



Confederation of Indian Industry



Economic Diplomacy Division
Ministry of External Affairs

INDIA - EUROPE 29 BUSINESS FORUM 2019

Taj Diplomatic Enclave Hotel, New Delhi, India
20-21 November 2019

CENTRAL AND EASTERN EUROPEAN COUNTRIES

Albania
Austria
Bosnia & Herzegovina
Bulgaria
Croatia
Cyprus
Czech Republic
Denmark
Estonia
Finland
Greece
Holy See
Hungary
Iceland
Latvia

Liechtenstein
Lithuania
Macedonia
Malta
Moldova
Montenegro
Norway
Poland
Romania
Serbia
Slovak Republic
Slovenia
Sweden
Switzerland
Turkey

PROPOSED FOCUS SECTORS

INDIA: AN ATTRACTIVE PROPOSITION

- Fastest growing major economy on the world
- Growing income and spending power
- Consumption-led markets
- Young capable workforce; large and skilled talent pool
- Established global leadership in select sectors



**Tremendous trade
and investment
opportunities for
E29**

Areas for business collaboration between E29 and India:

1. Artificial Intelligence
2. IT & ITeS
3. Pharmaceuticals
4. Renewable Energy
5. Smart Cities, including urban transportation

**THE BUSINESS FORUM IS ENVISIONED TO STRENGTHEN AND ENHANCE
INDIA – EUROPE BUSINESS PARTNERSHIPS**

FOCUS SECTOR #1: ARTIFICIAL INTELLIGENCE

STRENGTHS

- Large tech talent pool, in the process of upskilling to AI
- 3rd in terms of high quality AI research and publications¹. More than 400 start-ups working in AI and Machine Learning
- Indian companies 3rd highest early adoption of AI²
- Government support: NITI Aayog guides AI R&D through National Artificial Intelligence Portal
- Model International Centre for Transformational AI set up by NITI Aayog, Intel and Tata Institute of Fundamental Research with focus on application-based AI research in healthcare, agriculture and smart mobility

POTENTIAL

- AI essential for Industry 4.0, eGovernment Services and social services like healthcare, agriculture, education, etc.
- Potential to add USD 957 billion to the economy by 2035³

Business Opportunities for E29

- Tap India's huge AI market and use India as a hub to service global clients including emerging economies
- Partner with Indian academic institutions and companies for joint R&D efforts
- US \$ 70-80 billion software sector targeted by Government by 2025

Sources: 1. Itihaasa research, quoted in The Hindu, 18 January 2019 ; 2. BCG study' 2018 ; 3. Accenture Survey

FOCUS SECTOR # 2 : IT & ITeS

- Largest (56%) Global Outsourcing market in the world. US \$ 180 billion + Revenues
- 75% of global digital talent in India
- More than 1000 Global Delivery Centres in 80 countries set-up
- World's third largest Tech start-up hub
- 200 + Indian companies expanding globally

Potential:

- US \$ 350 billion by 2025
- Cost saving BPM Services: 5 – 6 times cost effective than global players

Growth Drivers:

- Digital India aims to connect all villages of India
- India: Hub for Digital Skills



Business Opportunities for E-29

- IT spending in India increasing owing to Digital India
- Additional Mobile Connectivity in India: US \$ 20 billion

Business Opportunities for India

- Europe's IT & ITeS spending in 2020: US \$ 400 billion¹
- India's current share: about 24% (US \$ 32 billion)¹
- Huge opportunities in Software and ITeS

Source: 1. Gartner

FOCUS SECTOR #3: PHARMACEUTICALS

STRENGTHS

- 3rd largest in terms of volume, 13th largest in terms of value
- Largest supplier of generic medicines: 50% of global Demand
- 4th largest medical devices market in Asia
- 3,000 + Pharma companies with over 10,500 manufacturing facilities
- ~55% of India's exports are to highly regulated markets like Europe, underlining India's product quality
- Low cost of production coupled with low R&D costs
- Large medical and medical-related talent pool
- 5478 regulatory accreditations in Europe
- Highest number of USFDA approved Units

BUSINESS OPPORTUNITIES FOR E29

- US \$280 billion healthcare market by 2020. US\$200 billion on Healthcare Infrastructure
- Contract manufacturing and research services (CRAMS): leverage India's large patient population, wide genetic pool and cost-quality proposition (potential savings of ~30 – 40% compared to EU)
- Explore API production in India (currently, imported from China)
- Medical equipment: US \$ 8 billion opportunity for E29: India imports nearing 80% of its requirement.
- Bio-tech and bio-services sector: clinical trials, contract research, and manufacturing activities - Collaboration

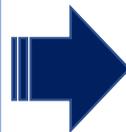
FOCUS SECTOR #4: RENEWABLE ENERGY

STRENGTHS

- Doubled Renewable Energy Capacity in last 4 years
- 5th Largest Installed Renewable Energy Capacity in the World
- 4th Largest Installed Wind Capacity in the World
- 6th Largest Installed Solar Power Capacity in the World

GROWTH DRIVERS

- 60 Solar Cities announced : 50 Solar Parks (40 GW) announced
- 100% FDI allowed in Renewables sector



BUSINESS OPPORTUNITIES FOR E29

Target by 2022: 175 GW : Current Capacity: ~ 75 GW

- Potential for new Manufacturing Technology beyond Photovoltaic for solar
- Potential for new Technology for low wind velocity
- India also needs: Grid Balancing Architecture; Storage Technology (National Energy Storage Mission developed)
- 30 GW of offshore Wind been planned in Coastal States – Tamil Nadu & Gujarat
- Investment Potential: 392 Projects worth US \$ 25.3 billion (Invest India)

Source: Invest India

FOCUS SECTOR #5: SMART CITIES

Government's Smart Cities Mission:

- 100 cities identified
- Govt Budget: US\$ 30 billion
- 402 Projects commissioned worth US\$ 60 + billion
- France, Germany, Japan, Us, UK, Spain, Israel, Sweden & Singapore Partners



- **Water Management**
- **Urban Mobility**
- **Waste Management**
- **Housing and Area Development**
- **Energy Management**
- **eGovernance & Citizenship Services**

BUSINESS OPPORTUNITIES FOR E29

- **US \$ 650 billion** Infrastructure Investments over next 20 years by Government (5151 projects envisioned)
- **Electric Mobility:** Technical cooperation and partnerships to develop electric mobility solutions.
- **Digital solutions:** Traffic management, citizen safety, smart waste management, smart street lighting etc.
- **Water:** Public-private partnership model and unique hybrid annuity model in practice - Water projects in Chennai, Bangalore and Agra in operation
- **Waste Management:** Technology, Management and Capacity Building

COMPONENTS OF THE FORUM



DRAFT PROGRAMME OUTLINE (1/2)

DAY 1

1100 hours

Inaugural Session with European and Indian Heads of State/Government

1200 hours

Inauguration of the Exposition

1330 hours

**Partner Country Session (lunch hosted by Partner Country)
(3 Partner countries expected)**

1500 hours

Roundtables on

1. Artificial Intelligence
2. IT & ITES
3. Smart Cities
4. Renewable Energy
5. Pharmaceuticals

1900 hours

Cultural and Dinner (hosted by a State)

B2B / B2G Meetings

Hackathon

DRAFT PROGRAMME OUTLINE (2/2)

DAY 2

1000 hours

Thematic sessions/ roundtables continue

1200 hours

Valedictory Session, including Hackathon result and award

1300 hours

Lunch hosted by a Partner Country/State

1700 hours

Forum ends

B2B / B2G Meetings

PARTNER COUNTRY PROPOSAL (1/2)

OFFER TO THE PARTNER COUNTRY

- Speaking & presentation slots for members of the Partner Country delegation at all the Roundtables of the Forum as a Lead Discussant, to a maximum of 2 and for Ministerial/CEO level only
- Free participation of select senior invitees (max. 15) in the Forum sessions and in pre-slotted B2B & B2G meetings
- Planning, designing and execution of the whole event and complete event management
- Free participation (total up to 25 sq.m. built-up space) at the exhibition
- Visibility of the Partner Country in all the Forum collaterals
- Access to Partner Country Lounge (Accessed and used by all Partner Countries)
- Option to hold a Partner Country focus session
- One media engagement to be organized for the head of the delegation of the Partner Country
- Assistance with official meetings at the highest levels for the leader of the delegation

PARTNER COUNTRY PROPOSAL (2/2)

EXPECTATIONS FROM THE PARTNER COUNTRY

- Heads of State / Government of Partner Country to lead a high-level and large official and business delegation to participate at the Forum
- Heads of State/ Government of Partner Country will be the Guest of Honour and will deliver a Keynote address at the Inaugural Session and inaugurate the Exhibition, together with the Indian counterpart
- Provide financial support of INR 10,00,000 or US\$ 15000

DELIVERABLES OF PARTICIPATING COUNTRIES

- Cabinet Minister level participation from focus sectors
- CxO/President level participation from companies
- Participate in sectoral roundtables
- Share details of specific projects where Indian partners are sought
- Invite partners in India, wherever applicable
- Participate and register for B2B meetings

DELIVERABLES OF PARTNER STATES

- Delegation to be led by CM or Senior Cabinet Minister
- Ensure industry participation from State from the identified sectors
- Contribute INR 10,00,000 towards the Forum as a Partner State
- Consider setting up an exhibition booth of State Government highlighting opportunities in the State and incentives offered to investors
- Consider organizing a roundtable on the opportunities in the State in the identified sectors
- Share information on specific projects where foreign partners are sought
- Possibility of taking some of the delegates to the State to showcase the potential of the State before or after the Forum

KEY OUTCOMES EXPECTED

- Bring together various stakeholders to facilitate dialogue on pre-identified projects
- Focus on tangible outcomes in terms of building new business partnerships
- Chart out a roadmap for increased trade and investment by focusing on certain sectors, capitalizing on opportunities in those sectors and removing bottlenecks
- Create a higher level of awareness of the business climate and incentives provided by each country

THANK YOU



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