

EASTERN APPROACHES INC.

16 Strathcona Drive
Suite 600
Montreal, Quebec
H3R 1E4

Tel: (514) 735-3337

Fax: (514) 735-3288

Contact: John K. Palkivala, Managing Director

Languages: English, Hindi, Gujarati, Punjabi, Tamil

General Consulting Services Offered: Eastern Approaches is a consultancy whose mission is to facilitate the entry of Canadian businesses into India and other selected markets in South-East Asia. The company also provides business development research and assessment of proposed strategic alliances and joint ventures. Particular attention is paid to assisting clients choose the most appropriate markets.

Company Profile: Eastern Approaches was founded in 1994 by John Palkivala, former Managing Director, Asia-Pacific, with Canada Steamship Lines. The consultancy has associates in Mumbai, Chandigarh/Delhi and Madras many with extensive experience in conducting research for business development.

Expertise in South Asia:**Industry Sectors:**

Shipping and shipbuilding, Port infrastructure; Fertilizer, chemicals, oil, soaps, agriculture and mining chemicals.

Market Experience:

India : Consulted on port infrastructure and coal delivery on West and East coasts of India. Investigated proposals for port development and shipping and assisted with a project to develop artificial offshore ship terminals.

Researched marketing opportunities for a new food-processing technology.

Address of Office(s) in South Asia:

Eastern Approaches Inc.
27 Laxshmibai Jagmohanda Marg
Mumbai 400 026
India
Attn: Mr. R.K. Lalkaka, Resident Director
Tel: 91 22 363 1242 or 91 22 363 3925
Fax: 91 22 363 4272