



# Global investors need an assurance in terms of political will, safe enter/exit policy and growth potential.



Optimism is high of a turnaround in Indian manufacturing performance in 2014 -- given that global economies are on the mend., and a new government at the centre brings renewed hope. Your views on this.

Initial euphoria is for the change . However the correlation with the change depends on how strong the government will be. Also the actions taken with regards to policy matters or simply to expedite things will bear the actual fruit.

Yes riding on the wave of optimism it is indeed a golden opportunity for Indian manufacturers to not only show performance but make a niche.

**MR Hisham Qasmi**

CEO

**International Business Alliances**



**The rupee is gaining strength and expected to do even better by year end. Impact of this on your industry and your growth performance this year.**

Indian rupee at 58 to 60 to a dollar is a natural and balanced level. IBA's involvement in imports of raw material for core metals, fuel, high tech machinery, and precious tools instruments has gained momentum. A strong rupee makes a good chance to en-cash at this level.

**What are the growth challenges and opportunities you see in 2014.outline your company's road map for investments, innovations and new business focus.**

Infrastructure is the key word for this decade . We are in the middle of the decade and there is a long way to cover to achieve our goal of a satisfactory infrastructure. The impasse since last year at real estate , imports of heavy machinery , and speed of development has to end by the q3 of year 2014. IBA has engaged itself in offering services and products at 3 levels.

**A.** Raw material to manufacture aluminum, and iron/ steel . The products involve calcined petroleum coke, caustic soda, and alf3.

**B.** IBA is offering a supporting hand to small and medium size firms to take benefit of current depressed supply and engage themselves in imports of unfinished and semi finished products and create a market of their own.

**C.** IBA has its own wing of plant management team where it offers supply, maintenance, and repair of critical areas of plant and machinery...

**Global investor confidence in india is at a low.**

**What in your opinion is the need of the hour to reverse this trend.**

Global investors need an assurance in terms of political will, safe enter/exit policy and growth potential .recently Indian industry

has become well aware of these facts and have started working on the remedies a government support will bring a lot of confidence . And this will be a good news for FDI.

**Any new product development, launches planned for this year ?**

IBA has been working in three areas .

1. International sourcing ( procurement ) of materials on behalf of customers / traders.
2. Marketing of heavy industry and high tech products from Korea , Japan and China ( AISA ) and Spain, Italy and Germany ( Europe) and
3. On site project consulting where IBA engineers are taking up jobs of installation, maintenance, and repair of plants and machinery.

In FY 2014 IBA is able to offer its own data bank of product wise best country for supplies. Similarly its team engineers has expanded its services to African countries as well,

**Any recent achievement, milestone achieved by the company that you would like to share with us.**

In FY 2013-14 IBA decided to expand its work in mid and small level businesses also. This had an overwhelming response and traders realised that with IBA's transparent and simple support they could achieve a lot in international trade. In addition to as a policy matter IBA decided to have a physical inspection and visit to all its suppliers in case of sourcing and all buyers in case of marketing in India and abroad. By the end of q4 of 2013-14 IBA has pride to have all its data bank fully verified and confident of offering its services with complete transparency.

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