

Inquiry into Western Australia's economic relationship with the Republic of India

Dear Committee,

Thank you for considering my submission and I would like to express my interest if the committee decides to conduct any hearings as part of the inquiry process.

I also wish to appear before the Committee to explain or elaborate on my submission.

I would mainly like to address points 3 and 4 mentioned in the terms of reference :

3) Existing barriers or impediments to trade; and

In order to do trade with India and enter Indian markets it is extremely difficult for an Australian company due to several cultural and location specific barriers. India is a country with many traditions and languages but the positive thing is that English is the second most spoken language after Hindi . It would be great if WA government could take an initiative that facilitates interaction between the Indian and Australian business community. The interaction can be in the form of expos, conferences, recruitment of local representative for Australian businesses etc.

4) Opportunities to strengthen the trading relationship, including:

a) the Sister State Relationship between the State Government of Western Australia and the State Government of Andhra Pradesh;

There has been a change in the Andhra Pradesh government since the last visit of WA delegation. It would be also be good to release some information to general public as to how much trade has happened between the two states and also explain what the sister state relationship means for the business community. Also a list of WA business that are currently dealing with the businesses in Andhra Pradesh and vice versa.

c) strategies to attract inbound investment to Western Australia;

WA has some incredible entrepreneurs with unique ideas, it would be good if there are platforms available to pitch our ideas for Indian investment

d) developing existing and new export markets in India in target sectors, including:

- i) international education;
- ii) tourism;
- iii) minerals and energy;
- iv) advanced manufacturing; and
- v) agribusiness.

One of the ways to develop markets is through collaboration with businesses in India, as mentioned before if WA government can encourage industry specific meetings, conference and expos for businesses to collaborate that would be great.

As somebody who has migrated from India to study in Australia , there was no awareness about WA universities amongst the Indian student community. One way could be getting touch with the current

international students who are currently studying in Perth and getting them involved in process and encouraging them to advertise our local universities

There is improved connectivity between Andhra Pradesh and WA and tourism is something which can be heavily explored. I come from Andhra Pradesh and people there are lovely and enjoy travelling, It would be good to encourage WA tourism companies to make tailor made tours for the people of Andhra Pradesh and also if the tour companies can provide Andhra Pradesh food to attract them to Perth.

A handwritten signature in black ink, appearing to read 'Karthik Pasumarthy', written in a cursive style.

Karthik Pasumarthy| B.E (Biomed)| M.E (Biomed)