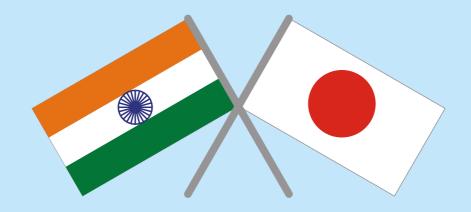
# IJCCI INDUSTRIAL DELEGATION TO JAPAN



September 2018

**A brief Profile of Delegation Members** 



#### INDO-JAPAN CHAMER OF COMMERCE AND INDUSTRY

The Indo-Japan Chamber of Commerce and Industry (IJCCI), established in 1989 is an all-India bilateral Chamber for strengthening Japan-India relations in educational, cultural and economic activities.

IJCCI's Language School offers tailor-made courses to individuals, businessmen and corporate houses. The *Nihongo Kouryuu Kurabu* of the School facilitates interaction among Japanese language students in the city and the Japanese community. The monthly programmes of the Club also help students understand and appreciate Japanese arts and culture through planned programmes. IJCCI conducts a number of Japanese & Indian cultural programmes from time to time. IJCCI Bonsai Chapter teaches Bonsai to the members.

The Centre for Japanese Studies is bringing out a bi-monthly Newsletter and a Resource Paper on different facets of Japan-India cooperation and a quarterly Research Paper by scholars. IJCCI is trying to establish close connections with Management Institutions and Industrial Training Institutions to introduce Japanese Management Techniques among SMEs of India. It is also trying to interact closely with Universities of Japan to facilitate interactions among scholars and academicians with their counterparts in India.

The Economic Wing of IJCCI works to facilitate match-making between potential entrepreneurs of Japan and India. It receives Japanese delegations and organises business networking programmes with Indian counterparts; organises delegation visits to Japan and provides business /economic information on Japan and India for the Japanese and the Indian business men; organises business seminars on Japan-India cooperation.

The Indo-Japan Chamber of Commerce and Industry looks forward to strengthen the bilateral activities and make Japan-India relations a symbiotic one.

## Mr. N. Kumar

Vice-Chairman, The Sanmar Group President, Indo-Japan Chamber of Commerce & Industry Leader of the Delegation

Address of Organisation:

No. 9, Cathedral Road, Chennai 600 086, Tamil Nadu, India.

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N. Kumar is the Vice-Chairman of The Sanmar Group, a multinational US \$ 1 billion conglomerate, headquartered in Chennai, India with manufacturing facilities in India, the US, Mexico and Egypt. The group is engaged in key business sectors - Chemicals (including Speciality Chemicals), Engineering (Products and Steel Castings) and Shipping.

N. Kumar is the Honorary Consul-General of Greece in Chennai. He is the President of the Indo-Japan Chamber of Commerce & Industry. He is the recipient of the Japanese Foreign Minister's Commendation Award for outstanding contribution to Indo-Japan relationship.

N. Kumar has been the President of CII and participated in other apex bodies. Presently, he is the Chairman of CII Primary Education Council. He is on the Board of various public companies and carries with him over four decades of experience in the spheres of Electronics, Telecommunications, Chemicals, Engineering, Technology, Education, Management and Finance.

N. Kumar has a wide range of public interests going beyond the confines of corporate management in areas of health, social welfare, education and sports.

He is a Governing Council Member of Save the Children, India. He is one of the Trustees of WWF-India (World Wide Fund for Nature - India).

He is the Chairman of Madhuram Narayanan Centre for Exceptional Children and Managing Trustee of The Indian Education Trust which runs two Schools.

N. Kumar is an Electronics Engineering Graduate from the Anna University, Chennai and a fellow member of the Indian National Academy of Engineering. He is also a fellow life member of The Institution of Electronics and Telecommunication Engineers and The Institute of Electrical and Electronics Engineers Inc., New York (IEEE). He is an avid golfer and a patron of cricket and tennis.

# Ms. Aswani Nalini

Sales Manager, Cocomats Exports

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Aswani Nalini is a Sales Manager of M/s Cocomats Exports, Trivandrum. Exporters of all types of Floor Mats and Mattings and are looking for buyers from Japan for their products.

## Mr. E. Jimson

Proprietor, JIMS Electronics

Address of Organisation:

No. 45 / 1. Lankerkana Street, Tiruchendur Road.

Tirunelveli 627 002, Tamil Nadu, India.

Tel: 0091 462 258 1818 / 258 2828 / 0091 98433 72004

Email: ejimson@gmail.com



**About JIMS Electronics:** Manufacturers of Piezo Electric Buzzers for Automobiles and also the Sales and Service Dealer for Mitsubishi Electric Room Air Conditioners in South Tamilnadu.

#### Piezo Electric Buzzers

- » Have been manufacturing for the past 25 years.
- » Supplied Buzzers for more than five million vehicles in South Tamilnadu.
- » End Users Honda, Hero, Suzuki, Yamaha, Bajaj, TVS.

#### Mitsubishi Electric

- » Pioneers in VRF (centralized Air Conditioner) projects in South India for the past 10 years.
- » Projects include Hotels, Hospitals, Commercial Complex, Villas, Marriage Halls.
- » Only dealer in South India with Mobile service / In-campus service facility.
- » \$6.5 lakhs worth of Mitsubishi Electric Room Air conditioners are installed/serviced by us every year.
- » Annually Maintained Contract (AMC) with trained technicians are done for more than 1500 of our clients.

The experience in the above projects have motivated further to enter into next level of manufacturing industry.

We look forward with gratitude to have a Joint Venture in manufacturing of Mechanical (Automobile parts), Electronic Goods and its related products in small or at medium level.

Keenly looking forward to work with Japanese companies.

# Mr. John Robinson Pereira

Business Manager, Natural Floors & Decors

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Email: info@naturalfloors.in Web:www.naturalfloors.in



John Robinson Pereira is a Business Manager of M/s Natural Floors & Decors, Trivandrum. Exporters of Natural made flooring products like Coir Mats, Rubber Mats and Jute Mats.

The Company is looking forward to build good business relations with Japan.

# Mr. Kumarpal Chopra

Partner, MITRAA Legal

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Mitraa Legal is a leading Corporate Commercial litigation firm, providing outstanding services to governments, corporations and individual clients on a global scale and have Head Office in India and across Asian and Middle East Countries.

Mitraa Legal team comprises Multi-Disciplinary experts of corporate, property, commercial, personal law, banking, Real Estate, Civil, Criminal, Employment and tax advocates with in depth experience and up to date commercial awareness to help clients navigate successfully through this complex, everchanging landscape.

Since our establishment, we are justifiably proud of our independent existence and substantial growth in key specializations - Cross-Border legal consulting for multi-jurisdictional businesses, equity investments, mergers and acquisitions, technology transfers, corporate compliance and more.

#### Services Offered:

- » Property& Real Estate
- » Start-ups
- » Corporate Advisory & Transactional services
- » Drafting and Registrations
- » Commercial Alternative Dispute Resolution
- » Regulatory Compliance
- » Complaints and Litigations
- » Alternate Dispute Resolution(Arbitration, Conciliation and Mediation)
- » Services for Individuals

**Current Plans and Vision:** Expanding our Network, clientele and partnerships in various countries across the world.

**Interest in Japan:** Establishing network and partnership with Japanese business consulting house, companies who are wanting to set up their operation in India and legal firms and exchange business between the India and Japan.



Mr. A.R. Mohammed Azharuddin SEASKY (Imports and Exports)





Address of Organisation:

No. 7, New Tank Street, Nungambakkam, Chennai 600 034, Tamil Nadu, India.

Tel: 0091 44 2822 5894 / 0091 90430 44462

E-mail: azhar@seaskyimpex.com Web: www.seaskyimpex.com

SEASKY is into medicinal seeds used for medicine purposes, supplied locally and can be exported to international market, to the pharmaceuticals industry / laboratory.

- » MONODORA
- » MYSTRICA
- » MORINGA SEEDS
- » KOLANUTS
- » CULLINERY SEEDS
- » IVVKASEEDS
- » AFZALIA SEEDS
- » PARCOSTIC SEEDS
- » CABASEEDS
- » BRACHYSTEGIAEURYCOMA
- » BITTER COLA

Came to know that Japan plays a vital role in herbal products and hence SEASKY is keen to export to the pharmaceutical industry / laboratory in Japan. SEASKY is also into trading of Spices like black pepper, cloves, mace, nutmeg, etc. SEASKY is the largest manufacturer and exporter of Freezing Tiles (Thermal Cool Proof Tiles - heat resistant, waterproof - arrests the leakage and seepage from concrete surfaces).

## Mr. S. Narasimhan

Vice-Chairman, M/s. SATTVA CFS & LOGISTICS PVT. LTD.

Address of Organisation:

No. 153, Santhome High Road, Raja Annamalaipuram,

Chennai 600 028. Tamil Nadu. India.

Tel: 0091 44 2461 2829 / 0091 98410 27456

E-mail: narsi@sattva.in Web: www.sattva.in



- S. Narasimhan is the Vice-Chairman of Sattva Group of Companies who have their presence in east coast of India spreading from Chennai to Vishakapatnam.
- S. Narasimhan holds a Masters Degree in Science and Business Administration has done specialisation in Marketing, Information System and Operations Research. After spending about eight years in Middle East in reputed IT Companies such as WANG, AT&T, Microsoft, he decided to move to India to take on the Vice Chairmanship of Sattva Group and steer the operations by establishing various units in India. He was the Past President (2015-16) of CII Pondicherry and present member of Southern Regional Council of CII and also is a member of various Trade Associations.

Sattva Group has been in the business of CFS/ICD's since 1998 and has units across Eastern India through its other group entities. The group is seriously looking for acquisitions to be present pan-India. The industry currently has a positive outlook with the government initiating various steps to expand the infrastructural and management base of the key ports of the country such as SAGARMAALA. It is a strategic and customer-oriented initiative of the Government of India to modernize India's Ports so that port-led development can be augmented and coastlines can be developed to contribute in India's growth.

Since its inception, Sattva has relentlessly marched towards one goal; to be distinct and different and add a new meaning to the products and services that are offered to a vast array of companies and individuals and more important, keep their own demands satisfied. It is in **pursuit of excellence** that the group has carved a niche for itself, earning the respect of a growing list of clients for dependability and integrity.

### Mr. Sambhu Lakshmanan

Chief Executive Officer, RedBlackTree Technologies Pvt. Ltd.

Address of Organisation:

No. 8, Lalitha Nagar 1st Street, Papanasam Sivan Road, Santhome, Chennai 600 004, Tamil Nadu, India.

Tel: 0091 44 4353 3706 / 4353 3707 / 4353 3708 / 0091 98400 44665

Email: sambhu@redblacktree.com Web: www.redblacktree.com



RedBlackTree is a product development services firm based in Chennai, India. We have, over the last 16 years, established a strong track of building and delivering high quality software products on time. Founded in 2002, the firm has served customers located primarily in the US, Canada, Europe, Australia, Singapore and India.

We work with startups, small to medium size firms and with large multinationals. Our engagements with customers range from designing and building quick prototypes, to building full-scale products and to large multi-year software development engagements. We use multiple models to partner with customers, including building new startups around the products we build, co-investing in our startup customers, as also project based, multi-year software development contracts. We have created success for our customers — with many of them getting acquired and with many having raised millions of dollars in Venture Capital, including from firms like Andreesen Horowitz. Most of our customer relationships are long term and span across years.

Our work spans multiple industry verticals, including Healthcare, Fintech, EdTech, Travel & Tourism, Industrial Automation and Justice Technology. We have always been on the cutting edge of technology, having built high fidelity mobile apps, SaaS model systems and large, high volume, high velocity databases. We specialize today in building solutions with AI, Blockchain, iOT and Augmented Reality.

We look forward to working with firms in Japan and to creating long term value for all our customers.

# Mr. Sanjay V Parikh

Director, Parikh Synergies Pvt. Ltd.

Address of Organisation:

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Nungambakkam, Chennai 600 034, Tamil Nadu, India. Tel: 0091 44 4313 5522 / 2827 5908 / 0091 98841 55110

Email: mail@parikhgroup.in Web: www.parikhgroup.in



Sanjay V Parikh holds a Bachelor's Degree in Physics and is a 3rd generation entrepreneur. Since 1990 he is involved in family business.

From 2015 to 2018 (May) he was a Director in US\$200 million Japanese trading company, Indian Subsidiary. He helped establish the company in India and also lead the Semi-Conductor business.

Parikh Synergies P. Limited (PSPL) is part of the group which was established in 1936 as a trading company with products like Non Ferrous Metals / Chemicals / Gases.

#### PSPL is interested in:

- » Semi-Conductor equipment and consumables for Indian market. Also other Electronics / Optics for Space research application.
- » Recycling/Solar business area.
- » Offering Business Consultancy to help establish business in India from entry to business / distribution network, etc.
- » General import / export products & trading. For Export : Coffee / Tea / Spices & Import: Metals / Industrial products / Chemicals etc.
- » To work with overseas company as Agent / Representative / Distributor for India business.

# Mr. Sanku Bose, Ph.D President & CEO, JK Technosoft Ltd.

Address of Organisation : F-3, Sector-3, Noida 201 301. India Tel: 0091 120 4606200 / 959 9976568

Email: Sanku@jktech.com Web: www.jktech.com



Dr. Sanku Bose is currently the President and Global CEO of JK Technosoft (JKT), a holding company of the 140+ year old prestigious US\$5+ Bn JK Group led by the Singhanias. Accomplished, visionary, resourceful and goal-oriented professional with over twenty-eight years of management and technology consulting experience with Big 4 consulting firms and leading organization globally. Dr. Bose is academically qualified with PhD in AI & Robotics from Indian Institute of Technology, Delhi.

Company Introduction: JKTechnosoft (JKT) is a part of the JK Organization, one of India's largest industrial groups with an annual turnover exceeding US\$ 5+ billion. JKT is at the leading edge of comprehensive IT services & solutions and we have been a trusted IT services partner for clients across geographies for over 25+ years. Since its inception in 1993, JKT grown into over 1200+ top rung professionals, CMMI Level 3, ISO 9001 & ISO 27001 certifications, development centers in Noida (Delhi/NCR), Kolkata, and Bangalore, a sales office in Mumbai, and 100% subsidiary companies based in UK, USA and Bangladesh.

JKT has well-established Centre of Excellence (COEs) in SAP, MS Dynamics, QAD, Progress, SFDC, Pega, Java/.NET, SharePoint as well as modern digital transformation platforms including BI & Analytics, Mobility, Blockchain, Artificial Intelligence (AI), Robotic Process Automation (RPA) and Cloud.

**Special Interest:** Over 25 years old established reputed boutique Information Technology (IT) Consulting services firm based out of India serving clients with integrity and financial stability. We are keen to establish a long term strategic relationship with Japanese firm who needs assistance in IT Development and Innovation around Digital Platform.

# Mr. Shreyans Bhandari

Advisor, Direct Taxes and Business Strategy MITRAA - A Unit of SS Corporate Management Services Pvt. Ltd.

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E-mail: sb@mitraa.in Web: www.mitraa.in

(Chennai / Bengaluru / Hyderabad / Mumbai / Pune / Udaipur / Delhi / Dubai)



MITRAA is a new age consulting and advisory company manned by a team of Qulified Professionals with rich experience in various verticals. Having come into existence in 2006, the team has been providing a wide range of services across various disciplines.

Our vision is to provide a complete spectrum of Management and Business Advisory Services pan India using advanced management tools and following ethical and transparent business practices. We aim to be the centre for knowledge and academic excellence by keeping abreast of changes brought about in business laws and processes.

Headquartered from Chennai, we have offices Pan India and also in Dubai, UAE.

We provide Management, Tax and Legal Advisory Services to Individuals, Corporates, Family Business and Multinational Companies and expats.

**Specialized Services:** Appearances and Representations / Family Business Succession and restructuring / Chief Financial Officer (CFO) services / Statutory Health check - All compliances / IFRS and IND as - Adoption / Internal Financial Systems and controls audit.

**Our Specialized Serivce include :** Goods and Services Tax (GST) / Transfer pricing / Advance pricing agreements / Corporate Social Responsibility (CSR).

We have worked with various companies from Japan, Germany, USA, UK, Middle East and other countries to set-up their operations in India.

We have Japanese speaking staff at our office.

# Interest in Japan:

- » Japanese Business Houses looking to invest / have strategic partnerships in India and gulf countries in the field of manufacturing, Real Estate and infrastructure and Technology.
- » Networking with Japanese Consultig Firms / Business Houses for investment by Indian business in Japan.

# Mr. K. Srinivasan

CEO, Heat Craft Engineers Pvt. Ltd.

Address of Organisation:

No. 8, S.S. Sahib Street, Aminjikarai, Chennai 600 029, Tamil Nadu, India.

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E-mail: solutions@heatcraft.in / heat\_craft@yahoo.in



A Commerce Graduate of the Delhi University, Mr.K.Srinivasan is a first generation entrepreneur. He has three decades of experience in the field of HVAC. Since 2010, the company has expanded its business in the fields of Fire Safety & Security System.

The Company is associated with Japanese Brand of Air Conditioners such as Daikin, Hitachi, Mitsubishi Electric and Panasonic. It takes care of Design, Drawing, Selection of equipments, Supply, Erection, Testing and Commissioning of Split, Sky Air, Ductable, VRV and Chiller Air conditioning Systems.

Backed by an experienced TEAM comprising Service, Design & Drafting, Projects, the Company caters to prestigious mix of Corporates, Government and Individual Clients. The prestigious corporate clientele list includes Sundaram Clayton, TVS Motors, Blackstone, Tractors & Farm Equipments, Malladi Drugs and Pharmaceuticals etc. Esteemed Government organisations include Indian Space Research Organisation (ISRO), Central Public Works Department (CPWD) etc.

With a view to explore New Business Opportunities, the Company is keen to represent Japanese Companies as Distributor/Agent for the following products:

- » Solar Products
- » 3-D Printed Products
- » Anti-Corrosive Products
- » AC Duct Cleaning machines
- » Filtration Products

## Mr. P.S. Suman

Partner, A. K. Mylsamy & Associates LLP - Law Firm

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A.K. Mylsamy & Associates LLP is an established Corporate Law Firm tracing its roots to the year 1964.

The Firm has wide expertise and brings a wealth of experience to its practice to offer the most feasible and practical solutions.

The Firm's advisory practice covers all aspects of corporate and commercial law including structuring of investments, Joint Ventures, Mergers and Acquisitions, foreign exchange Laws including Foreign Direct Investments into India, real estate, Intellectual Property Rights, contract drafting and negotiating etc.

The Firm's litigation practice commences with pre-litigation strategies and extends to handling complex litigation to all levels. The firm specialises in insolvency and bankruptcy cases and also handles Arbitrations.

The Firm has its offices at Chennai and Coimbatore and has associate offices at several important locations across India.

The Firm was instrumental in conducting an exhaustive 'Economic Survey Report' on the 'Indian Industry expectations from Japanese companies', a publication of the IJCCI.

The Firm can assist Japanese companies with legal requirements on their entry into India and also provide continuous legal support thereafter.

## Mr. Umesh Gosar

CEO, Moment Consultancy Pvt. Ltd.

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Mumbai 400 052, Maharashtra, India.

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Umesh Gosar is a practising Chartered Accountant since 1997.

Umesh Gosar is founder member and CEO of Moment Consultancy Private Ltd. The Company advises clients on Mergers & Acquisitions, Corporate Finance, Corporate Restructuring and Resolution of Stressed Assets. The clientele list includes largely Publicly traded companies as well as closely held companies in MSME sector in India and Overseas. The industries in which the clients are functioning ranges from basic industry such as Steel, Chemicals, Infrastructure & Textile to Information Technology companies which are giving IOT services. The turnover of such clients is from USD 1 million to USD 400 million. The firm has handled sizeable debt syndication for public listed companies.

The Company is engaged into resolution process of many companies referred by several large Public Sector banks. The company has strategized resolution plan viz; debt restructuring (CDR, strategic debt restructuring, S4A), sale of noncore assets, in fusion of private equity, monetization of assets, negotiating with various Asset Reconstruction Companies and Stressed Asset Funds for resolution of assets.

**Future Plan:** The Company is keen to utilize its expertise in resolving stressed assets of the bank and in the process invite capital from investors both domestic and international to participate in the resolution process of stressed assets which is currently a massive opportunity in the Indian Banking sector. The company is open to collaborate with Japanese institutions / companies to explore accessing capital for investment in the Indian Stressed Assets sector.

## Mr. Velu Muthu

CEO. Velu Muthu Associates. Chartered Accountants

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Mr. Velu Muthu, B.A., F.C.A., Chartered Accountant, is an Economics graduate and a Fellow Member of the Institute of Chartered Accountants of India (ICAI), the premier accountancy body of India.

He is the CEO of Velu Muthu Associates, Chartered Accountants, (VMA) which he founded in 1983.

VMA, based in Chennai, has a strong Accountancy & Consulting practice focussing on Set-up and Business Advisory services for inbound and outbound investments, Regulatory and Compliance services in the areas of Exchange control, Accounting, Audit, Taxation and Corporate Secretarial matters.

VMA has a multi-national client base from Japan, Malaysia, UK, USA, Germany, Mexico and Australia and has handled prestigious assignments for establishing new projects and expansion projects in India.

The range of services for overseas companies who wish to enter India includes:

**Entry strategies** - Market analysis to determine potential including study of import duties and channel margins; advice on appropriate corporate structure; location/feasibility studies; due diligence.

**Supply chain** - Identification and evaluation of potential distributors and channel partners; contract manufacturing solutions; material sourcing and logistics; business planning.

Regulatory - Approvals, Permits, Statutory registrations.

VMA is keen to work with Japanese corporations looking for these services in India as well as exploring opportunities for partnering with Japanese Accounting and Consulting companies.

# Mr. Vincent Alphonse

Business Manager, Durofibretex

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E-mail: info@durofibre.com Web: www.durofibre.com



Vincent Alphonse is Commerce graduate and he was working as an Administrative officer in Total Oil Company UAE , and now he is working with M/s Durofibretex as Business Manager.

Durofibretex are manufactures and exporters of Natural made Coir Mats, Mattings, Carpets, Rugs, Rubber Floor Mats. Our production unit is situated at Alleppey, Kerala. It's a family business, established in 1962 and the firm is run by Mr. Biju John Parambil and his brothers. We have a good number of business clients in Central Europe. We are looking for good buyers from Japan for our products.

# Mr. Yoshio Watanabe

Advisor, AMRL Hi-Tech City Limited

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Y. Watanabe, Advisor of AMRL SEZ, has over 40 years of experience, since 1977 continuously engaged in many India-Japan / South Asia-Japan business and projects.

Attivo Economic Zones are the emerging new destinations for world-class industry in India, built on smart city concepts of urbanization through a holistic development for business and lifestyle. It has four zones across India and is actively marketing the zones in Tamilnadu and Gujarat.

- » AMRL SEZ Tamil Nadu a JV with TIDCO (Tamil Nadu Industrial Development Corporation)
- » GIDC, Vilayat, Gujarat.
- » Attivo Economic Zone, Mumbai.
- » Attivo Economic Zone, West Bengal.

AMRL Industrial Zone is a Multi-product Special Economic zone (SEZ), spread across 2518 acres in Tirunelveli District in South Tamil Nadu. It comprises of an export zone, a domestic zone, an Electronic Manufacturing Cluster (EMC) and a free trade and warehousing zone (FTWZ). Electronics, general Engineering, Auto Ancillaries and components, solar, renewable energy, aerospace etc. can be located here.

Master-planned by Jurong Consultants - Singapore and financed by Srei Infrastructure Finance Limited - one of India's largest private sector integrated infrastructure institutions. AMRL is located on NH7 and has easy access to Tuticorin port, Tuticorin Airport, Thiruvananthapuram International Airport, and Chennai. Social infrastructure is already established in nearby city, Tirunelyeli

# Ms. Suguna Ramamoorthy

Secretary-General, IJCCI

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Suguna Ramamoorthy, a Graduate in Commerce and a Post Graduate in Public Administration, has served as Corporate Communication Head in leading service industries for over a decade before joining IJCCI in 1996.

As Secretary-General of IJCCI she has been instrumental in bringing the Chamber as a strong and vibrant multi-dimensional organisation which has won the appreciation from both India and abroad.

Suguna Ramamoorthy is facilitating Japanese and Indian SMEs to come together and establish good business relations, particularly the match-making activity, be it trade or manufacturing. Offers human resource services to Japanese companies and is also interested in export-import matters.

- » Desirous of networking with Japanese language teaching institutions for IJCCI Language School
- » Keen to interact with Japanese Cultural Organisations
- » Keen to disseminate Japanese Management Practices with Indian SMEs with the support of like-minded organisations in Japan.
- » Receive Japanese Delegations and facilitate interaction with Indian counterparts.