the fastest-growing cohort on our campuses, as they recognise the quality of our education system. We are committed to expanding our relationship with India in the years to come."

Amongst the academic activities that will come under the Centre at IIT Delhi will be the development of projects for long term research collaboration that include sustainable cities, technologies for clean water, cyber security and data science, energy and environmental studies, and advanced biological and healthcare systems and engineering. A Seed Fund was announced for the Joint Research Programme between New Zealand universities and IIT Delhi as part of these activities. However, it was paused considering the Covid pandemic that impacted all other things worldwide.

The University of Auckland re-initiated the launch of the Seed Fund at the end of 2021 and successfully launched the proposal call on the 4th of February in collaboration with IIT-Delhi counterparts. The proposal invites academics/ researchers from all fields, especially where a synergistic benefit (either basic/applied/ translational) can be demonstrated by an inter-institutional collaboration, including Cancer genomics, MedTech, Robotics & Automation (particularly in agriculture) and wastewater treatment. The Centre and IIT Delhi will look for industry support for the academics with funding for some of these projects.

The last date for the proposal call is the 21st of May 2022, with the announcement of awards scheduled on the 5th of July this year.

Ongoing discussions between the New Zealand Centre Advisory Board and IIT Delhi include launching other academic activities that involve visiting Fellows and Student Exchange under the Centre's purview. The Centre will host visiting researchers and academics, act as a forum for diplomatic and trade dialogue among different sectors, and support student mobility as New Zealand reopens its borders from semester one 2023.



Deepa Chaturvedi
International Partnerships
Advisor, International Office,
University of Auckland

Deepa is responsible for maintaining effective communication and engagement with UoA's global partners, assessing agreements, and providing recommendations for decisions to senior leadership at the University.

No university is an ivory tower: Overcoming societal issues impacting higher education

Pressures on university have increased in recent years as the impact of the pandemic and wider cultural shifts made themselves felt. Against this background the sector has had to adapt as countries and their citizens looked to higher education to help them navigate the new world. The Brand Education spoke to **Professor Guy Littlefair**, PVC International & Dean of Faculty at Auckland University of Technology, to find out how New Zealand has been affected and the measures he has taken to ensure that AUT is meeting the needs of its students and stakeholders.

Universities have always been subject to multiple pressures and influences from external forces, which is reflective of their important place in society. As we are all too aware, the pressures have increased in recent years as the impact of the pandemic and wider cultural shifts made themselves felt. Against this background the sector has had to adapt as countries and their citizens looked to higher education to help them navigate the new world.

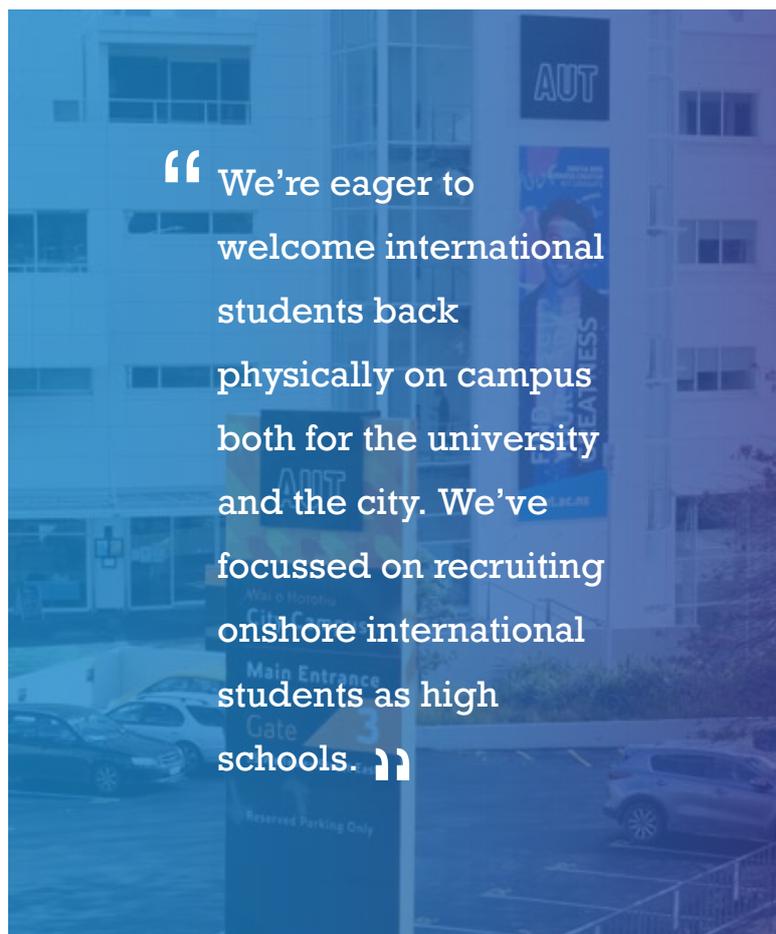
Changes have been felt in every corner of the world and we spoke to Professor Guy Littlefair, PVC International & Dean of Faculty at Auckland University of Technology, to find out how New Zealand has been affected and the measures he has taken to ensure that AUT is meeting the needs of its students and stakeholders.

Whilst Guy and his team had a comprehensive strategy in place to be the university known for the desirability of their contemporary education, both vision and culture were challenged when the pandemic struck.

"We've got a robust strategic plan that everyone has universally bought into and it's paid a dividend, but not in the way that we thought when we first put it together in 2017. Many things have now changed as a consequence of the pandemic including key measures around increasing the percentage of international students and our research student cohort, as well as improving equity for all learners. So there are lots of things for us to work on as an organisation, and as a leadership team we're up for those challenges."

When borders closed the impact on international demand in New Zealand was felt across doctoral (-5.8%), bachelors (-20%) and masters degrees (-18%). For AUT the impact of this was far reaching and extended beyond the walls of the campus.

"We were very exposed to the numbers of international students in Australia and New Zealand. In 2019 some universities had over 30% international students and the sudden turning off of those students had a significant impact. It's not just the impact on universities, it's the impact on the city. International students typically spend three times what they do on fees whilst they're studying here. The AUT Auckland City Campus is in the heart of the city and international students would be spending their dollars in their local cafes in the supermarkets. Many would be working in hospitality and business owners are really struggling to get staff because of the significantly fewer international student numbers."



“ We’re eager to welcome international students back physically on campus both for the university and the city. We’ve focussed on recruiting onshore international students as high schools. ”

With a rich culture and local economy to protect, Guy and his team needed to radically adjust their approach to recruitment to sustain numbers in the short term and embed measures for growth in the long term.

"We're eager to welcome international students back physically on campus both for the university and the city. We've focussed on recruiting onshore international students as high schools. New Zealand has lots of international students who come to study for their high school then head off to the UK, America, Canada or Australia to complete their tertiary study. We changed our approach and spent time working with international students in high schools to encourage them to experience tertiary education in New Zealand, rather than going home or to other countries. We're also working on having dedicated representatives in China, India and other parts of Southeast Asia. That's the direction we're heading because we understand that having someone who understands the culture, who is

fluent in the language and is in the right time zone is going to make a huge difference to us.”

Flexing to the situation presented is something that has become commonplace for Guy. Faced with the challenge of delivering a curriculum of technology virtually and delivering on the university's mission to provide exceptional learning experiences he places the student at the very heart of his response.

“Some universities in New Zealand set up offshore study centres through existing partners. The AUT approach was different, we decided to stand up a number of programmes online only and support students studying remotely. But it's a short term solution to what could be a longer term problem, as we're a university of technology



and many of the programmes we offer are very practical. We've had to learn a lot through the pandemic to deliver a high quality education in a different way. When things turn to having more time on campus, it's really about understanding what is the best of both, even students who love coming to campus could benefit from having material they could engage with outside of campus. It's about doing more to support all of our learners and trying to meet them where they are, both physically and in their lives... going into the rapid lockdowns last year many of our students didn't have the tools available for online

provision. We did a lot of work last year to support students who couldn't get access with loans and permanent solutions. That's something we're going to continue with to support all of our learners from different communities.”

Whilst the pandemic has created many challenges, there are also long-standing societal issues that Guy has tackled head on. Diversity remains at the heart of AUT's mission as well as prioritising the needs of the people of Tāmaki Makaurau Auckland and Aotearoa New Zealand.

“The diversity in senior leadership teams and boards does not generally reflect stakeholders particularly well. Having said that, I do believe there's good awareness of the disconnect between the diversity of the leadership team and the student cohort. Auckland is a very diverse community, we have some very affluent areas and some more deprived areas of the city. We're a university that's very much about inclusion and we purposely set out to encourage students to come to AUT who typically wouldn't consider tertiary study as an option. What we endeavour to do is to provide inclusive excellence, which is really about striving for excellence, but being inclusive along the way. As the Pro Vice Chancellor International, I have a monthly meeting with our Student Union representative and Head of Student Services to address feedback on the positives, challenges and issues we need to work on.”

A strong component of the excellence built into the diversity, hybrid learning and recruitment strategies at AUT is providing students with the skills to succeed in the competitive jobs market. Guy has been able to apply his extensive experience across academia and industry to help students at AUT gain core and transferable skills with which to navigate the shifting opportunities of work and enterprise.

“What I've noticed over my career in the university sector, is that the pace of change is now increasing more quickly. Traditionally, we've had long established programmes that get tweaked but we're now seeing a demand for courses that follow trends in industry. It's about aligning education and skills as more and more employers are seeking a broad skill set. It's been a competitive job market for a number of years now and that's fed back into how universities approached the development and delivery of their courses. Employers are looking for skills to embed and support their own businesses, and where do they look? Well, they look to graduates. What we're trying to do is have a hybrid approach where we give a great university education and support skill set development along the way too.”

This article was originally published in The Brand Education website, www.thebrandeducation.com



Professor Guy Littlefair

*Pro Vice-Chancellor International,
Dean of the Faculty of Design & Creative Technologies;
Auckland University of Technology*

Prior to his return to AUT in 2017, Professor Littlefair held a successful role as the Dean of Engineering in the Faculty of Science, Engineering and the Built Environment at Deakin University in Australia. Combined with an academic career spanning 25 years, Professor Littlefair has also had the opportunity to spend time in the industry, most recently at Navman where he oversaw the integration of the Mercury Marine business when the company was acquired by the Brunswick Group.

How Emerging Technologies are Changing the Way We Work



*To implement a transformative technological change within an organisation, it is imperative for business leaders to collaborate with IT leaders in order to establish a well-defined and forward-thinking business strategy that, in turn, is underlined by emerging technologies. In the column, **HCL** explores more.*

The pandemic shifted the world off its axis and business turned to technology to restore balance. We have witnessed the entire business landscape turning digital in the past two years, and today everything in the ecosystem depends upon emerging technologies that are changing the way we work.

These emerging technologies, such as artificial intelligence (AI), cloud computing, machine learning (ML), natural language processing (NLP), Internet-of-Things (IoT), blockchain, robotics, amongst others, are transforming the way we work, collaborate, engage, and connect.

Take for instance how innovative cloud services are enabling organisations to build smart and agile businesses, bringing in scalability and flexibility within the organisation's IT ecosystem along with other benefits such as better cost savings and data storage, and reduced downtime. Or how the IoT technology creates a complex ecosystem of interconnected devices that can communicate with each other, collect, share, and analyse data to provide actionable outcomes for enhancing business efficiencies and productivity.

Throughout 2020 the new-age emerging technologies have dominated the digital experiences of people and businesses alike. With the trend of remote working, advanced technologies, including automation, AI, real-time analytics, agile operations and adaptive security, are being leveraged for collaboration, enhanced consumer

experiences and to secure digital assets. This has been aided by the technologies of today providing companies with limitless scope to maneuver, innovate, scale and grow.

So, HCL's digital offerings have help businesses adopt those digital technologies that are at the very core of business transformation. Offerings that are a combination of traditional infrastructure services and next-generation services, which clients have used to develop long-term, enterprise-wide digital transformations to address future uncertainty and challenges. HCL is uniquely positioned to help enterprises extract maximum business value from their digital investments



In a world of constant technology disruption, HCL Technologies truly believes in helping its global clients map and navigate their transformational journeys, fuelling them with emerging technologies such as cloud, artificial intelligence, and data analytics.

Factors underlying Adoption of Emerging Technologies

The business ecosystem has always been dynamic and constantly evolving – and today it's driven by factors such as the expanding role of the Millennials in the workplace, emerging business innovations, changing consumer demands, and much more. While opportunities and threats have always played an equal hand in impacting the organisational growth, COVID-19

has accelerated the pace of their rise. Not only that, but the health crisis also created never-before-imagined roadblocks as well as unique opportunities that are radically disrupting the entire business environment – driving the need for change across each and every vertical, horizontal, and platform of an organisation.

Today, ‘digital first’ has become the new mantra for businesses, resulting in creating an urgent need for organisations to harness cutting-edge technologies to help lay down an open ecosystem of partners, adopt new ways of working, and ultimately drive change towards a successful digital transformation journey.

However, adopting technology based only on the features they provide or the functions they serve, or that it can help tackle existing IT issues stemming from traditional or legacy systems and infrastructure, cannot be considered as justifiable reasons for implementing new or emerging technologies.

To implement a transformative technological change within an organisation, it is imperative for business leaders to collaborate with IT leaders in order to establish a well-defined and forward-thinking business strategy that, in turn, is underlined by emerging technologies. In addition to this, factors such as unique markets in which the company operates, business forces, and significant impact areas must be taken into account while formulating the business strategy.

Most organisations are already in the early stages of clearly defining how technologies like AI, ML, automation, and workplace analytics will change the way they work. With the pandemic striking organisations and the overall ecosystem in an unprecedented manner, businesses were rushed to make rapid decisions to get accustomed to a “new normal”. To prepare itself for



this new and next normal, HCL Technologies took an approach of integrating technology and experience, in order to invest in building long-term workplace resilience and capabilities that can deliver future-ready digital workplaces with an unrelenting focus on elevating digital literacy. Doing so helped HCL in enabling employees to collaborate from anywhere and adopt as well as leverage cutting-edge AI, people analytics, and automation solutions to enhance experience and productivity.

Today’s business world is in a flux. Although, the pandemic is partly responsible for this, numerous

forces are creating challenges in every industry. Such challenges can most effectively be addressed by a combination of digital technology and human ingenuity, a partnership that HCL calls “The New Essential”.

“Evaluation of an emerging technology requires a systematic, well-defined process in place that ensures it to be a best fit for meeting the business needs. This has to be backed by the presence of strong quantifiable matrices that can prove that the adoption would result in achieving desired business outcomes. It is vital that all the stakeholders – the business leaders, employees, and partners – are in complete agreement with the adoption of the technology under consideration.”

Evaluating the Role of Emerging Technologies within the Business Strategy Framework

Evaluation of an emerging technology requires a systematic, well-defined process in place that ensures it to be a best fit for meeting the business needs. This has to be backed by the presence of strong quantifiable matrices that can prove that the adoption would result in achieving desired business outcomes.

Further, it is vital that all the stakeholders – the business leaders, employees, and partners – are in complete agreement with the adoption of the technology under consideration. Thus, the change management process and having persistent governance and cadence becomes the focal point around the evaluations, as well as throughout the execution of the technologies.

In conclusion, in a race of acquiring and evaluating, it is essential to have the current state and future business strategy roadmap well laid out.

Use Case of Emerging Technologies – New Zealand Police

[Source: www.police.govt.nz]

Having seen how emerging technologies are helping businesses reimagine their workplaces and business operations, and are able to create sustainable future growth strategies, let us take a look at some of the ways in which these emerging technologies are helping in modern policing work.

Emerging technologies adopted by the New Zealand Police staff include 111 TXT which is an emergency text service for people with hearing or speech difficulties. NZ Police also uses automatic number plate recognition (ANPR) technology to automatically read motor vehicle number plates by use of optical character recognition (OCR). The information gathered through ANPR is used in real time for crime prevention and immediate response activities as well as for investigative, evidentiary, and intelligence purposes during any offence-related investigation. Another technology used by the local police is emergency caller location information (ECLI) which helps improve public safety and may potentially save lives by reducing the time

taken to accept and verify the location of mobile phone callers of 111 (NZ's national emergency number), so shortening the average dispatch time for emergencies. On addition SAS Visual Analytics, 3D photogrammetry, facial recognition, speed cameras, and more are utilised by New Zealand Police for the benefit of its citizens.

Such innovative technologies are creating a strong support system for the policing work to be undertaken more effectively, efficiently, and innovatively.

The inclusion of emerging technology strategy needs to be a core part of every organisation's corporate strategy. Although, it may be difficult to know where to start, the initial stages should evaluate the impact of emerging technologies on the business's goals and vision, along with their commercial viability and, most importantly, the business value creation is critical to effectively explore new technologies, test innovative ideas, and rethink the way one does business.

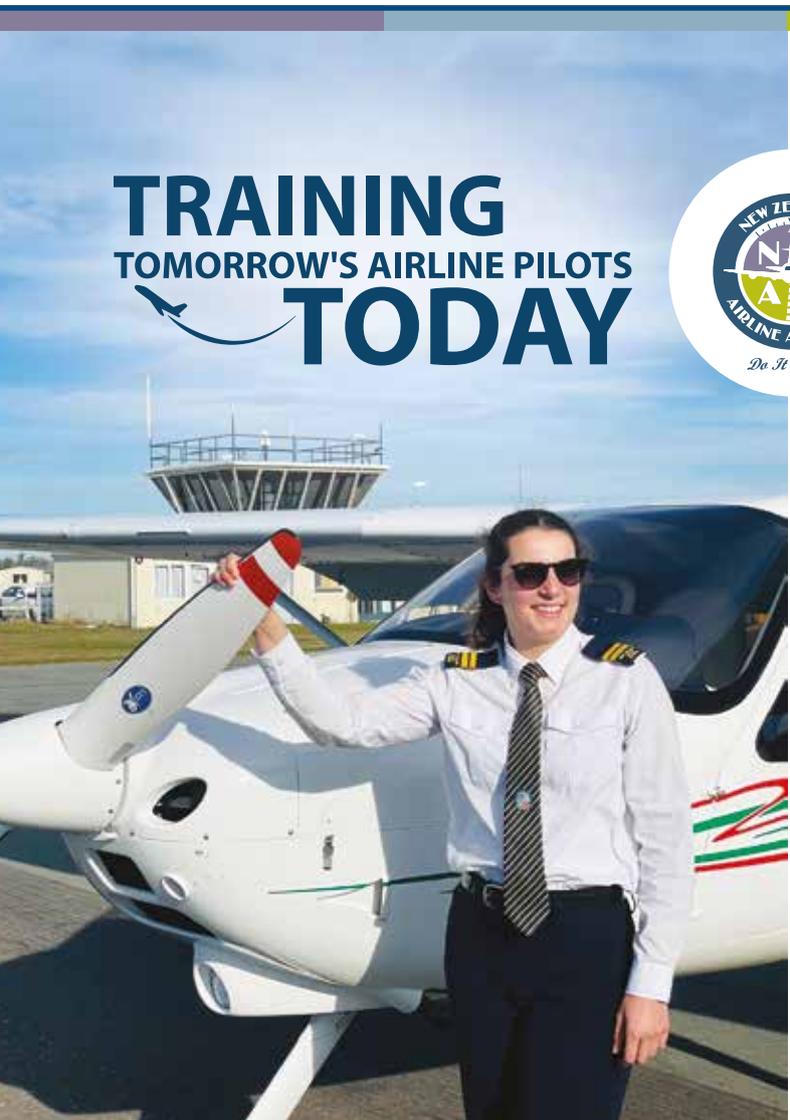


Michael Horton

Executive Vice President & Country Manager Australia & New Zealand, HCL



Michael Horton joined HCL in February 2014 and is the Executive Vice President and Country Manager for HCL in Australia & New Zealand (ANZ). Michael brings with him over 30 years of experience within global IT sales and delivery. At HCL, his responsibilities include client relationships, sales, revenue, and margin, as well as overseeing the successful delivery of the company's full range of services to all sectors. Prior to joining HCL, Michael was CSC's Industry Director for mining, Oil & Gas, transport and utilities sectors in Australia, Asia, Middle East and Africa regions. Michael holds a Masters in IT Management, from Charles Sturt University in New South Wales, Australia, and an Associate Diploma in Applied Science from Edith Cowan University in Western Australia. He is Project Management Institute (PMI) certified and a certified professional and fellow member of the Australian Computer Society (ACS). Michael is married to Julie and they have two grown children. He is a keen surfer and sailor, and a member of Royal Perth Yacht Club.



TRAINING TOMORROW'S AIRLINE PILOTS TODAY



JOIN THE BEST PILOT TRAINING SCHOOL IN NEW ZEALAND

- ✈ Fleet of brand new aircraft
- ✈ Equipped with touchscreen glass cockpits
- ✈ FTO with highest investment in safety
- ✈ CAA Part 141 certified
- ✈ Training friendly airspace
- ✈ Fully catered hostel facility

☎ +64 210 253 8699

✉ info@nzaal.co.nz

🌐 www.pilottraining.co.nz



An overview of New Zealand's trade in 2021

*This report released by **New Zealand Ministry for Foreign Affairs and Trade** looks at New Zealand's goods and services trade performance for the 2021 calendar year, following the release of international trade data for the December 2021 quarter (released 3 March 2022).*

- **New Zealand's two-way trade increased 8% to \$163.6 billion for the year ended December 2021, comprising \$77.2 billion in exports, and \$85.4 billion in imports, leading to a trade deficit of \$8.2 billion.**
- **New Zealand's total exports declined by 1% for the year ended December 2021, with strong growth in goods exports (up 6% to \$63.3 b), offset by a 25% decline in services exports to \$13.9 billion. Goods exports are now well above pre-COVID levels in 2019, with increasing export prices (particularly commodities) being the main driver for higher export revenues.**
- **Goods imports increased by 22% (\$12 billion) to \$66.1 billion and are now 8% higher than pre-COVID. This strong increase in imports has been driven by solid domestic consumer demand and business investment.**
- **On-going supply chain issues have also led to rising prices for imports. On top of high global inflation, the cost of transporting goods to New Zealand doubled in the year to December 2021. This has filtered through to annual tradables CPI inflation, which rose to 6.9% in December 2021.**
- **New Zealand's international trade in services has been severely impacted by border settings. Services exports fell a further 25% in 2021, and are now 49% lower than pre-COVID 2019 levels. Unsurprisingly, New Zealand's two largest pre-COVID services exports—tourism and international education—fell a combined 51% in 2021 to \$4.2 billion.**
- **China was the largest source of New Zealand's export growth in 2021, with goods exports to China growing 21% in the calendar year, driven by dairy, meat, and forestry exports. The global economic recovery and the loosening of COVID-19 restrictions in countries such as the EU, the US, has also contributed to growth in goods exports.**
- **While the headline figures for good exports are positive, this does mask some significant declines in certain sectors where labour shortages, supply chain issues and the inability to travel to market have had an impact.**

New Zealand's goods trade has, by and large, fared relatively well through the pandemic. On the export side, this has been largely the result of strong performance by our larger commodity exports. However, the aggregate story has masked weaker performance in other areas, which have particularly felt the burden of supply chain issues and restricted ability to travel. Imports dipped initially in the pandemic but have since grown strongly, even despite the massive increase in transport costs and the related shipping delays and disruptions.

Services trade was severely hit by travel restrictions through 2020 and 2021. The easing of travel restrictions this year should mark the start of the sector's recovery.

2022 should have been shaping up as a year of strong recovery across the board, notwithstanding

some serious challenges to overcome such as rising inflation, ongoing supply chain issues, and any new surprises COVID brings. Most goods export sectors were in healthy shape at the start of the year, with good prospects ahead. Those in less healthy shape could look forward to easing travel restrictions as an opportunity to start restoring lost overseas business connectivity. Travel services exports are finally in a position to start planning a future.

... But then Russia invaded Ukraine. MFAT's market intelligence report looks at the economic impacts in more detail. But at the very least, this year will be marked by high commodity prices and even more pressure on inflation, financial market turmoil, and weaker global economic growth. How much this dampens the ongoing economic recovery remains to be seen.

What New Zealand can learn from Australia's free-trade deal with India

*NZ tends to take a trade-first approach to its relationships in Asia, and that has mostly worked. But in the case of India, an FTA is unlikely to be the key that unlocks the door to a bigger, better relationship. Like Australia, New Zealand is going to need to invest much more in building a bigger, better and much broader relationship with India before it can expect any trade dividends. Asia NZ Foundation Executive Director, **Simon Draper** explores.*

The Australia-New Zealand relationship has often been likened to a sibling one, with New Zealand frequently comparing itself to its bigger neighbour. And that's not to forget friendly rivalries over topics like sport and the origins of pavlova.

But New Zealand businesses may well have a new source of envy, in the form of an Australia-India trade deal.

Last week, India's Prime Minister Narendra Modi and Australia's Scott Morrison issued a joint statement saying many elements of a Comprehensive Economic Cooperation Agreement (CECA) were close to finalisation. By the time this goes to print, a deal may already be struck.

Both sides – but particularly Australia – have been at pains to point out that this is an interim free-trade agreement (FTA), and that work is under way towards an ambitious and full agreement by the end of the year. The proof will be in the pudding, but the signs are good.

India has had a reluctant approach to signing FTAs. In 2019, it pulled out of the Regional Comprehensive Economic Partnership (RCEP) negotiations, saying it had not been able to resolve concerns about China's participation and the potential impact on its domestic producers.

New Zealand's own bilateral FTA negotiations with India began in 2010, with the last formal round taking place in Delhi in 2015. They have since languished.

In 2020 Prime Minister Modi launched the Atmanirbhar Bharat Abhiyaan "self-reliant India" campaign – a sentiment that probably doesn't fill our exporters with joy.

But India-watchers have noticed a change in recent months, with actual interest in FTAs. India has just signed an FTA with the UAE and wants to review major agreements with ASEAN, South Korea and Japan. It is also negotiating FTAs with the UK, Canada, the EU and Israel – and, as recently announced, Australia.

So, what's Australia's secret? Well, Australia has prioritised its strategic relationship with India, making a large investment across nearly every sector over a

sustained period. It's hard to keep track of the sheer volume of ministerial and officials visits over the past few years, Covid notwithstanding.

At the virtual summit on March 21, Morrison announced a raft of new funding that covered areas including innovation and technology research, clean technologies, space cooperation and a new Centre of Australia-India relations.

Last week the Australian Government also published a report highlighting the contributions of Australia's Indian diaspora communities to Australian society.

The deal will see India benefit from improved access to Australian minerals to help develop growing sectors, such as electric vehicles and renewable energy. Australia has the world's second-largest reserves of lithium as well as other rare earth elements. Services will likely loom large, and agriculture not.

Both countries have experienced deteriorating relationships with China, and for both an FTA would be seen as a step towards reducing their economic reliance on China.

“ So, what's Australia's secret? Well, Australia has prioritised its strategic relationship with India, making a large investment across nearly every sector over a sustained period. ”

It also hasn't escaped political analysts that a new FTA would look good for Morrison's Government ahead of the federal election, which will take place on or before May 21. The need to diversify export markets away from China has been a live, hot topic.

And this FTA progress has been made despite some real tension around what is seen as Indian hedging on the Russia and Ukraine conflict. It's uncomfy for Australia, but clearly not a dealbreaker. They are playing a long game.

In New Zealand, we have tended to take a trade-first approach to our relationships in Asia, and that has mostly worked for us. But in the case of India, an FTA is unlikely to be the key that unlocks the door to a bigger, better relationship.

Like Australia, New Zealand is going to need to invest much more in building a bigger, better and much broader relationship with India before it can expect any trade dividends. I'd argue that even with no trade dividends how India approaches climate, human rights and a host of other issues is going to be consequential for New Zealand in years to come.

The Asia New Zealand Foundation has been watching the India-New Zealand relationship closely in recent years – and we have convened roundtables with experts on the relationship.

We have argued the relationship has considerable room to grow, but that this can only happen if we take a whole-of-government approach and stop letting acutely felt irritants like immigration dominate the relationship. The way Indian visa holders, and migrants are treated is by far the most discussed topic when it comes to New Zealand.

Just before New Zealand's last trade mission to India, in early 2020, the Asia New Zealand Foundation published a report: New Zealand and India: Our story, our future.

The report highlights many ways to grow the relationship: invest in young people to collaborate and learn about each other's cultures and traditions; more regular engagement between our governments to build trust and understanding; increasing the connections between industries like tech and film-making; and doubling our efforts in areas of shared interest, like climate adaptation, maritime search and rescue, and Pacific disaster response.

India will be different for New Zealand. We will have to build a relationship first; the onus will be on us – then you might get a transaction. It won't be the other way round. Australia has learned this; maybe we could too.

This article by Simon Draper at the Asia New Zealand Foundation was first published on the Stuff.co.nz site on March 28, 2022.



Simon Draper

*Executive Director,
Asia New Zealand Foundation
Te Whītau Tūhono.*

Prior to his return to AUT in 2017, Professor Littlefair held a successful role as the Dean of Engineering in the Faculty of Science, Engineering and the Built Environment at Deakin University in Australia. Combined with an academic career spanning 25 years, Professor Littlefair has also had the opportunity to spend time in the industry, most recently at Navman where he oversaw the integration of the Mercury Marine business when the company was acquired by the Brunswick Group.

MARTIN
JENKINS

SHAPING THINKING

WORKING AT THE INTERSECTION OF BUSINESS,
INNOVATION AND REGULATION.

- Strategy
- Economic analysis
- Business cases
- Regulation & public policy
- Organisational performance
- Workforce
- Data analytics



FIND OUT MORE AT



martinjenkins.co.nz

AUCKLAND · WELLINGTON

India's growing defence diplomacy footprint

India's participation in multilateral naval exercises such as 'Milan' bolsters India's growing soft military power, Sameer Patil from the ORF explains.

The Indian Navy has just concluded its multilateral naval exercise, 'Milan' in Vishakhapatnam, where for the first time, more than 40 navies from around the world, including the US Navy participated. Convened since 1995, the exercise this year was conducted in two phases—harbour phase (25-28 February) and sea phase (1-4 March). This flagship exercise has not only enabled the navy to develop professional relationships but also has become an important tool to project India's soft military power.

The Milan exercise's expanding size of participants and complexity of drills is symbolic of India's expanding defence diplomacy imprint from West to Southeast Asia. This diplomacy includes a more advanced naval engagement, greater military exercises, and enhanced efforts for defence exports. As a result, they have improved interoperability with partner militaries, built partnerships, and earned diplomatic heft for India.

Engagement with Southeast Asia

A key driver for India's defence diplomacy has been China's persistent aggressiveness in the region, particularly in the South China Sea. In recent years, India has intensified collaboration with many Southeast Asian states. They, too, are keen to expand their security ties with India to balance China and bolster their maritime security.

Significantly, most Southeast Asian states—Indonesia, Malaysia, Vietnam, Brunei, Singapore, Cambodia, Thailand, and Myanmar, participated in this year's Milan exercise. Of these, Singapore, Thailand, and Indonesia had participated in the inaugural edition of the exercise in 1995. The Indian Navy has supported this engagement by participating in multilateral exercises in the region like the Indonesian Navy's Komodo and the US-led Southeast Asia Cooperation and Training exercises. India is utilising this collaborative approach to stimulate defence exports and counter China, which has leveraged its defence supplies to entrench itself in the region.

Defence exports

The recent US \$375 million Brahmos missiles deal with the Philippines—the first such export order for the missile—has come as a shot in the arm for India's defence industry. Under the contract, India will provide three missile batteries to the Philippine Navy and potentially a follow-up order. With a target of US \$5 billion for defence exports by 2024, India has intensified its efforts to sell weapons to Southeast Asia and Africa, where Chinese defence companies dominate. Due to such efforts, the exports have soared to INR 10,745 crores in 2018-19, from just INR 1,940.64 in 2014-15 (see table 1), although there is a long way to go.

Table 1: India's defence exports

Year	Defence exports (Rs. in crores)
2014-15	1,940.64
2015-16	2,059.18
2016-17	1,521.91
2017-18	4,682.36
2018-19	10,745.77
2019-20	9,115.55
2020-21	8,434.84

Source: Ministry of Defence, Lok Sabha

Besides the measures to expand the domestic defence industrial base and boost exports, the government has strengthened the role of defence attaches located in Indian embassies abroad. The government has allocated them an annual budget of up to US\$50,000 to promote Indian defence equipment in their respective markets. Moreover, to reinforce their sales pitch, the government has cleared multiple 'Made-in-India' equipment, including the Tejas combat aircraft and Astra missile for export to friendly countries.

Beyond exports, India has also helped its immediate neighbours to build their naval capability by donating and transferring equipment. This includes off-shore patrol vessels to Mauritius (2015), Sri Lanka (2018), Maldives (2019), and Seychelles (2021), as well as two Dornier aircraft to Seychelles (2013 & 2018). Although small, with these steps, India hopes to buttress its role as a 'net security provider' for the region.

Humanitarian Assistance

A key element of being a 'net security provider' is the ability to launch Humanitarian Assistance and Disaster Relief (HADR) operations in the region. For long, India has been leading on the HADR operations front, as seen during the 2004 Indian Ocean tsunami, 2015 Nepal earthquake, and 2020 floods in Madagascar. Moreover, the acquisition of equipment like the INS Jalashwa transport dock and C17 transport aircraft in the last decade has empowered the Indian military to execute such operations.

Moreover, as extreme weather events in the region increase the propensity for natural disasters, particularly in the Bay of Bengal region, India is coordinating with partner countries to enhance its response mechanism. HADR remains an important focus area within the Quad, but India has also undertaken initiatives like the PANEX-21 exercise with the BIMSTEC (Bay of Bengal Initiative for Multi-Sectoral Technical and Economic Cooperation) countries to envisage contingencies for such operations in the backdrop of the pandemic.



Building relationships on India's West

Long viewed through the prism of its relations with Pakistan, India has now crafted a distinct partnership with the West Asian monarchies. Defence diplomacy has constituted a critical part of this relationship. When the region is witnessing epochal shifts with the Abraham Accords and a growing profile of China, India has advanced its security cooperation by focusing on naval engagement. For instance, in August 2021, India conducted back-to-back joint naval exercises with the United Arab Emirates (Zayed Talwar exercise), Bahrain (Maritime Partnership Exercise), and Saudi Arabia (Al-Mohed Al-Hindi exercise). Notably, the India-Saudi Arabia exercise was the first joint exercise between the two. Both countries have also had high-level military exchanges with respective army chiefs undertaking maiden visits—Indian Army Chief General MM Naravane in December 2020 and Chief of Saudi Arabia Land Forces, Commander Lt. Gen. Fahd Bin Abdullah Mohammed Al Mutair in February 2022.

Oman has served as an important anchor for India's military engagement in the region. Besides the regular military exchanges between the two militaries, Oman has granted the Indian Navy access to the Duqm port for logistics and support. This has facilitated the navy's sustained long-term presence in the western Indian Ocean, which for years has served as a hotspot for piracy. Though piracy incidents have declined lately, other challenges have emerged, like drug trafficking and illegal fishing, that demand maritime vigilance.

“ When the region is witnessing epochal shifts with the Abraham Accords and a growing profile of China, India has advanced its security cooperation by focusing on naval engagement. ”

Tackling Afghan challenge

Since the return of the Taliban regime in August 2021, India has been working with its partners to contain the adverse fallout of the unstable security situation in Afghanistan. The inaugural India-Central Asia summit of January 2022 and the Regional Security Dialogue of November 2021 underlined India's approach towards the Afghan challenge, focusing on preventing the spread of terrorism and drug trafficking. Towards this, India is exploring holding joint counter-terrorism exercises with interested Central Asian states, which will equip their respective security forces to deal with potential terrorist violence. Meanwhile, India has also taken a sympathetic view of the 80 Afghan cadets who recently graduated from different Indian military training institutions. New Delhi has now offered these stranded cadets a year-long training course under the Indian Technical and Economic Cooperation programme.

Conclusion

With a focus on containing the adverse regional fallout of the unfolding security situation in Afghanistan while simultaneously tackling the growing Chinese maritime assertiveness in the Indo-Pacific, India has increasingly leveraged its defence forces to shape regional diplomacy. These initiatives are helping India build a sustained cooperative engagement and create a web of partnerships throughout the region. Sustaining these partnerships will require India to invest more in its naval, expeditionary, and logistic capabilities.



Dr. Sameer Patil

Senior Fellow,
ORF Mumbai

Dr. Sameer Patil is a Senior Fellow at ORF Mumbai. His work focuses on the intersection of technology and national security, including cybersecurity. He also researches India's national security priorities, counter-terrorism, and regional security.

Demography and Aotearoa: What lies underneath

Kevin Jenkins delves deep into the "data deluge" to find reasons behind New Zealand's declining fertility rate.

Among the various things ending in "-ographer" that I'm not, I'm not a demographer. But I am fascinated about what demographic trends can tell us about economic and social wellbeing.

Recently I asked some of my smart data science colleagues to update me on notable demographic trends in Aotearoa, and also what these trends might signify and what might underlie them.

One of the key trends I was pointed to was in our fertility rate.

Digging deeper

It's easy to just read the headlines about trends and miss the real and sometimes quite different stories that underlie them.

We see this often in everyday reporting of perceived successes and shortfalls. For example, reports about lower COVID-19 vaccination rates among Māori usually don't mention that Māori are a younger population and that of course younger adults weren't initially targeted for vaccination.

So, bearing in mind the need to go beyond the headlines, what's going on behind New Zealand's declining

A year ago Stats NZ announced that 2020 had seen the lowest ever recorded birth rate for Aotearoa ("New Zealand's birth rate record, deaths drop in 2020", 18 February 2021, Stats NZ website). The rate had been stable for three decades up to 2012, but then it began to fall away.

So is this news good, bad, or indifferent? I asked Marianna Pekar, Chief Data Scientist at my firm MartinJenkins, to shed some light. Marianna first pointed out that we need to think carefully about who to compare ourselves to.

International comparisons: Going outside the Anglosphere

When we talk "international comparisons", the usual suspects for policy developers in Aotearoa have been the Anglosphere – the UK, the US, Australia, and Canada. As the Stats NZ release noted, those countries have shown similar declines in birth rates – potentially encouraging us to shrug and say "Look, it's happening everywhere."

Marianna suggested to me that a more meaningful comparison would be with countries similar to New Zealand as judged by two key indicators – population size, and GDP per head of population. She did some work on the numbers and generated a comparator group that included Estonia, Lithuania, Czechia, Slovenia, Malta, Israel, and Cyprus.

Those are not countries to which New Zealand has traditionally seen itself as having ties – but interestingly, we have started to connect more with Israel and the Baltic states over the last decade, particularly in the digital and innovation spheres.

A comparison of birth rates with this mixed group from the Baltics, the Mediterranean, and Eastern Europe tells us something more arresting: whereas our birth rate had been markedly higher than most of those other countries between the late 1990s and 2012, our line (purple on the accompanying graph) has in the last decade been going downwards, and so that historical gap has now closed. Since 2012, Estonia and the Czech Republic have even seen their fertility rates steadily increase.

Comparison of NZ's fertility rate (purple) with select comparator group

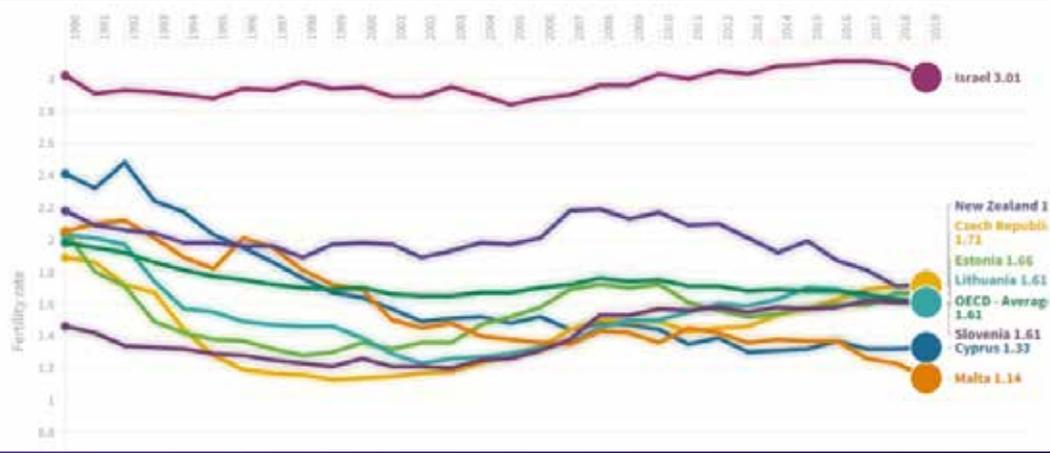
So what's behind our drop in fertility rate?

International research has for some time pointed to one key factor as underlying declining birth rates: females in education. Women and girls who have better educational opportunities end up having fewer children and having children later.





Marianna Pekar, Data scientist, MartinJenkins



Source: Marianna Pekar, from OECD data

But Marianna Pekar showed me some data that calls into question whether female education rates are continuing to drive declining fertility rates in Aotearoa.

Over the last decade the proportion of our population that didn't finish high school has continued to fall, as part of a steady decades-long trend. But before we celebrate too much about that, we should note that, as Marianna showed me, New Zealand is doing worse than all of our select comparator group on this score.

So that doesn't quite fit with a "women in education" explanation for the difference in fertility trends between Aotearoa and Estonia, Israel, and Co.

But if it's not females in education, then what is the driver here? Marianna has a background in studying social wellbeing in Aotearoa, and one hypothesis she pointed me to is that it's family poverty. Although the data for Aotearoa is a bit patchy, it indicates that our relative family poverty rate for some family types, for example single parent with at least one child, is worse than any of the countries in the comparator group except Lithuania (OECD, Income distribution database, 2021)

One element of this may be childcare costs. An OECD report concludes that New Zealand is one of the most expensive countries to raise pre-schoolers (OECD, "Society at a glance 2016"). If you look at childcare costs as a proportion of average family income, the data shows that New Zealand's figures are higher than for all of the countries in our comparator group – that is, we're the worst.

If it's correct that family poverty is behind our declining fertility rate, then that adds a further concerning dimension to New Zealand's appallingly high rates of child and family poverty. It may be that our falling birth rate over the last decade is not a sign of advances in the social position of women, as falling birth rates usually are, but is in fact a sign of the opposite, as women in Aotearoa grapple with high living costs, especially childcare, and shrinking opportunities.

Looking beyond our digital prints

“One element of this may be childcare costs. An OECD report concludes that New Zealand is one of the most expensive countries to raise pre-schoolers (OECD, "Society at a glance 2016").”

The demographic trends I've highlighted here are of course only signs for investigation. But it seems to me that advances in data science have meant we're now able to pick up a lot more of those signs than before.

I asked Marianna Pekar how we go about getting the most valuable insights out of the unprecedented volume of social data that's now available. She warned about the "data deluge", and the danger of casual assumptions and shallow hypotheses. She emphasised the need for

appropriate qualitative research. She said: **"It's tempting to look for explanations simply in the digital prints a society leaves behind. But we can only really discover significant insights when we are deliberate about including qualitative elements in any social research, so that we get to hear the voices of real people."**

It's those real voices that our researchers and policy makers will need to hear as they seek to understand and address family poverty and other issues of social wellbeing in Aotearoa.



Kevin Jenkins
Founder,
MartinJenkins

A founder of Martin Jenkins with 30 years' experience as an advisor to business and government, Kevin works at the intersection of business, innovation and regulation.

Two biggest risks to global economy: Supply-chain and Russia-Ukraine war

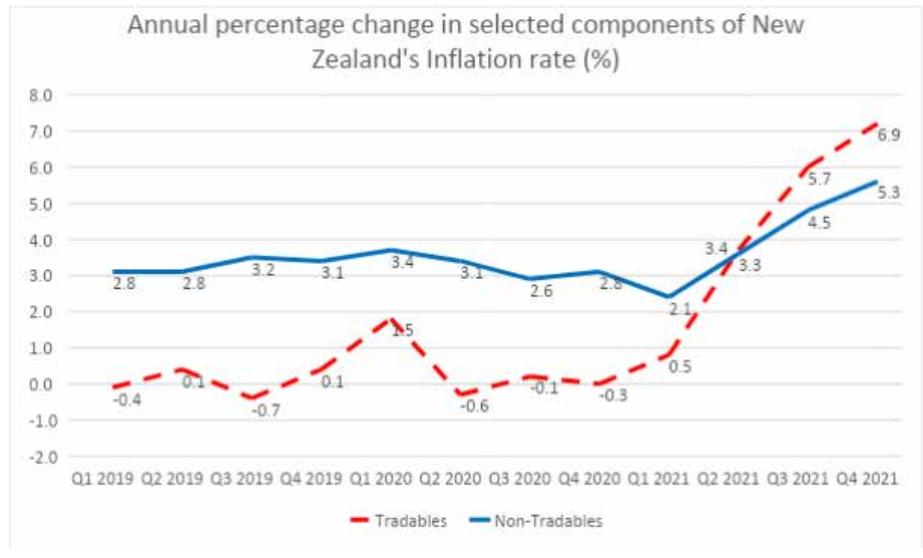
As the economies of NZ and India attempt to recover from the adverse recessionary effects of Covid, two risk factors emerge - supply chain led tradable inflation and the impact of the Russia-Ukraine war. Dr Rahul Sen and Sadhana Srivastava, academic researchers at the School of Economics, Faculty of Business, Economics and Law, Auckland University of Technology (AUT) explore the impact of this on the global economy.

As the economies of New Zealand and India attempt to recover from the adverse recessionary effects of the COVID-19 pandemic, two risk factors emerge as strong headwinds that could throw this off the trail in 2022 for both economies. **The first is the risks from supply chain led tradable inflation resulting from the disruptions due to the pandemic. The second, and more recently added risk factor, is the ongoing Russia-Ukraine war and its aftermath for the global economy, and its ramifications for both economies.**

As is well known, New Zealand faces its highest annual inflation rate in 30 years - 5.9% as of December 2021. This is expected to rise further to 7% -8% by mid of 2022. Indian economy too faced an eight-month high inflation rate of 6.07% by February 2022, well surpassing the upper limit of the medium-term inflation target set by the Reserve Bank of India (RBI). Visit any supermarket or petrol station in both countries and the pinch is much harder than ever.

In fact, a lot of the current price hikes in essential goods and services for both countries are a direct reflection of the impact of the global pandemic on tradable inflation - that is, goods and services we either import for our own consumption or as components in our own manufacturing and exporting processes.

Since mid-2021, in New Zealand annual tradable inflation has been outpacing non-tradable inflation (the rising price of goods and services we produce and consume domestically) - 6.9% versus 5.3% at December 2021. While tradable inflation accounts for about 40% of New Zealand's overall inflation, the



Source: Calculated from Statistics NZ

pace at which it's growing means external sources are increasingly fuelling inflationary pressure. The story is no different for India, with imported fuel constituting the bulk of its "imported" inflation as they term it. Vehicles, fuel, clothing, processed foods and manufacturing materials have all been adversely affected in both countries due to inflationary pressures.

Much of this can be sourced back to the effects of the pandemic on global supply chain disruptions. Three key factors are driving the pressures:

Costs of raw materials and other inputs are rising at each stage of the supply chain, with factories closing and reopening due to changing restrictions. **The semiconductor industry, for example, has been facing a chip shortage since 2021, which will affect global demand for electronic goods and products utilizing digital technologies worldwide.**

Logistics and transport costs are rising due to massive disruptions at the distribution end of the supply chain. Reduced airline capacity and rerouting of cargo, coupled with lockdowns and isolation requirements, have led to delays in unloading cargo at ports and slower turnaround times for ships. Freight company Mainfreight, for example, expects delays of 20-30 days above normal shipping times for Auckland. **The average shipping cost for a container to be shipped from India to New Zealand has increased nearly three to four-fold, increasing import prices for Kiwi consumers of goods made in India.**

The risk of possible newer variants of the virus prolonging the pandemic and requiring a move back to stronger restrictions and isolation requirements isn't going to make the situation any better going forward.

Energy costs are rising, partly due to recovery in global demand in 2021, combined with supply shortages and



and be a drag on any economic recovery process throughout 2022.

Second, the brunt of the direct impact of the war is likely to be for EU, which is a major trading partner for both India and NZ. A slowdown or recession in EU as a result of this war will also have adverse flow on effects for both India and New Zealand through the trade contagion. Notably, both are attempting to negotiate a trade agreement with EU but haven't signed one that eases market access.

cartel-controlled production, and now with added pressures from the ongoing Russia-Ukraine war.

The geo-political tensions surrounding the ongoing war involving Russia and Ukraine continue to remain a global unknown risk factor for businesses in 2022, and its impact on energy prices are yet to be fully comprehended. The economic impact of this is expected to be multidimensional and not just on oil prices. This is on two counts.

First, while Russia is the world's largest exporter of gas and the second largest crude oil exporter, both Russia and Ukraine are important contributors to commodity markets as well. Both are important suppliers of agricultural commodities. As an example, Ukraine and Russia account for almost 90 per cent of India's imports of sunflower oil. They also contribute significantly to global exports of wheat, maize, corn and barley, and the prices of all these commodities have risen. Global prices of base metals such as aluminium, nickel

and steel have been also on the upward trajectory, pushing domestic producers to increase prices of final goods that utilize these as raw materials.

From the New Zealand perspective, the decision to close our only oil refinery at Marsden point just prior to the start of the war, implies that the country is now completely dependent on refined fuel imports from Asian countries such as Korea (about 53 percent of total imports) and Singapore (about 31 percent)¹. While NZ is not directly dependent on Russian oil, the indirect dependence is now greater as economic cost of any war related disruptions affecting Russian crude oil imports by these Asian countries will spill over to our energy prices.

The above points to the fact that we could witness significant indirect adverse impacts on exporters and importers of energy, agri and manufactured goods in both New Zealand and India as the war and its associated disruptions prolongs. This will generate inflationary pressures

Against the above backdrop, the importance of supply chain diversification and resilience to cushion against the above risk factors cannot be understated. A trilateral supply chain resilience initiative (SCRI) was launched last year by Australia, India and Japan. Its aim is to identify key sectors vulnerable to supply chain shocks and invest in their resilience to future uncertainties.

The recently signed India-Australia ECTA offers India an opportunity to look for new energy sources and supply chains for manufacturing and Agri-based goods. Unfortunately, New Zealand lags behind in such initiatives, and this could potentially open the room for trade diversion for India-New Zealand trade in favour of Australia in the shorter to medium term. It is high time that business leaders in New Zealand emphasize upon the need to prioritize the bilateral strategic and economic relationship with India, tapping on opportunities for risk diversification & cushioning them against vulnerabilities to external shocks in an increasingly uncertain environment.

[1]: See <https://www.newsroom.co.nz/russia-ukraine-war-changes-fundamentals-on-nz-fuel-supplies>



Dr. Rahul Sen

Senior Lecturer,
School of Economics

Rahul was previously a Research Fellow with the Institute of Southeast Asian Studies (ISEAS) in Singapore from 2003-2007, prior to joining AUT in 2008. The overarching theme of his research has been in the field of international economics focusing on trade policy and economic integration in the Asia-Pacific region.



Sadhana Srivastava

Lecturer,
School of Economics

Sadhana Srivastava received her PhD degree from National University of Singapore in 2008. Prior to her PhD, she also worked for the Indian Council for Research on International Economic Relations (ICRIER) in Delhi, India. Sadhana's current research has focused on analysing the importance of foreign direct investment in global value chains in developing Asia as well as global outsourcing of services.

Growth-oriented and pro-development, India's Union Budget seeks to lay foundation of the economy for the next 25 years

With grand ambitions for the next 25 years, India is looking to be a global economic powerhouse by its 100th year of Independence in 2047, as India's Finance Minister, Nirmala Sitharaman tabled a forward thinking and realistic Indian Union Budget 2022-2023. *Kia Ora India* gathered insights from leading experts from New Zealand and India, sharing their analysis on this budget.

With grand ambitions for the next 25 years, India is looking to be a global economic powerhouse by its 100th year of Independence in 2047, as India's Finance Minister, Nirmala Sitharaman tabled a forward thinking and realistic Indian Union Budget 2022-2023.

Presenting a roadmap for the economy from India@75 to India@100, the Union Budget focuses on four key pillars of development: PM GatiShakti (National Master Plan), inclusive development, productivity enhancement, energy transition and financing of investment in key sectors. In her speech, Minister Sitharaman said, "The goal is complementing macro-growth with micro-all-inclusive welfare, digital economy and fintech, tech-enabled development, energy transition and climate action."

Despite repeated waves of the Covid infections, supply-chain disruptions and inflation, the Indian economy is expected to register a growth rate of 9.27 per cent in the current financial year, implying that the overall economic activity has recovered from the pre-pandemic levels. The government also aims to create 6 million jobs in 14 key sectors over the next five years through its Productivity Linked Incentive.

Corporate Catalyst(India) Pvt. Ltd; Bhav Dhillon, Honorary High Consul of India in Auckland; Jay Changlani, Treasurer of INZBC and Earl Rattray, Chair, INZBC.

At the webinar, **H. E. Muktesh Pardeshi** laid the foundation for the discussion about the budget. He said, **"This year, infrastructure development has emerged as the top most priority for the government to lay the foundation for public investment as the economy recovers in the post pandemic phase. India's economic growth is projected at above 9 % which is highest among all major economies. The outlay for capital expenditure has been stepped up by more than 35%. There are 4 priorities - PM GatiShakti (National Master Plan), speed power, focus on multimodal connectivity, focus on productivity enhancement & investment, energy transition, focus on inclusive development and huge financing of investments in key sectors."**

PM GatiShakti is a transformative approach for economic growth and sustainable development. Roads, Railways, Airports, Ports, Mass Transportation, Waterways, and Logistics Infrastructure are the seven engines that propel this approach. The seven engines



India New Zealand Business Council recently held an event to decode the Union Budget, with insights from experts such as His Excellency Muktesh Pardeshi, High Commissioner of India in New Zealand; Sai Sudha Chandrasekaran, Senior AVP, Invest India; Himanshu Srivastava, Partner, Business Advisory Services, ASA

for economic transformation, seamless multimodal connectivity, and logistical efficiency will be covered by the PM Gati Shakti National Master Plan.

Honorary High Consul of India in Auckland, **Bhav Dhillon** called this a very forward looking and futuristic budget,

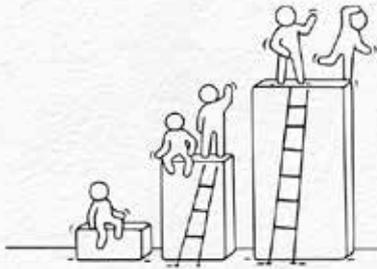
We are marking Azadi ka Amrit Mahotsav, our focus is on:

- Complementing micro & macro economy
- Promoting digital economy
- Private & public investments



India's economic growth is estimated to be 9.2%

in the upcoming financial year



"Very focused on the key issue that we are talking about today which is investment into India. Any cross border investment is done on a long term basis, and for a long term basis the biggest investment in a country can be done in infrastructure. I see the focus of this budget is massively on infrastructure. So, from my perspective India is now poised to unlock the potential it has for foreign investment because of the background - stable democracy, good system of law. We've also now over the years, shown a good growth trajectory (estimated 9.2% growth). I am very positive and bullish for foreign investment in India."

Himanshu Srivastava, Partner, Business Advisory Services, ASA Corporate Catalyst(India) Pvt. Ltd said, ***"The budget is well thought through, based on success and learnings. The blueprint is based on real time data and statistics. The government has tested, improved and launched useful strategies, applied experience of ideas. It's practical, realistic, measurable and forward looking."***

Sai Sudha Chandrasekaran, Senior AVP, Invest India discussed the potential India has in welcoming New Zealand investors and the opportunities and collaboration between the regions. According to her, at the helm of the pandemic last year, India attracted 81 billion investment from across the world.. Over 60+ sectors and shared across 30 states, Ms Chandrasekaran reckons this is an indication that all states in India are equally competitive and are ensuring the best possible investor who comes to India.



Jay Changlani

**Chartered Accountant,
Director of Orb360
Treasurer, INZBC**

Kia Ora India team interviews Jay Changlani about his impressions of the Indian Union Budget.

Can you share your impressions of the Indian Union budget?

It is a practical budget. It looks at various aspects which are dealing with the business side of things, which is really good. I was overall happy with this budget.

What areas would be of benefit to NZ businesses and investors?

I think the synergies for New Zealand would be first and foremost in the education sector.

New Zealand already has a strong presence in India. While this has slowed down because of Covid, now, there are more opportunities that can be explored with these existing relationships.

Separately, I was particularly intrigued by how the Indian government is looking at opening the borders for foreign investment. This budget also includes some elements that provide benefits to startups along with providing these benefits to foreign investors which should be of interest to NZ investors.

Which industries should NZ businesses and investors focus on for 2022- 23?

From my point of view, New Zealand businesses should look at engaging in R & D in defense, startups and academia in India. I am really keen to see some R&D development in the industry space, mainly around agri, green tech and food processing.

New Zealand has one of the best supply chains and cold storage in the world. NZ businesses need to explore how we can help India in food processing, with our cold storage knowledge and technology.

For example, India is looking at improving its efficiency in irrigation space and New Zealand has that experience and skill. How can our businesses tie-up with India in the agricultural space - we should explore this further!

Sai commented, ***"We are just at the tip of the iceberg of the New Zealand and India relationship. The potential that the two countries hold are tremendous and there is room for many opportunities to explore and collaborate."***

Women in Business lead the charge during INZBC panel discussion

India New Zealand Business Council partnered with the Indian High Commission in Wellington, NZ and the Wellington Chamber of Commerce, recently to facilitate an online panel discussion on "Women in Business".

Moderated by **Dr. Pushpa Wood ONZM** Director, Massey Fin-Ed Centre, Wellington Chapter Head, INZBC, the discussion focused on this year's International Women's Day theme of #Breakthebias where the speakers shared stories from their own field and how they have made a solid impact in business in New Zealand and India.

Earl Rattray, Chair, INZBC opened the discussion and said, "This discussion is aimed at reinforcing the message that all of us at the Council are here to provide support, a nurturing environment and the right business conditions for women to succeed and excel in business."

Talking about the growth of entrepreneurship in India, His Excellency **Muktesh Pardeshi**, Indian High Commissioner to New Zealand said that more Indian women are chasing the enterprise dream and flourishing in their ventures. Indian women business owners could potentially create 150 – 170 millions jobs by 2030, although some of these were held back due to lack of funds. He said, "Women while running their business face multiple difficulties and the biggest of this is gender bias in accessing funds. This has been the focus of the Indian government in last few years. We invariably find that loans applications coming from women are more likely to be delayed or rejected. Keeping this in view, the government has taken initiatives in India to encourage women participation specially to schemes providing access to for loans and finances."

Simon Arcus, Chief Executive, Wellington Chamber of Commerce shared his observations after his years of experiences in leadership roles especially as the former Chief Executive of the Institute of Directors. He said that while discussions about gender equality can continue and are important, women in business needs mentors, champions as well. He said, "We need people who are champions with us to grow us in business and in the governance world and to make a difference. We can sit together and talk as much as we like about that there are issues but actually we need those champions out there who are representing women and who are prepared to help lift into the boardrooms and senior management roles."

Talking about their individual journeys and organisations, the speakers shared the purpose of their roles, their organisations and how they are helping other women in business grow. **Teresa Tepania-Ashton**, MNZM – Nga Puhi, Māori Women's Development Inc said "I believe we need to talk about indigenous women coming together.

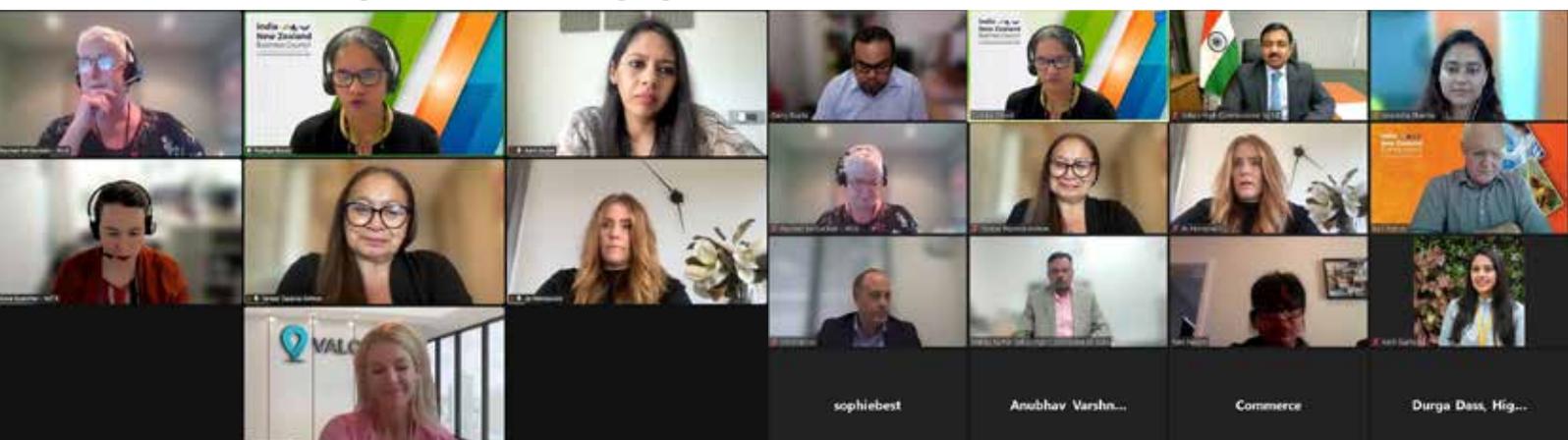
In the last 5 years, we have worked quite tenacious around entering into indigenous forums, talking about how we can collaborate, and share our stories. We have the solutions among ourselves. So, this is the type of conversation that I would like to encourage as we move forward where we come together as one, to talk about it together."

Focusing on export businesses in particular, **Anna Guenther** - Women in Export Lead, New Zealand Trade & Enterprise said, "Women in export is the focus of the New Zealand government as they keen on creating a productive, ambitious and sustainable economy. And currently we are not there yet. Around 15% of NZ's good exporters are led by women, according to MFAT research. But our vision for the future is that our companies reflect our diverse country, including that 50% of export companies are led by women."

Having grown a business in India, **Jo Pennycuick**, Founder, Redesign Group provided her valuable insights about establishing and growing a business in the market. She said to succeed in a male dominated industry, women in business have to be strong, persistent and to ensure that they communicate with their teams and partners.

Dr. Aarti Gupta - Chief Investment Officer at DBR Ventures, National Head FICCI FLO Start-up Cell spoke about how NZ and India can build a strong relationships. She said, "Personally for me, women in business, India provides better access for NZ businesses to India's vast market and more opportunities to export raw materials and intermediate products needed by Indian manufactures. With the start-up ecosystem thriving in India, we are seeing innovative and disruptive tech solving issues in the country and I would like to invite women and entrepreneurs and investors from NZ, especially in start-ups to collaborate with us and lets us explore how we can mutually benefits from our synergies

Talking about NZTE's role in helping promote women in business, **Rachael McGuckian** – International Market Manager, IMEA region, New Zealand Trade & Enterprise said, "NZTE has been very intentional over the ten years under the leadership of our current CEO, about making sure that people are at the front and centre of what we do. Our purpose is to grow companies internationally, we are here to help them grow bigger better and faster for the good of NZ. Our role is really pivotal in ensuring that NZ is positioned well to provide a safe and inclusive haven for that live within our shores." The event concluded with a panel discussion.





Franky Wang

Head of Asia Business Activation, BNZ | +64 21 407843 | Franky_Wang@bnz.co.nz

Franky Wang is the Head of Asia Business Activation at BNZ who leads the initiation, development and execution of the overall BNZ Asia Strategy nationwide. This role is an enterprise-wide role covering three key pillars for our customers from Housing, SME (Business and Commercial) and Wealth (private Banking and JBWere) segments as well as supporting non-Asian customers trading with Asia from trade perspective at BNZ targeting the culture economy opportunity with customers. Franky also sits on the BNZ Diversity and Inclusion (D&I) Council as a culture committee member.



Vandy Joshi

Senior Partner - Personal Banking, BNZ | +64 21 631605 | Vandy_joshi@bnz.co.nz

Vandy Joshi is Senior Partner - Personal banking and currently leading and managing BNZ Lincoln North & Henderson Branches. Inspirational leader with 10 plus years of extensive leadership, banking and financial industry experience. Passionate about helping customers and communities prosper with proven track record of leading and inspiring highly successful teams. Vandy holds distinction in Masters of Business Administration with specialization in Marketing & HR and Bachelors in Mechanical Engineering.



Rose Kumar

Senior Partner - Personal Banking, BNZ | +64 21 943961 | Roselyn_Kumar@bnz.co.nz

Rose Kumar is Senior Partner- Retail banking and currently managing BNZ, Albany, Silverdale and Warkworth branches. Inspirational leader with 13 years plus years of extensive leadership, experience in banking and financial industry. Passionate about helping customers to be good with money and help communities prosper. Rose holds distinction in retail and small business.



Bunny Mahindra

Senior Partner - Personal Banking, BNZ | +64 21 2412302 | bunny_mahindra@bnz.co.nz

Bunny Mahindra is Senior Partner - Personal banking and currently leading and managing BNZ Otahuhu & Airport Branches. Inspirational leader with 17 plus years of extensive leadership, banking and financial industry experience. Passionate about helping customers and communities prosper with proven track record of leading and inspiring highly successful teams. Bunny holds Masters of Business Administration with specialisation in Marketing and Bachelors in Horticulture.



Bhupesh Suri

Senior Partner - Business & Commercial, BNZ | +64 211410299 | Bhupesh_Suri@bnz.co.nz

Bhupesh Suri is a Senior Partner at BNZ, leading a team of high performing Business, Commercial and Mobile Mortgage Managers in the sunny Bay of Plenty. He joined BNZ nearly a decade ago after a successful career in Hospitality Industry. Other than banking and hospitality, Bhupesh has profound experience in Event Management, working with a Publishing House, Property Development and B2C industries. Bhupesh was raised in the Indian capital of New Delhi and spent his teens there before moving to New Zealand.



bnz 

**Every business is
important to someone.**

**So they're all
important to us.**

See how we can help. Visit bnz.co.nz/business-banking